

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXX

PUBLICATION OFFICE: TORONTO, AUGUST 25th, 1916

No. 34



**The Package May Be Imitated
But the Contents Cannot**

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

*This Electric Sign in Your Store Window will Surely Bring You Big Business and It Is Absolutely **Free***

THIS IS ONLY ONE OF OUR MANY

O-Cedar
Polish

(MADE IN CANADA)

DISPLAY DEALS

This is the most attractive electric sign there is. Inside the frosted globe is a revolving many-colored fan giving constantly changing colors. Everyone will stop at your window to watch it.

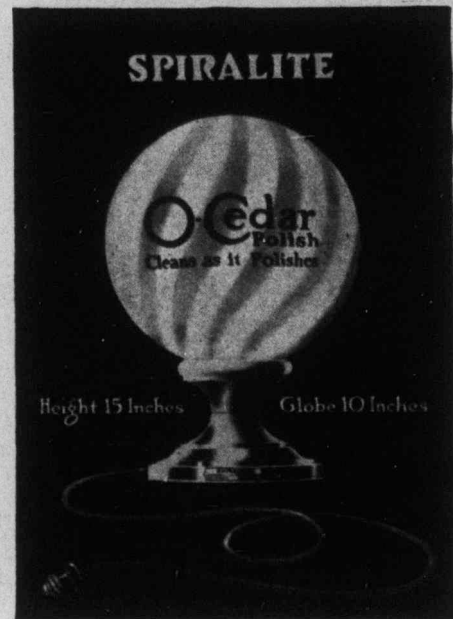
Display Deal No. 63—

Order 3½ doz. 4 oz.; 7 doz. 12 oz.; ½ doz. quarts and you get a Spiralite Electric Sign *Free*.

Display Deal No. 64—

Order 10¾ doz. 4 oz.; 4 doz. 12 oz.; ¼ doz. quarts and you get a Spiralite Electric Sign *Free*.

Ask Your Jobber for Full Information About All Deals.



CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO, CANADA

**That Side Partner of
Mennen's Shaving Cream**

—it's opening up a new market for you.

We mean that "Talcum for Men," the first talcum powder manufactured exclusively for male use.

Have you stocked it and offered it to your men customers yet? Together with THE Shaving Cream it is being heavily advertised, and thousands of men, all over Canada, will be requesting both.

No effort on your part is necessary to sell Mennen's Products quickly, the mere display of the articles themselves will be sufficient.

Three very attractive window-trims have been prepared; one on the Shaving Cream, one on the Talcum Powder, and one combination trim.

Send for either one or all of them to Harold F. Ritchie & Co., Ltd., Toronto, Ont.

Made in Canada by

G. MENNEN CHEMICAL CO., LTD.
MONTREAL, QUE.



Canadian Agents

HAROLD F. RITCHIE & CO., LTD.
TORONTO, ONT.

Hobart

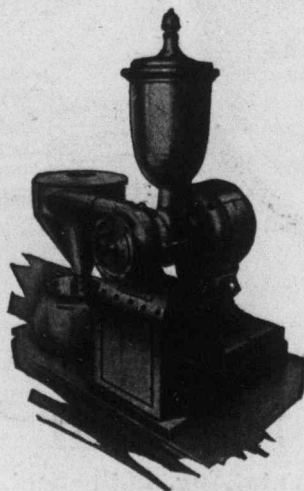
Will Display

at
**TORONTO
EXHIBITION**

in the Industrial Building
Come and Inspect these Lines.
Also at London and Ottawa Fairs.

*Something New in Coffee
Mills.*

*Give your Customer Coffee
with Chaff and Dust
Removed.*

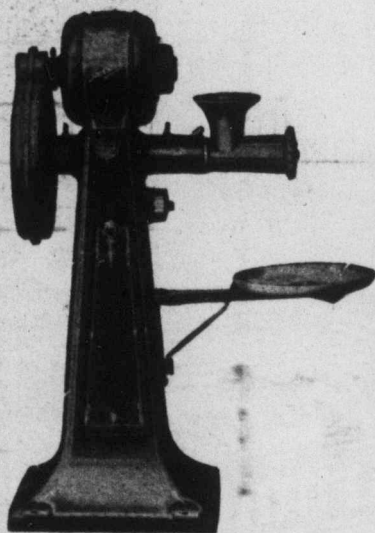


Electric Coffee Mill

Coffee Mills
Meat Mincers
Electric Sausage
Machines
Dough Mixers
and
Van Berkel Meat Slicers.

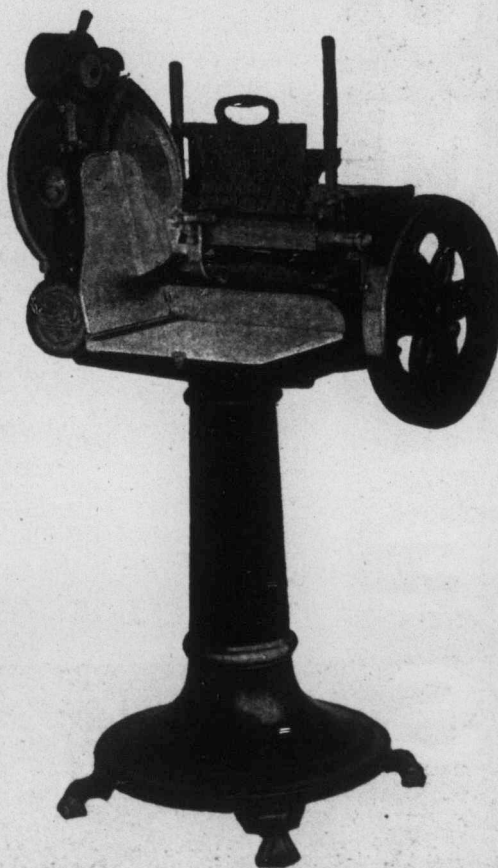
**VAN BERKEL PATENT
MEAT SLICER—**

you cannot build a battleship out of a lead pencil—neither can you build a business with poor equipment. The Van Berkel Meat Slicer is built *up* to a standard *not* down to a price.



Electric Meat Chopper

*Write to-day for
information as to
how to make more
money from your
cured meat depart-
ment, and to in-
crease coffee sales.*



The Hobart Mfg. Co.

149 Church Street

Toronto

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



New Factory, Toronto, Canada

Copyright Canada, 1916

LET US SALUTE YOU AT THE
Canadian National Exhibition

Toronto, Aug. 26th—Sept. 9th

You will find us in the South Wing of the Process Building at the West Door showing the actual operations of putting up

KRUMBLES, in our patented *WAXTITE* Carton, which ensures it reaching the table Crisp, "Krumibly" and with that rich, delicious flavor—the Kellogg flavor—which has won for it a welcome never before accorded a prepared whole-wheat cereal food.

KRUMBLES is wheat—all the wheat—Nature's food for man—embodying all the elements—the starch, the protein, the mineral salts, the phosphates, the bran—that go to make up a perfectly balanced food.

KRUMBLES is the whole-wheat food that can be eaten with a relish any hour of the day and every day in the year.

KRUMBLES has no Seasons—it is just as delicious in Winter as it is in Summer—simply a matter of serving.

KRUMBLES can be stocked with assurance of a steady turn-over.

Look for the signature on every package. **KRUMBLES** — sealed **WAXTITE**—retails at

10c

W. K. KELLOGG CEREAL CO., Toronto

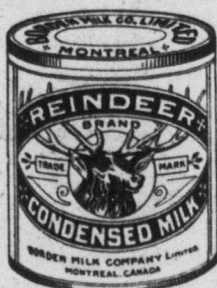
W. K. Kellogg



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



When you visit the Canadian National Exhibition don't forget to drop in and see us. We will be located as usual in the Manufacturers' Building, where we intend demonstrating daily to the public the manifold advantages of the BORDEN MILK PRODUCTS, thus creating a still bigger interest in these popular Canadian-made leaders.

You will be interested in the selling possibilities of Borden's, and if you are not already a Borden dealer we feel sure that a visit to our booth will convince you that it pays well to push the sales of every Borden line.

Anyway, we will be glad to see you, so don't forget to give us a call.

Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office—Arcade Building, Vancouver

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

Serve Your Customers Right in "Riteshape"



You can get "Riteshapes" whenever you want them and as quickly as you want them. Conditions which operate to make deliveries difficult and prices uncertain in other lines do not affect "Riteshapes." We are well stocked, can fill orders promptly and give assurance that the Canadian jobbers and users of this famous food tray will have most satisfactory attention when in the market for "Riteshapes."

"Riteshapes" are well recognized in Canada now as the great bulk food container. They are sold through hundreds of jobbers and are preferred exclusively in best retail food shops.

Are you using "Riteshapes?"

VICTORIA PAPER & TWINE COMPANY

MONTREAL Limited TORONTO

THE OVAL WOOD DISH CO., Manufacturers
DELTA, OHIO, U.S.A.



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

Raspberry Jam—1916 NOW READY

Made From the Delicious

Cuthbert Raspberry

Many grocers are taking our tip and buying "Aylmer" Brand Jam now.

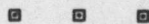
Prices are sure to be higher in the fall and the demand heavy, as the housewife is not putting down Jams with high-priced sugar.

Ask your jobber to-day.

Dominion Cannery, Limited
HAMILTON - - CANADA

Walter J. Green is a Shrewd Buyer

ASK any wholesale house selling to Walter J. Green, or any traveller calling on him, the reason why this retailer is prospering so visibly, and you'll hear some of them say: "He is the best informed man we know of. That man reads and thinks. His world of interest is a good deal larger than his own town, or his own store. He seems to have eyes that can see far into the future, and he buys accordingly." Isn't that a fine tribute to Walter J. Green? It would be a fine tribute to any man.



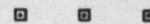
When H. S. Holt, President of the Royal Bank of Canada, gave his address at the recent annual meeting of this institution, he said:

"The proper course is to conserve the unusual profits and accumulate working capital, the lack of which is so prevalent and so detrimental to the general interests of the manufacturer."

Now Green, while not a manufacturer, has perceived "the proper course," and is conserving "unusual profits"—this by investing them in good liquid securities. Whenever he has \$100 or so to spare he buys a bond yielding from 5 to 6%—something which can be turned into cash quickly, or deposited with his banker as security for a temporary loan.

But he could not do this intelligently had he not for a long time made a careful study of investment conditions, and of particular securities, through a paper like The Financial Post. He would know the history of the company over a period of years. He would know how its business is going now. He would thus be well informed as to the safety, yield in interest, marketability, etc., of the particular securities he has in view.

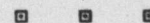
Also he makes use of his privileges as a subscriber to The Financial Post to consult with the Editors on matters pertaining to his business, his money investments, the market tendencies, and so on.



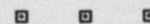
Why not be a Walter J. Green? Why not become a regular reader of The Financial Post?

The Post is a weekly survey of general business conditions in Canada—a review of matters relating to Investments, Securities, Insurance, Municipal Finance, Bank Clearings. It is not edited with a view to interesting bankers, professional investors and brokers so much as the ordinary business man.

If you could spend an hour each day discussing current events in the business world with the leading manufacturers, bankers, merchants, financiers, lawyers, etc., you would get somewhat the same information as the Post gives each week.



The Post, read regularly, makes the merchant enter confidently a world that is all about him always. A world which the average man does not enter—to his own great loss.



Sign the order form herewith and mail, and thus take the first necessary step in securing this service, or we will send you sample copy on request.

THE FINANCIAL POST OF CANADA

Published by

THE MACLEAN PUBLISHING CO.
143 University Ave., TORONTO

.....1916

THE FINANCIAL POST OF CANADA

143-153 University Avenue

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

Name.....

Address.....

CLARK'S

CONCENTRATED SOUPS



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

MADE IN CANADA

and without a rival in either home or imported Soups.

Tomato

Chicken

Pea

Scotch Broth

Mock Turtle

Mulligatawny

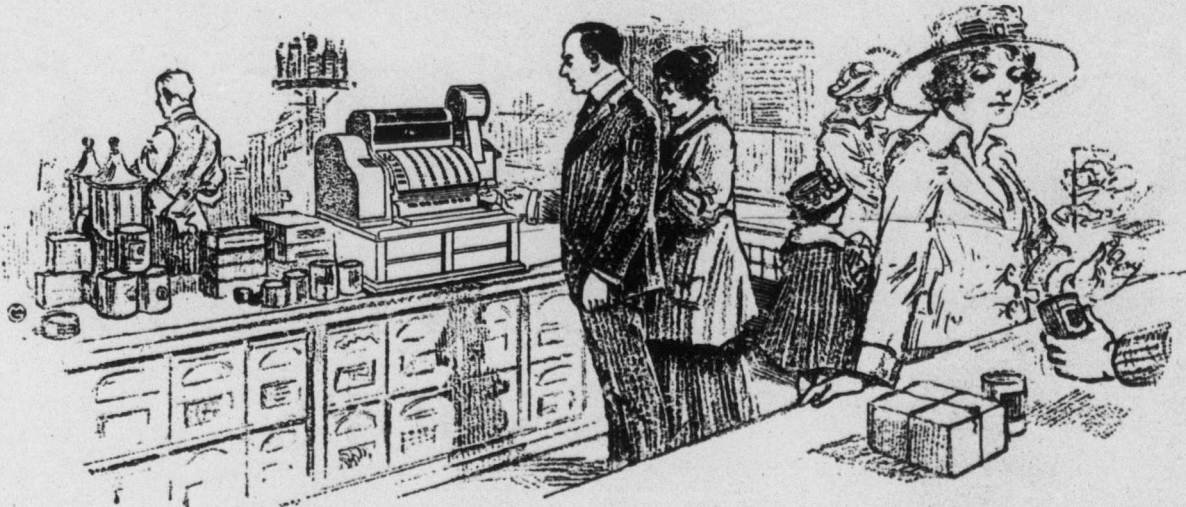
and all other varieties



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

W. CLARK, LIMITED, MONTREAL

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



Mr. Feilchenfeld calls his National Cash Register his "reliable" secretary

Feilchenfeld Bros., Chicago, are carrying on a large and profitable grocery business.

And since N. C. R. Receipt-giving Service has been adopted their profits have steadily increased and unnecessary losses stopped.

The proprietor's viewpoint

Mr. Bismarck Feilchenfeld, one of the partners, said:

"This business success is made possible largely through the accurate assistance of that National Cash Register. Without it I would require at least two accountants figuring all day long. The result of their calculations could not be had until next day.

"That means that I would have to stay and work at night auditing my books long after the store is closed.

Exact information at a glance

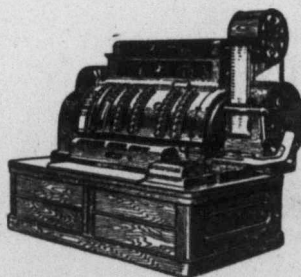
"Instead, to-night at closing time I'll know just exactly what we did to-day — how much was

charged out, how many orders went out C.O.D., how much for cash was sold during the day—all in totals, as fast as I can read them from the register.

"Printing each transaction on duplicate slips, as it does, eliminates disputes. The customer knows that a National Cash Register makes no mistakes in figuring.

"My reliable secretary"

"Its saving in time, labor, and worry over details leaves me free to plan and carry out ideas for the improvement of business, while the accuracy of transactions, curtailing of expense, and elimination of waste in money and time are taken care of by my reliable secretary, this National Cash Register."



But you don't have to have a big store to make the complete 1916 Model National Cash Register fit your business and multiply your profits. Fill out the coupon and we will send you information that fits your store and your business.

The National Cash Register Co.
TORONTO, ONT., CANADA

**The National Cash Register Co.,
 Toronto, Canada.**

Please send late information on an N.C.R. system that will fit our business. We employ ... clerks.

Name

Address

City..... Prov.....

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

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

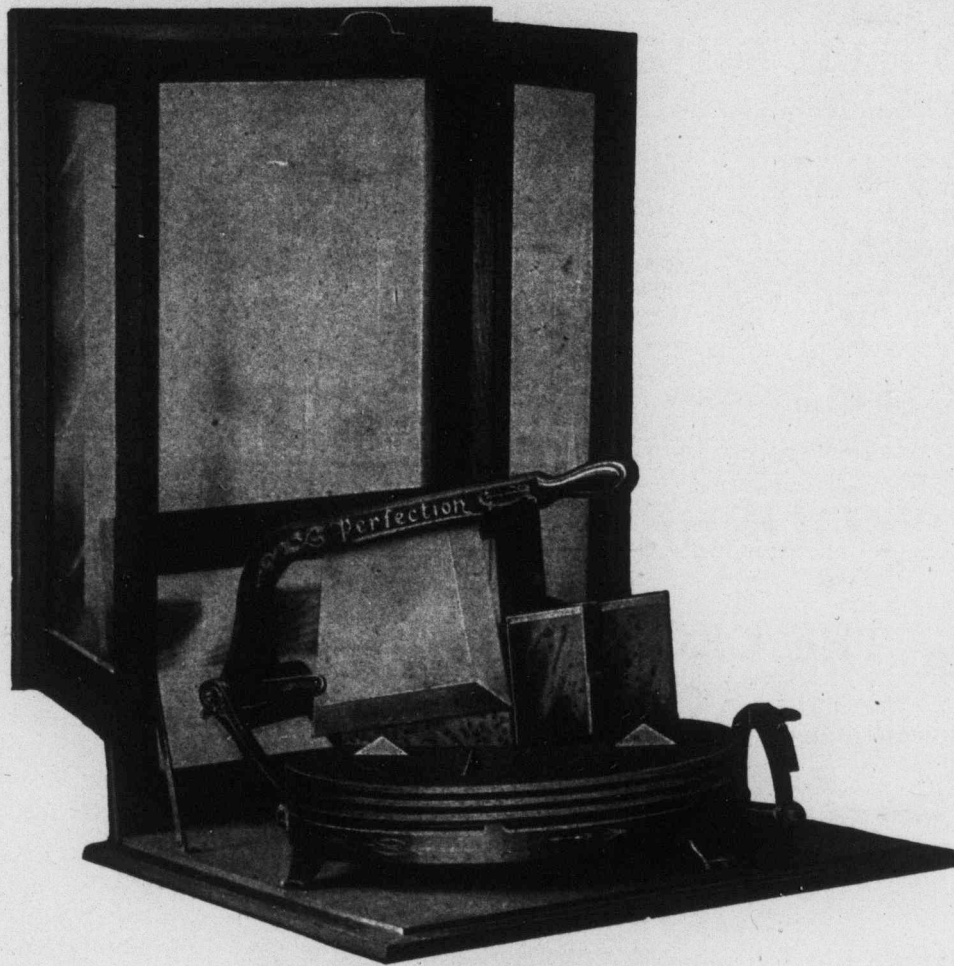
IT IS A CHEESE CUTTER WORTH HAVING

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

**WE HAVE SPECIAL COMBINATION PRICES
WITH CABINETS AND PEDESTALS.**

**American Computing
Company**

HAMILTON, ONT.

IT
SAVES ITS
COST in a
few months and
lasts a lifetime.

BUY IT NOW.

IF
BUSINESS
is BAD or
GOOD, you
need a PROFIT-
SAVER.

BUY IT NOW.

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

Tartan BRAND

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

You can "bank on" Tartan Brand

Quality grocers the country over have put the Tartan selling reputation to the test and have found them to be all that we claim for them, and more. They have found that Tartan Brand quality will please where others fail, and they know that we never sacrifice quality for any other consideration—we want none but satisfied customers. Do you require Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts or Jelly Powders? Then try Tartan Brand. We also carry a full line of fancy groceries, foreign and domestic.

Our specialty is mail orders, and we guarantee prompt, satisfactory service. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

GROCER'S FRUIT BULLETIN

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

Get behind this line—
it's good business.



More Dollars

You can make "Dollars Grow" out of your *spare time*. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the result will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce, but it sells for*

ONLY \$10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

Perfect Results

can be obtained for your customers putting down their fruits by supplying

St. Lawrence  Granulated

100% PURE CANE SUGAR

In your Locality
are many

Dogs and Cage Birds

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

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

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

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

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

There's nothing "cheap"
about

GIPSY
Stove Gloss
— except the price.

Order from your Wholesaler.

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

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

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



How Much Comes Your Way That Gets Away?

Every auto that whizzes past your door, Mr. Dealer, will stop somewhere for gasoline. Why don't you stop them at **your** door? It's easy enough, if you use the right signal.

Autoists have long ago learned that a Bowser "Sentry" Pump is

THE SIGN OF A PROGRESSIVE GROCERY STORE

the same as a clock, out in front, calls attention to the jewelers, or a striped pole signalizes the location of a barber shop.

In addition to their advertising value

BOWSER

(ESTABLISHED 1888)

outfits are money-makers. You make a profit on gasoline and on other sales made to those who would not otherwise stop.

Buy gasoline in any quantities you want, store it safely underground where it can't evaporate or deteriorate, then pump any amount desired directly into your customers' cars, quickly, accurately measured and filtered.

This "Red Sentry" Equipment is only one of many self-measuring pumps and storage systems we manufacture. We make outfits for handling kerosene, paint, lubricating and volatile oils of all kinds, and a request

for descriptive matter and information concerning anything along this line won't obligate you in the least.

S. F. Bowser & Company, Inc.
TORONTO, ONT.

Sales Offices in All Centres and Representatives Everywhere.



Brunswick Brand Sea Foods Sell well everywhere

There are no more wholesome and nourishing fish in the world than those selected specially for Brunswick Brand. There are no better sanitary or more up to date facilities for processing and packing them than in our modern, pure food plant. We are ideally located for the securing of the very best pick of the season's catches, hence, Brunswick Brand has the quality that wins the approval of the most particular people.

Look over the following list and see what brands you require. Then get in touch with your wholesaler. You'll be perfectly satisfied with the results of your trial order.

¼ Oil Sardines
Kipperd Herring
Herring in Tomato Sauce
Finnan Haddies
(Oval and Round Tins)
Clams



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

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



These are the Malcolm Milk Products —the quick selling, profit-making Canadian-made favorites

Just try out their selling qualities by getting up a window display or feature them on your sales counter where your customers will see them. After the first sale the rest is easy—Malcolm quality will make fast friends of even the most critical.

Look over this list and check off your requirements. We deliver 5 case lots to any part of Ontario, Quebec, Maritime Provinces, paying freight charges up to 50c. per 100 lbs.

St. George Brand Coffee, 2 doz. in case..\$4.80
St. George Evaporated Milk, 4 doz. in case 3.75
Banner Condensed Milk, 4 doz. in case... 5.75
Princess Condensed Milk, 4 doz. in case.. 4.75

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

Are you visiting the Exhibition this year?

Then don't forget to come in and see our exhibit of quality shoe dressings. You will find us in the Stove Building and we know you will be interested in the big selling values our lines represent. And don't forget to ask for free samples, which we are giving to Grocers.

We manufacture Regent Shoe Paste, Suede Dressings, Patent Leather Cream, Combination Dressings, Colored Glaze Kid Cream, White Shoe Dressing, all kinds, and every one is a dependable seller.

CHARLES TILLEY & SON, Mfrs.
90 RICHMOND STREET TORONTO



Sell More Candy, Biscuit, Pickles, Condi- ments, Gold Fish, Cereals, etc.



No. 569 Globe Rack with Globes, \$16.50
f.o.b., Sterling, Ill.

BY MEANS OF

"Crakerjac" Glass Globe Racks

FOLD FLAT FOR SHIPMENT

Get Globes out of way. Give the Mass Effect. Shipped Folded Flat.

Write for prices on this and other "Crakerjac" Sanitary Store Fixtures.

EVAN L. READ MANUFACTURING COMPANY
604 A Street Sterling, Ill.

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

S. DAVIS & SONS, LTD.

CIGAR MAKERS

MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
“ New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
“ La Plaza	2 for 25c, equal to most 20c cigars.
“ Promoter Blunts	3 for 25c, equal to most 15c cigars.
“ Perfection	3 for 25c, equal to most 15c cigars.
“ Grand Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
“ Lord Tennyson	5 cent, equal to most 10c cigars.

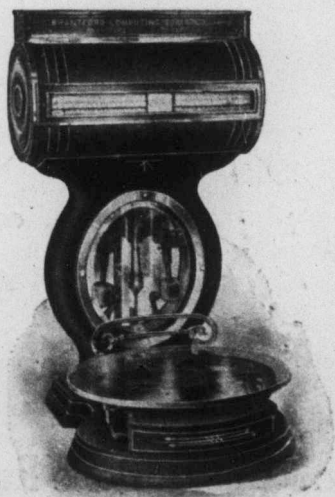
All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

S. DAVIS & SONS, LIMITED - MONTREAL

The Largest Cigar Manufacturers in Canada

Brantford Scales and Meat Slicers

Made in the Largest and Best Equipped Scale Factory in the British Empire



Agate Bearing—No Springs.

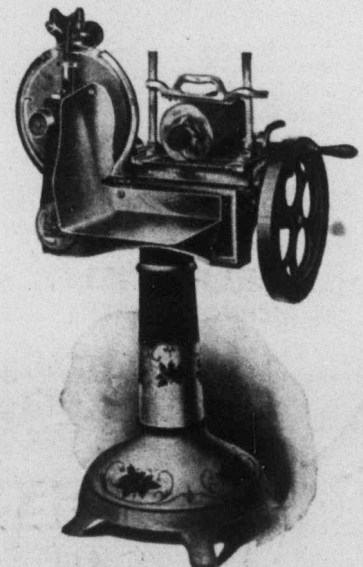
Keep Your Money in Canada

MR. MERCHANT:—

The Best is Always the Cheapest.
When you buy Brantford Scales
and Slicers you get the best.

**ALL OUR GOODS ARE FULLY
GUARANTEED**

Call and see our exhibit at the
Fair in North Wing of Process
Building known as Industrial Four.



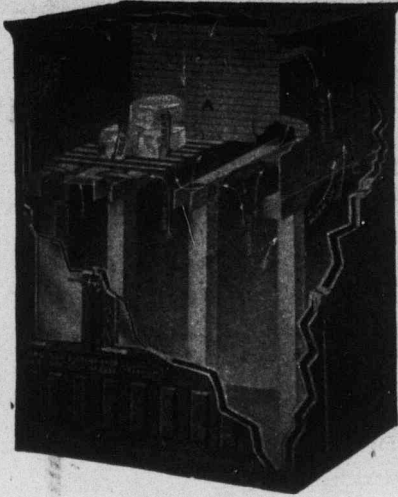
Ball Bearing Crucible Steel Gears

BRANTFORD COMPUTING SCALE CO.
BRANTFORD, ONT.

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

Freeman's Dry Air Refrigerator

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



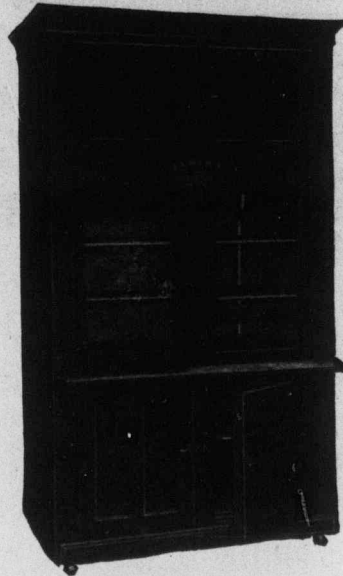
This Interior View 

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

Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED
HAMILTON, CANADA



Incomparable— The Eureka Refrigerator

INCOMPARABLE in the absolute stoppage of loss from spoilage. INCOMPARABLE in promoting better sales of perishable goods and in keeping customers pleased with the freshness of its contents. INCOMPARABLE from every point—the Eureka is the perfection of scientific invention and practical operation.

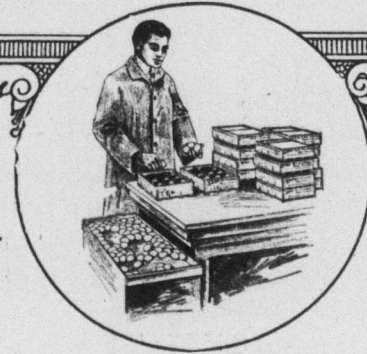
The Eureka is the only refrigerator for you, Mr. Grocer. Get our illustrated catalogue and read all about the incomparable Eureka.

Eureka Refrigerator Company, Limited
27-31 Brock Ave. 54-56 Noble St. 21-33 Earnbridge St.
TORONTO, ONT.

WINNING THE BUYER'S FAVOR

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

The Star System



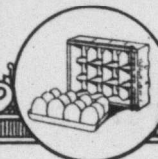
For Safe Egg Handling

Does \$1.00 extra profit on each case of eggs you sell interest you? You can make at least that amount by grading your eggs and delivering them in Star Egg Carriers. Other grocers are doing it, why not you?

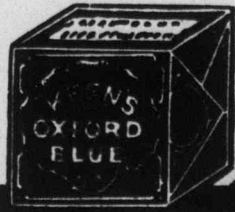
Let us tell you how. Write for our booklet S-176.

STAR EGG CARRIER & TRAY MFG COMPANY

1037 JAY STREET ROCHESTER NEW YORK



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



Keen's Oxford BLUE

—*the blue that's easy to sell*

Easy to sell because its quality reputation has made it known all over the world so that but little effort is required to keep a stock of KEEN'S constantly moving.

A counter display of KEEN'S placed where it can be easily seen will nett you many dimes and dollars of extra profit.

Ask your wholesaler for a trial supply.

Results this will produce will convince you that it pays to keep KEEN'S always in stock.

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

Still making new friends

WHEREVER introduced the delicious goodness of MINTO TEA is winning more admirers and incidentally putting more profits in dealers' cash drawers throughout the land.

MINTO TEA is a very choice blend that sells again and again to those appreciating quality at a moderate price. And, although not advertised to the customer, the ever-growing army of MINTO users is a dependable sign of positive superiority.

WE enclose in every package (1/2 and 1 lb.), the exact amount of money it would take to advertise it to the consumer. Draw your customers' attention to this fact—Money and Quality in every package.

A trial will convince you that MINTO is worth featuring.

Minto Brothers

284 Church St.

Toronto

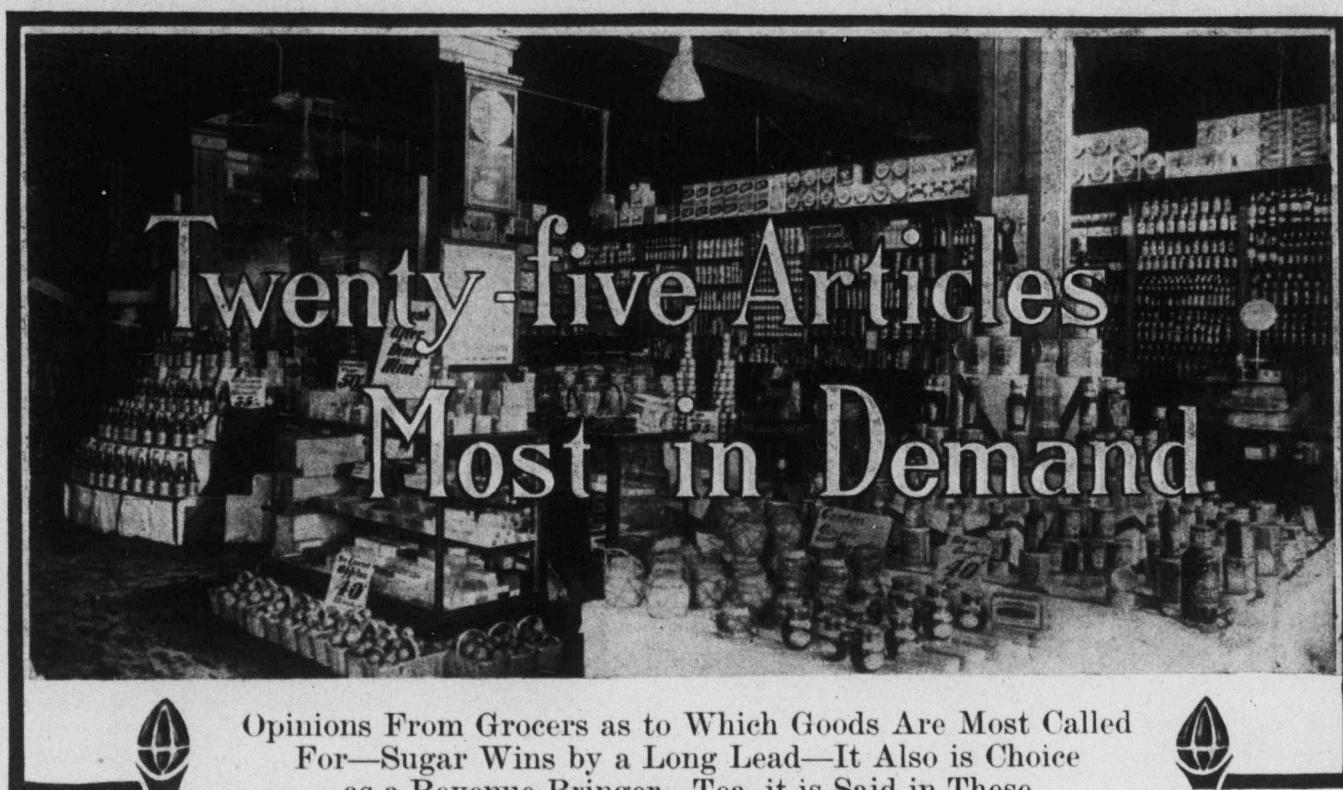
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CANADIAN GROCER

VOL. XXX

TORONTO, AUGUST 25, 1916

No. 34



Opinions From Grocers as to Which Goods Are Most Called For—Sugar Wins by a Long Lead—It Also is Choice as a Revenue-Bringer—Tea, it is Said in These Opinions, is Most Profitable.

Symposium of Grocers' Figures from Across Canada.

A LETTER came to this paper recently asking for a list of the 25 most important articles of all sorts most called for in grocery stores. This was a pretty big question for any single man to answer, and the Editors of Canadian Grocer figured that it was better to get replies from a number of grocers from coast to coast who are in daily touch with circumstances which would warrant them giving an answer to this query. The opinions that follow are from practical grocers. They have named in order of importance the twenty-five articles of all sorts most called for in their store.—Editor's Note.

Angus A. McDonald, Marlboro, Alta.
—Flour, sugar, feed, fresh meat, cured meat, lard, tea, coffee, jam, butter, eggs, canned vegetables, canned fruit, tobacco, drugs, coal oil, potatoes, fresh fruits, stationery, summer drinks, canned milk, pickles, canned salmon, soap, gasoline.

The article giving us the biggest turnover annually is fresh meat and in it we do a business of about \$4,000. We get the greatest percentage of profit on drugs; we feature most prominently flour and feed. Being about 150 miles from the nearest wholesale house we buy our flour and feed by ear lots which I have laid down at less than I could buy f.o.b. wholesale house. I therefore am able to make a good profit and still sell at a reasonable figure. I think my flour and feed business pays me better than any other department. There is absolutely no waste whatever as there is bound to be in such lines as fruit, vegetables, and meat. I also do considerable wholesale business in flour and feed.

From Banff, Alta., comes the following list:—Sugar, coffee, evaporated fruit, tobacco, rolled oats, flour, corn-flakes, tomatoes, corn, eggs, butter, salt,

beans, rice, soap, syrup, soda crackers, shelled walnuts, chocolates, extracts, jams, spices, canned fruit, and peas. Sugar gives me the biggest annual turnover. I get profit on coffee.

Walter H. Kidd, Indian River, Ont.—
Sugar, rice, coal oil, prepared breakfast foods, baking powder, soap, rolled oats, raisins, canned tomatoes, soda, tea, salt, bread, candy, extracts, sage, pepper, currants, vinegar, stove blacking, yeast cakes, matches, rolled wheat, and ginger.

From Saskatoon, there comes a reply which gives the articles in this order—sugar, soap, peas, raisins, rice, currants, tomatoes, corn, salt, pepper, eggs, lard, matches, cream, prunes, beans, syrup, corn starch, laundry starch, baking powder, baking soda, rolled oats. Sugar gives us the biggest annual turnover. We figure there is more profit on peas than anything else.

A. Ferguson, Port Arthur, Ont. — Sugar, butter, eggs, peas, lard, soap, starch, coffee, bread, potatoes, onions, pickles, salt, pepper, matches, cocoa, extracts, canned vegetables, canned fruit, oranges, bananas, rolled oats, and canned meats. We figure we have the biggest turnover on butter. We get the most profits from extracts. We feature fruit more prominently than any other line.

From Winterbourne, Ont., comes the following list — tobacco, coffee, soap, sugar, tea, baking powder, salmon, raisins, cheese, prunes, biscuits, bananas, onions, oranges, extracts, rice, rolled oats, baking soda, rolled wheat.

From Niagara Falls, Ont., comes this list—sugar, butter, bread, eggs, soap, lard, cheese, cereals, soda biscuits, kerosene oil, salmon, cocoa, starch, tea, rice, potatoes, candy, coffee, tobacco, flour, eggs, canned goods. Sugar gives us the biggest turnover. There is most profit in kerosene oil. We feature candy very prominently.

Ballachey, Laidlaw & Co., Paisley, Ont.—"Sugar, oatmeal, etc., yeast, soap, tea, canned goods, raisins, soda, tobacco, biscuits, salt, starches, rice, fruits, butter, prunes, lamp glass, lard, syrup, extracts, candies, pickles, coffee, cheese, spices. Sugar gives us the biggest turnover. Spices pay the largest percentage. Profits are cut on nearly all lines now with changing prices, and it is impossible to give even an estimate of the best paying lines. Sugar turns over fast, but does not pay for the handling when taken with other lines."

An opinion from Thornloe, Ont., gives —Bacon, sugar, butter, lard, jam, rolled oats, tea, evaporated apples, biscuits, soap, tomatoes, tobacco, peaches, prunes, syrup, currants, raisins, pickles, molasses, coal oil, flour, canned fish, baking powder, matches. "Flour gives us the biggest annual turnover. Evaporated apples give us the most profit."

From Port Hope comes the following opinion: Meats, butter, bread, soap, sugar, potatoes, cakes, soda biscuits, peas, corn, tea, flour, fruit, coal oil, vinegar, raisins, canned milk, baking powder, cheese, lard, rolled oats, cornflakes, shredded wheat. Bread gives us the biggest turnover, which is \$2,100. There is most profit on this.

A. V. Brown, Hamilton, Ont.—"Sugar butter, flour, potatoes, eggs, bacon, bread, biscuits, soap, tea, corn flakes, cheese, lard, salmon, shredded wheat, oranges, berries, prunes, pickles, starch, canned milk, raisins, currants, stove polish, clothes pegs. Sugar, of which we sell 30,000 lbs. giving us the biggest turnover. But there is most profit on tea. We feature butter and eggs.

SUGAR LEADS IN IMPORTANCE.

Out of twenty-three opinions as to the 25 leading articles in order of importance, sugar stands pre-eminently first. This is the voting:—

Sugar	11
Flour	2
Cereals	2
Tobacco	1
Bacon	1
Meats	1
Butter	1
Tea	1
Canned tomatoes	1
Fruit	1
Bread	1

On the question of biggest turnover, the scoring is:—

Sugar	9
Bread	3
Flour	2
Meats	1
Pork, salt	1
Butter	1
Candy	1
Fruits and vegetables	1
Oatmeal	1

On the question of most profit opinions are more diversified. First choice goes to tea which has four backers. Next, spices 3, tobacco 3, and jams 3. Coffee, extracts, kerosine, evaporated apples, bread, lard, pork, canned salmon, biscuits, oatmeal, canned fruits and baking powder each have 1 vote.

From L. B. Cochrane, Ont., comes the following list:—Butter, bread, sugar, soap, canned meat, salt, yeast cakes, beans, rice, whole peas, tea, oatmeal, baking powder, cooking soda, cheese, corn starch, tomatoes, canned corn, canned fruit, pickles, jelly powder, jam, tobacco, canned milk. Bread gives me the largest turnover. For \$5 I buy daily what I sell for \$7. There is most profit in leaf tobacco. I did not put in this list any goods selling by the bag, as flour, potatoes, turnips and so on, although in our district every store-keeper handles these lines by carload lots. They are necessary to a good retail business, but they bring a very small percentage of profit."

From Falkenburg Station, comes the following:—Flour, bacon, sugar, tea, tobacco, soap, bran, shorts, salt, rice, cheese, raisins, currants, prunes, baking powder, boots, shoes, dry goods, syrup, lard, oil, canned goods, soda, patent medicines. We have about \$1,200 turnover in flour and feed. We buy all heavy goods in carload lots for prompt cash, and take all discount for any other goods we sell.

From Auburn, Ont., comes: — "Tea, coffee, extracts, sugar, salmon, canned goods, raisins, currants, soap, bread, soda, fancy cakes, candy, rice, tapioca, bananas, oranges, pepper, prunes, wash-

ing powder, starches, lard, vinegar, coal oil, peas. Sugar gives us the biggest turnover, we sell about five hundred bags. Tea is the most profitable.

P. D. Herbert, Ottawa:—"Sugar, tea, eggs, biscuits, soups, canned vegetables, flour, potatoes, butter, pickles, lettuce, cornflakes, shredded wheat, soap, salmon, corn starch, catsup, condensed milk, ham, bacon, rolled oats, olives, cocoa, jams, eggs. Sugar gives us the biggest annual turnover. We figure tea is most profitable.

J. H. Lawson, Stouffville, N.S.—"Sugar, tobacco, soap, butter, eggs, peas, cereals, flour, meat, fruits, spices, biscuits, syrup, raisins, vegetables, candies, cheese, lard, salmon, currants, rice, starch, vinegar, coffee, yeast. Sugar gives us the biggest annual turnover. Spices give us most profits.

D. Moynihan, Gouraud, P.Q.—"Canned tomatoes, beans, sugar, macaroni, butter, flour, pork, prunes, canned corn, split peas, leaf tobacco, jam, biscuits, dried fruit, green peas, eggs, rice, condensed milk, soap, corn syrups, salt, pepper, candies, cigarettes, lard, matches. Last year the article which gave us the biggest turnover was salt pork, averaging about \$10 a barrel on two cars. Peas, tobacco, jam, lard and pork give us the most profit. It is very hard for us to say which line is a best seller, as we do not meet a class of trade similar in the cities, as the majority of our customers buy for lumber camps. We buy heaviest in pork, flour, beans, lard and sugar (brown). In previous years molasses has been a good stock but we do practically no business in this line this year. Very likely the price controls this market as corn syrup seems more in demand. Canned tomatoes are also a heavy factor in our grocery trade."

A St. John, N.B. dealer writes: — "Fruit, vegetables, biscuits, raisins, tea, tomatoes, tobacco, jam, corn, dried peas, dried beans, soap, molasses, fruit, coffee, canned salmon, pickles, pork and catsup. Fruit and vegetables, gives us the biggest annual turnover, but canned salmon and biscuits give us the biggest profit. Fruit and vegetables and biscuits are what we feature prominently."

H. J. Burton & Co., St. Andrew's, N. B.—"Bread, sugar, butter, tea, soap, bacon, tobacco, yeast cake, kerosene, sweet biscuits, plain biscuits, canned vegetables, canned fruits, cream of tartar, candies, cereals, matches, coffee, flour, fresh fruit, lard, jams, marmalade, cocoa, pickles, canned milk. Candy and bread gives us about \$1,200 each as a turnover annually, sugar about a thousand dollars. In these are our biggest turnovers. There is most profit in canned fruit and jams. We feature ham

and bacon in the winter, and bread and cooked meat and fruit in the summer time."

Another opinion is: — "Shredded Wheat, cornflakes, biscuits, salmon, sugar, tea, jam, bacon, canned goods, soap, lard, eggs, butter, oatmeal, rolled oats, cocoa, currants, raisins, pork and beans, canned milk, soap, baking powder, boot polish, tea. We have an English trade and the imported custards, jams and pickles have a very big sale."

Another opinion is: "Sugar, lard, rice, soap, syrup, tea, coffee, washing powder, starch, blue, rolled oats, jam, raisins, tobacco, candies, pork, ham, pickles, catsup, mustard."

One more opinion gives: — "Sugar, butter, eggs, canned vegetables, canned fish, bacon, cooked meats, flour, potatoes, bread and cakes, tea, soup, tobacco, rice, raisins, pickles, spice, corn flakes, shredded wheat, biscuits, baking

powder, all polishes, washing powders, macaroni. Sugar gives us most turnover. There is most profit in baking powder. We feature bacon, eggs and butter."

W. P. Crosby, Yarmouth, N.S. gives a partial list. "Oatmeal, soap, sugar, onions, rice, meats, prunes, beans, split peas. Of these oatmeal, onions, sugar and meats render the biggest turnover, and oatmeal and onions the most profit.

Markets After Two Years of War

Sugar, After Many Fluctuations, Shows Monumental Advance on Price in August, 1914—Cream of Tartar Has Had a Chequered Career—Currants' Vagaries in 1915 — Hogs and Flour Have Displayed Considerable Strength.

Written for Canadian Grocer by E. A. Hughes.

LOOKING back over the past two years since the fateful August the 4th, 1914, and particularly the past year, one is forcibly struck by the contrast in prices afforded by a comparison of this year with last year and last year with the year before.

Briefly, for one minute, one may dwell on conditions arising immediately after the outbreak of war. Prices on most grocery staples immediately took an upward trend. Some of them slowly, but most of them quickly went up the scale and reached a very high level. The first three months of war the grocery trade was in a state of upheaval so wide-spread that goods were sold and bought at almost any price and market figures seem to have no real significance. One thing, however, stood out and that was the markedly upward tendency. However, things settled a good deal after that first three months, and by the end of the year many prices had gone back to only a small percentage higher than on August the 4th, 1914, while several of them went back almost to normal. So much for the first year. Our purpose now is more with last year, that is the year which closed with the end of July, 1916.

Sugar's Monumental Advance

First of all a good many prices suffered changes but in the majority of cases they went up and down seasonably and displayed little undue activity. There were, however, some notable exceptions, and these have been pictured diagrammatically on this page. Consider the case of sugar. The second week of August, 1914, this commodity was selling at \$5.05. A series of sharp advances tempered now and then by an occasional settling brought by the end of 1914 a price of \$6.75. It opened 1915 at \$6.30. By August, 1915, it was \$6.65. By July

of this year, that is ending the two years of war, sugar was selling at \$8.20. That is to say from July of 1915 to July of 1916, there has been a rise in sugar of no less than \$1.55. This is a monumental advance. By months the year

\$7.35. By May it was up 75c, and touched a level of \$8.20. Next June it was 6c higher on the month, and settled again in July to \$8.20. At the time of writing it is down to \$7.80. It is, therefore from November, 1915, to May of

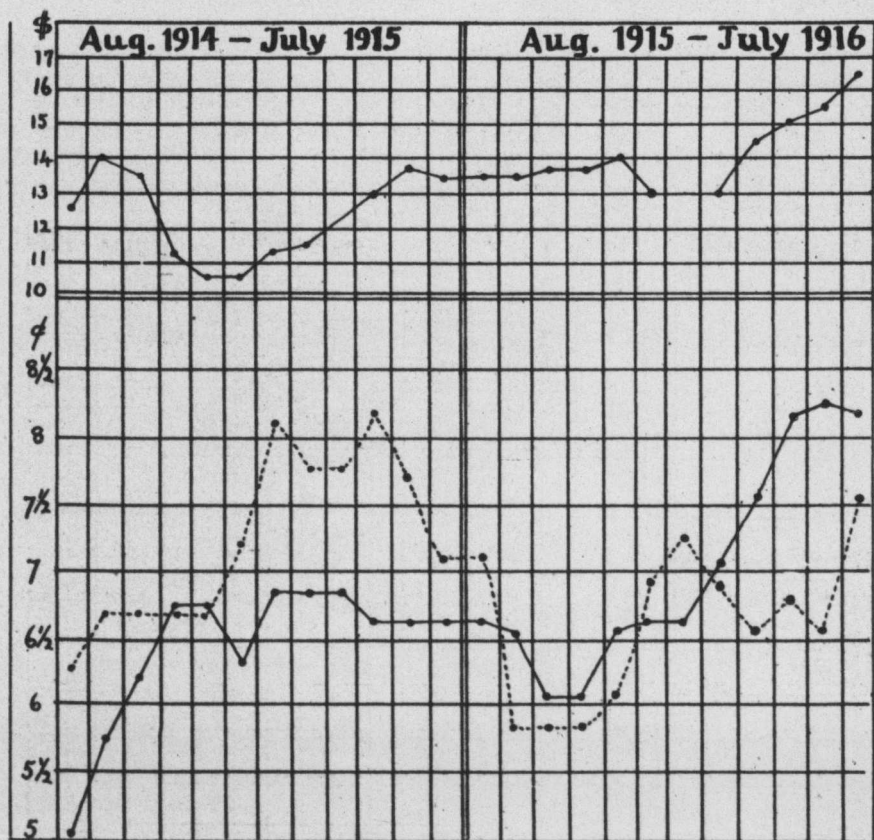


Chart showing prices of dressed hogs, flour and sugar.

opened at \$6.65 in July, going down by October and November to \$6.05, and coming back again in December to \$6.65. The upward movement then began in earnest. By March it was \$7.05. It only took one month then for it to reach

1916, that the real advance took place. Readers of the market columns of Canadian Grocer will remember the series of jumps by which this high limit was attained. They will remember the causes therefor. Raws jumped almost daily in

New York and the Canadian markets followed suit. Needless to say the figure reached in June, that is \$8.26, is the highest in the history of Canadian trade. Nevertheless as Canadian Grocer pointed out in its issue of October 23rd, 1914, the price of \$10 for sugar which was predicted by many was not realized. It is not realized to-day. When sugar started on its upward movement after the war broke prognostications were rife that we should see \$10 sugar almost immediately. We have not seen it yet. Moreover, it is not likely that this will be seen now, unless some very unusual happening occurs to delay peace beyond the ordinary expectation, and unless some happening occurs entirely to disrupt trading.

Turn to currants. Generally speaking this commodity hardly altered during the first year of war. When war broke out it was worth 7c. In December it got to 7 $\frac{3}{4}$ c, an advance only on account of the seasonable demand for Christmas use. War hardly effected currants during the first year. By August of 1915 currants were only selling at 7 $\frac{1}{2}$ c. It is, therefore, with the year under immediate review, from July of '15 to July of '16 that currants took sharp jumps. In August, 1915 currants were quoted at 7 $\frac{1}{2}$ c. By November they had gone up to 10 $\frac{1}{2}$ c. Immediately before Christmas they were selling at almost any figure for which wholesalers could get them. Again, to readers of the market columns of Canadian Grocer, the reason for this is well known. The steamer the

in Canada to get their supplies in. This caused a bull movement in the market, with the result that currants were selling almost at any price and were largely a matter of the man's conscience. They opened 1916 at 11 $\frac{1}{2}$ c. They remained firm but unaltered for some months until in May they got to 12 $\frac{1}{2}$ c. By last month they were 14c. At the time of writing they are also quoted at 14c. Currants are an important line, and the reason for their advance has been international, as has been the case of sugar. The near embroilment of Greece in the European Melée nearly puts currant prices out of sight. The outlook for the supply for this Christmas seems fairly good and a heavy advance is not expected. Nevertheless, it may be that the price will be higher than are quoted now by a cent or perhaps two.

Cream of Tartar Up

Another line which has risen considerably in the last year has been cream of tartar. When the war broke out this was quoted at 38c. In one month it had gone to 55c, but it settled again and by July of 1915, it was only 40c. However, it started in October of 1915, and went to 60c. It hung around 60c from last October, until April of this year. In June it went down to 50c, and at the time of writing it is worth 61c. It certainly has had a series of ups and downs.

Tea has had a chequered career. It is one of the prominent articles that advanced shortly after the war began which has maintained its advances more

exceptionally high. Both Ceylon and India have had good crops but the trouble has been to get the crops over to England, and then transhipped to this country. Grocers will remember that some of the package tea men advanced their prices 5c, soon after war broke; later another similar rise occurred. Both of these were in the first year of war. Bulk teas are similarly higher now than at the outbreak of war.

There is hardly any outlook for lower prices in tea. During the last year, however, they have not been monumentally higher, but have suffered a series of fluctuations with a predominating slowly upward movement.

Consider the case of hogs. Dressed hogs were selling at \$12.75 at the outbreak of war. They were not very much affected until May of 1915, when they went up to \$13, but even then did not show any great strength. However, by December, of 1915, they were back at \$14, and by a series of advances went to \$15.50, and \$16.50, which was their level at end of July, 1916; last month. At the time of writing they are priced at \$17. The hog market has been a steadily rising quantity as readers of the market columns of Canadian Grocer well know. Strength in hogs has made all kindred products similarly strong with the result that high prices have been maintained in all meats. There is no outlook for longer prices at present. Considerable export is going on and production has been hampered to a larger extent by internal conditions.

Flour is Higher

Flour, at the outbreak of war was quoted at \$6.30. It is now after two years of war, quoted at \$7.10. During that time it touched few high spots. In the first year it got as high as \$7.50—that was just at the end of the first year of war, in August, 1915.

In February of 1916 it reached \$8.10 and in May a couple of months ago, reached \$8.40. It has, however, settled again and at the moment of writing is quoted at \$7.10. It is not considered likely that there will be sharp advances this year, from now on, as has been the case before.

NEW DRIED FRUIT RATE

It has been announced that the old rate on dried fruit from California of 90c a 100 lb. on cars of the minimum weight of 60,000, has been advanced to \$1.10 to become operative on Sept. 1st.

E. H. B. Harrison, who for a number of years has been with Watt & Scott, tea and dried fruit importers, in the capacity of salesman, has been appointed to the position of inspector of teas in the Canadian Customs Department at Ottawa.

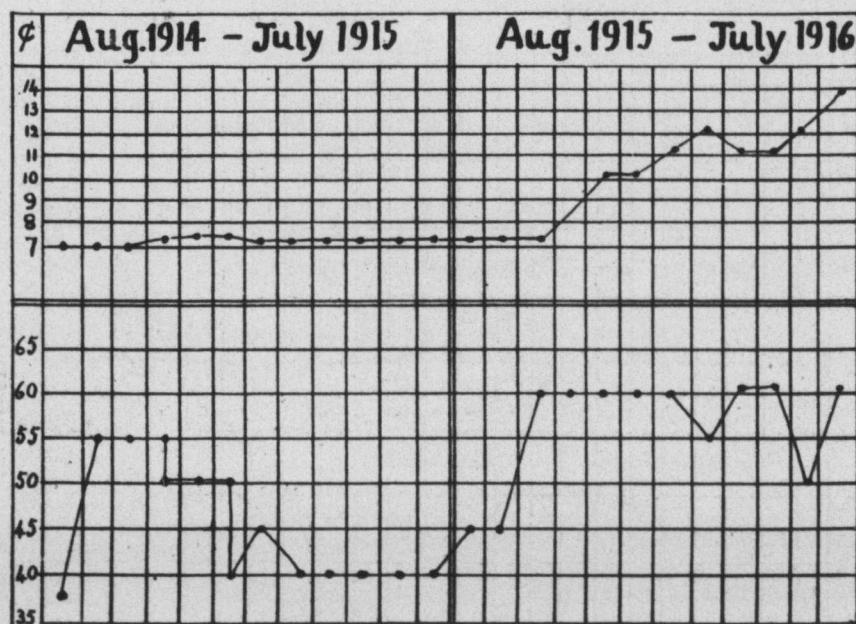


Chart showing prices of currants and cream of tartar.

"Frixas," put out from Greece half a dozen times before she got finally under way on her trans-Atlantic voyage. Most importers in Canada had their Christmas stock of currants coming to them on the "Frixas," and the boat arrived actually too late for many grocers

or less to the present time. At the time of writing it is just a little easier than this time last year, but not much. Very high rates, extra war risks, higher insurance, advanced warehouse charges, and a very serious shortage of labor in England, have all combined to make tea ex-

"Good Goods Sell Themselves"

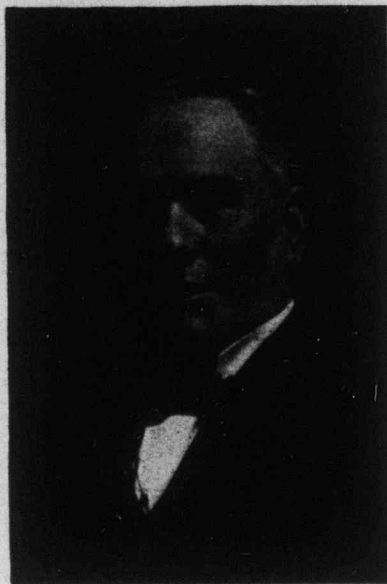
So Says Walter Paul, a Pioneer in the Canadian Grocery Trade in Montreal—Still Active at Seventy-eight—Story of the Bulletin Board—Governor-Generals Among the Customers—A Motto for the Young Man.

IN his store that is frequently described by competent authorities as the best retail grocery in Canada, Walter Paul, at the age of 78, still exercises the most active direction of the business. That statement is made advisedly. There is no detail of operation that escapes his keen observation. His working hours would shame the best of us. His capacity both for work and variety of it appears unlimited. He is by turns on the floor meeting customers, in the office looking over accounts and deciding policy or out in his car doing the day's buying.

His day begins at 8.15 and ends at 6.30 or later. And probably the chief task and apparently his chief delight is the daily marketing which he attends to in person. The store has a very strong fruit and vegetable department, and Mr. Paul lays the greatest stress on careful buying in this line—all the care being exercised in the direction of getting absolutely the best and freshest fruit and produce that is offered. That one factor of quality is made the prime consideration, and the results are seen in the class of trade attracted to the store. They come in carriages and motor cars, old ladies with their footmen—people who do not stop at a mere matter of price when quality is to be considered. He says he works this way because his health demands that he continue the habits of a life time; but to an impartial observer it would appear that it is sheer love of work and of the business that his own hands and brains have built up since his arrival as an unknown boy so many years ago.

Be that as it may, he is justly proud of his reputation of being the oldest established working grocer in Canada to-day, one who has never been shelved, but who has thought, talked and lived groceries since that day when as a sixteen-year-old boy, he started in the business in 1854 in Glasgow.

The staff in a lesser degree also carry out the idea of long service. They are mostly middle-aged men. They must be when over a dozen of them have seen from 10 to 36 years' service in this store. The manager, John R. Gront, was 18 years of age, when he entered the store years ago. But they are, from Mr. Paul down, the youngest looking "bunch" of elderly men imaginable. And the appearance of the store proves that they think the thoughts of the young, the thoughts that surge with new ideas and improved methods.



WALTER PAUL, Montreal,
Who tells in this article some incidents of early Quebec grocery days.

A Newspaper Bulletin Board Controversy

The Paul store reeks with tradition and story of the early years. There is that one known to the inner circle as "The Battle of the Board." It has to do with the days when the founder of the business was a grocery clerk, whose especial pride and task was the dressing of the window. The store lay next door to a certain newspaper on whose staff there was a young reporter since risen to first place in Canadian life, who likewise had what he considered a display of prime importance to the little world of the street in the daily news bulletin he so carefully worked out.

Unfortunately, the bulletin board was so placed that its audience unconsciously blocked the view of the adjoining grocery window. This led to expostulation and that having no effect, young Paul carried out an earlier threat and threw the board bodily into the street. Then ensued that "Battle of the Board" when the jealous rivals for popular favor struggled, the one to save, and the other to destroy it. History has recorded but her historian dares not name the winner of the Homeric contest.

Mr. Paul, himself, is very reticent about the old days and the new times. He said: "I arrived in Quebec in '63 four years before Confederation, when Montreal was the smaller city of the

two. In '66 I came to Montreal, and have been engaged in grocery business here ever since. It was about in '77 that the business developed as a caterer to high class trade. Since then the development has been such that it is safe to say that we have served all the people, for part of the time at least, of any note who have lived in Montreal.

"In those early days a young man arriving here had to take a job in the East or go back home. There was no North-West to go to. Also it was easier to get men then than it is now. Communication was more restricted, and transportation a matter of difficulty. Quebec was on the railroad map first. The development of Montreal began when the C. P. R. built up to Ottawa and Quebec. That in turn stimulated the G. T. R. to equal activity.

Enter the Refrigerator

"Even perishable freight in those days lay here for several days at a time. In no respect have the vast changes that have occurred in the intervening years been more pronounced than in the manner of handling of goods. Butter was in tubs and buckets. Ice was unknown for preserving purposes until 1880, and even then for many years in a very crude way. Refrigerators came later and revolutionized this department of trade. But the greatest change of all came with the commercial use of the telephone in the nineties. It opened up absolutely new fields of trade to the retailer and made the impossible not only possible, but a matter of routine, and it remains to-day as ever the chief asset of the progressive grocer who wishes to daily call the customer's attention to his goods.

"The employees of this store are mostly men of long service. That is one of the chief factors in holding a high class trade. It takes five or ten years in a store for a clerk to really know the individual customers, their wants and idiosyncrasies. It is impossible to serve a particular class of trade with new clerks. Constant friction arises and trade is lost. The clerk must know his trade. This is so true that old customers almost always ask for their own clerks, between whom, as the result of years of intercourse, a feeling of real friendship has sprung up.

Caters to the Governor-Generals

"Since the time of Lord Aberdeen in
(Continued on page 25.)

CANADIAN GROCER

ESTABLISHED 1886

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

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

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

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

Vol. XXX.

TORONTO, AUGUST 25, 1916

No. 34

TOPEKA GROCERS AND DEAD BEATS

IN Topeka they are getting after the dead beat. The Retail Grocers' Association of that city has applied for permission to enter into the agreement following, which permission was granted by State Attorney-General S. M. Brewster, of Kansas:

"In view of the fact that every branch of industry is organizing for mutual benefit, it behooves the grocers of this city to so strengthen their organization that they may be in a better position to combat any proposed plan that is detrimental to their interests. The high cost of living and the increased expense of doing business necessitates the strictest economy of management. The extension of credit is the principal foe that the grocer has to contend with, and to better safeguard his interests along that line, we, the following named grocers, do agree not to extend credit to any person without first getting a rating from the office. Should the information reveal the fact that said person owes a fellow groceryman an unpaid bill, and no satisfactory adjustment of the account has been made with the credit, we further agree to absolutely refuse to extend credit to said prospective customer. We also agree to report any and all delinquents at least once each month."

This is at once a wise move and a just. CANADIAN GROCER has expressed itself from time to time on the question of dead beats. There are few things more contemptible than the folk who order goods from tradesmen with not the slightest idea of paying. There are many such. They are the real dead beats. The grocer should not be preyed upon. Unfortunately he has a business, the character of which lends itself somewhat to provision of opportunities for customers to defraud. The only remedy is concerted action. Union is strength. Let grocers band themselves together and refuse credit to such as have proven unworthy of it.

ATTEND THE EXHIBITION

IN a very short time the Canadian National Exhibition will be opened again at Toronto. Merchants should endeavor to take in the Exhibition this year and spend as much time there as possible. From news of the features and exhibits already to hand

CANADA— OFFICES:

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

UNITED STATES—

New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024. **Cleveland**—R. G. Langrill, 3112 Euclid Ave., Cleveland, Ohio; Telephone Prospect 1026R.

GREAT BRITAIN—

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

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this year will be the best yet from the point of what Canada is doing in the way of production, both manufacturing and from natural resources. Members of the trade who have attended the Exhibition formerly, have proved it well worth while to spend the time and the money to come in from out-of-town points. New ideas are suggested by meeting one's fellows in the city and it is good to rub elbows with fellow grocers all over the country to whom Exhibition time is a time for just such rubbing of elbows. Many men come in to the Canadian National Exhibition with the distinct idea of meeting others of their own persuasion. The grocers regard it as a great foregathering. Much good is to be derived from the exhibits. Grocers can keep track of new developments along the lines of manufacturing which may interest them and their trade. Come to the Canadian National Exhibition. Spend a little time there. Go away again equipped with new ideas and with a freshened and brightened outlook on trade and its problems. Be sure that you are there.

AGAINST TRADING STAMPS

LEGISLATION grows apace against trading stamps and kindred devices. From Georgia comes the news that it is intended to establish a law against the use of coupons or trading stamps. In the case of Georgia the proposed legislation suggests doing away with them altogether. In Canada trading stamps and coupons are permissible under certain circumstances, which grocers well know. They may be used, if they are immediately redeemable for their value, which value shall be stated on the face of the stamp. Thus, if a customer of a grocery store receives a trading stamp with her goods she must be

able to redeem it then and there, should she wish, to the extent of the value for which it stands. Trading stamps given with the idea of their being saved until they aggregate a certain number and are worth a total sum are illegal, since they are not immediately redeemable, but only when they shall have made up a certain valued amount. Premiums, generally speaking, are better left alone. Legislation all over the continent seems to be tending towards relegation of these devices once direly effective but no longer usable.

SAVE FOR THE WAR LOAN

SEPTEMBER is almost upon us. In that month the Minister of Finance will introduce another War Loan. The success of the last was itself a sure criterion of the wisdom of the experiment now to be repeated. This war, as never before, is the People's War. The man in the street is vitally interested in its outcome. One way for him to display such interest is by investing in the war loan, thus directly contributing to the furnishing of the requisite money to finance operations. It has been shown in England that a great help has been rendered the Government there by the way in which the working folk have participated in the raising of money to finance the war. In the aggregate the working people of England must have contributed a very large amount. This showed their interest. More, it gave them a new interest, since now not only are their sympathies enlisted, but also their monies. The extent to which Canadians subscribed for the last loan was a general surprise. Every one who did so contribute has that extra interest in the war and its management and conclusion. Another opportunity is at hand. Save for the War Loan.

CHINA—A NEW BUTTER MARKET

UNITED STATES Consul General Thomas Sammons, in a recent report to his Government, written from Shanghai, his station, draws attention to the fact of China's imports of butter. He points out that the greater part of butter heretofore imported into Russia has come from Siberia, Australia and New Zealand. Little, says he, has come from European countries. During 1914, the latest year for which detailed statistics are available, the total importation was about 1,894,000 pounds, valued at \$477,598. Siberia and the Antipodean colonies contributed about (roughly) 1,200,000 pounds, a total value, of \$319,617. This leaves a balance credited to European countries chiefly of 611,400, worth \$157,081. Of this one lot amounting to about a third came through Hong Kong. It may safely be credited to European countries and America. In America, Canada, to a certain small extent, is included.

Why not Canadian butter to China? Butter, it is true, is not in general use there. Nevertheless it

has considerable vogue amongst European and other foreign elements and also among the better class Chinese, Canada has been receiving occasional cases of eggs from China of recent years. Why not establish a trade reciprocity, paying for Chinese eggs in Canadian butter. Canadians appreciate Chinese eggs. Doubtless the heathen Chinese could be awakened to a delightful realization of the taste of Canadian butter. Here, it would appear, is a new market. It might profitably be developed. Butter exports generally are slightly ahead this year. In the opinion of men competent to know, China is a good market for butter.

EDITORIAL BRIEFS

HELP the other fellow and boost yourself.

* * *

COURTESY which is but a lying veneer is deadly.

* * *

SANDPAPER your words and sugar your thoughts.

* * *

THE FAITH that will move mountains will also make sales.

* * *

THE VIRTUE that attaches to the teetotaler will soon be a thing of the past.

* * *

TWO CATCH phrases that go right together—Better Business, Bust the Bosche.

* * *

PROBS. for next week: Fair, warm, hot, humid, stifling, melting. In fact, no change.

* * *

STOCK Goods the People Want. There you have it. Five words and they contain the real, inner secret of selling success.

* * *

AMONG the phrases which have fallen into disuse will soon be the following pet phrase from letters of application: "I am temperate and of good habits."

* * *

1916 IS OUT after every record going—smashed the cold records in March, then knocked figures for rain into a cocked hat and now working old Sol overtime to bust the records for heat and humidity.

* * *

A BILLION dollar crop! There's magic in those words. They spell prosperity at home and, more important still, plenty of food for the Mother Country and plenty of money to keep the War of Exhaustion going.

* * *

YOU CAN read books on salesmanship by the dozen, imbibe whole volumes of business gospel, listen to plausible platitudes and thoughtful theorizing; but the real secret of success in retail merchandising can be found in one heading in this issue—Stock Goods the People Want.

Criminal Offence to Give Reward

Law Does Not Permit Private Individuals to Even Suggest That Reward Will be Given For Return of Stolen or Lost Goods—Liable to Penalty of \$250 For Such an Offence—Theft Defined.

Prepared for Canadian Grocer by Walter E. Lear. Registered in accordance with the Copyright Act.

EDITOR'S NOTE.—*This is the fifth of the series written for Canadian Grocer by Mr. Lear bearing on the criminal law and its application to commercial transactions. Instances here cited are those of decisions in actual cases and the law bearing on the same as interpreted by the courts. The article deals with the status of husband and wife in the joint ownership of property, theft of electricity and gas, keeping stray animals, assault to force payment and advertising a reward for stolen property. These are most interesting phases of everyday relations and incidents. Merchants will find this article most interesting and its contents most valuable.*

IN previous articles the hearing of criminal law on commercial transactions has been developed, particularly with regard to what constitutes a theft. The merchant faces this problem very frequently and there are so many angles and slants, so many queer turns that circumstances may take, so many subterfuges and devices, that the merchant should understand the law as fully as possible.

In the following article some of the unusual phases of theft are taken up and explained. This will complete the discussion of the nature of theft and future articles will deal with specific legal problems directly applied to commercial transactions.

Sect. 44.—Theft of Gas.

A rather interesting case, (R.v. White, 1 Den. C.C.R. 203), wherein the question of what constitutes a fraudulent taking arose, was tried at Berwick-on-Tweed. A man named White was indicted for stealing five thousand cubic feet of gas belonging to the Berwick Gas Company. The prisoner so contrived to fix a pipe of his own as to cause the gas to rise to the burners without passing through the Company's meter, and thus, by burning a greater quantity of gas than he paid for, he defrauded the company. The Court of Criminal Appeal decided that the prisoner by this contrivance fraudulently took the gas, and therefore was properly convicted of theft. Similar cases have happened since and will



WALTER E. LEAR

likely happen again, but this is the leading case on the subject.

Sect. 45.—Theft of Electricity

Section 351 of the Criminal Code enacts that, "Every one commits theft who maliciously or fraudulently abstracts, causes to be wasted or diverted, consumes or uses any electricity."

Sect. 46.—Automatic Sale Machines

A company placed in a public passage an automatic box, which was so constructed that, upon placing a penny in it through a slot a cigarette would be thrown out of it. The defendant in R.v. Hands, 16 Cox 188, instead of putting a penny into the box, put into it a metal disc of the size of a penny and so obtained a cigarette. He was held guilty of theft.

Sect. 47.—Theft by Husband or Wife From the Other

It may be useful to the merchant to know that section 354 of the Criminal Code provides that, "No husband shall be convicted of stealing during cohabitation, the property of his wife, and no wife shall be convicted of stealing, during cohabitation, the property of her husband; but while they are living apart from each other either shall be guilty of theft if he or she fraudulently takes or converts anything which is, by law, the property of the other in a manner which, in any other person, would amount to theft."

So if a wife take her husband's goods or a husband take the goods of

his wife, no matter how cruel and unjustifiable their conduct may be, and sell them or give them away to another, she or he cannot be convicted of theft, but if some other person assists her or him in so doing, that person is guilty of theft by sub-section 2 of the above section 354, which reads as follows, "Every one commits theft who, while a husband and wife are living together, knowingly assists either of them in dealing with anything which is the property of the other in a manner which would amount to theft if they were not married, or receives from either of them anything, the property of the other, obtained from that other by such dealing as aforesaid."

Sect. 48.—Taking Without Color of Right

Where any person charged with theft pleads that he took the goods under a fair claim of right to them, if he substantiates his defence sufficiently to create a reasonable doubt in the mind of the jury, then he must be acquitted, because the taking of another's goods, in order to be theft, must not only be wrongful and fraudulent, but it must also be without any color of right. One may take another's goods by mistake, by heedlessness or accident, as when the goods of one person get mixed up with those of another, or under such other circumstances as negative the presumption that the intent of the taker was fraudulent.

Sect. 49.—Stray Animals.

Where the owner of land takes a horse doing damage in his field, or seizes it as an estray, though perhaps without title, yet these circumstances explain the intent, and show that it was not felonious. Thus if the sheep of A stray into B's flock, and B not knowing it, drives them home with his own flock and shear them, this is not theft,

but it would be otherwise if B did anything for the purpose of concealing the sheep of A, for that would indicate that B drove them to his own home knowing them to be the sheep of another, (1 Hale 506).

Sect. 50.—Malicious Prosecution.

Too great caution cannot be exercised in cases in which there is any room for doubting the criminal intent, before any one is subjected to the pain and ignominy of a prosecution. Indeed, it should always be remembered that where a criminal charge is rashly made, and without good grounds to show a fair and reasonable probability that he who is charged has committed an offence, the consequences, in the shape of an action for false arrest, are sometimes very serious.

Sect. 51.—Motive of the Thief

The ulterior motive by which a thief is influenced in depriving the owner of his property altogether, whether it is to benefit himself or another, or to injure any one by the taking, is immaterial. And you will agree with me, it would be very absurd were it otherwise. If a man, actuated by malicious feeling, take your property against your will, surely it matters not, in a moral point of view, whether his ulterior disposition of it be for his own pecuniary benefit, or to gratify his revenge: the result is the same—your detriment.

In the case of *R.v. Cabage, Russ & Ryan 292*, The prisoner, in conjunction with the wife of a man who was charged with stealing a horse, went to the stable of the owner, took the horse out, and backed it into a coal-pit. It was objected for the prisoner, on an indictment for stealing the horse, that it was not taken for the purposes of theft, the object not being gain to the taker. The prisoner was convicted, the Court holding the taking fraudulently, with an intent to wholly deprive the owner of the property was sufficient to constitute the offence of theft.

Sect. 52.—Assaulting Debtor to Force Payment.

Where a creditor assaulted his debtor and then and there forced him to pay his debt, it was held in *R.v. Wade, 11 Cox 549*, not to be theft as the creditor had no intent to steal. However, the creditor would be liable for assault.

Sect. 53.—Restitution of Stolen Property.

I now wish to inform you that our Criminal Code empowers the Court to order the restitution to the owner of the property of which he has been deprived by theft.

Section 1050 of the Criminal Code provides. "If any person who is guilty of an indictable offence in stealing, or knowingly receiving, any property, is indicted for such offence, by or on behalf of the owner of the property, or

his executor or administrator, and convicted thereof, or is tried before a judge or justices for such offence under any of the foregoing provisions and convicted thereof, the property shall be restored to the owner or his representatives."

"(2) In every such case the court or tribunal before which such person is tried for any such offence, shall have power to award, from time to time, writs of restitution for the said property or to order the restitution thereof in a summary manner."

"(3) The court or tribunal may also, if it sees fit, award restitution of the property taken from the prosecutor, or any witness for the prosecution, by such offence, although the person indicted is not convicted thereof, if the jury declares, as it may do, or if, in case the offender is tried without a jury, it is proved to the satisfaction of the court or tribunal by whom he is tried, that such property belongs to such prosecutor or witness, and that he was unlawfully deprived of it by such offence."

Sect. 54.—Advertising Reward for Return of Stolen Property.

I also add the section which forbids, under penal consequences, the advertising a reward for the restoration of stolen property, accompanied either directly or indirectly with an intimation that the thief shall not be prosecuted. The compromising or compounding of an offence is punishable much more severely, namely, by imprisonment and fine. Justice abhors everything in the shape of interference with its due and impartial administration;—if a crime be committed, the whole body of society is aggrieved, and the atonement which is demanded and required is not of a private but of a public nature.

Section 183 of the Criminal Code reads as follows, "Every one is liable to a penalty of two hundred and fifty dollars for each offence, recoverable with costs by any person who sues for the same in any court of competent jurisdiction, who—

"(a) Publicly advertises a reward for the return of any property, which has been stolen or lost, and in such advertisement uses any words purporting that no questions will be asked; or

"(b) Makes use of any words in any public advertisement, purporting that a reward will be given or paid for any property which has been stolen or lost, without seizing or making any inquiry after the person producing such property; or,

"(c) Promises or offers in any such public advertisement to return to any pawnbroker or other person who advanced money by way of loan on, or has bought, any property stolen or lost, the money so advanced or paid, or other

sum of money for the return of such property; or

"(d) Prints or publishes any such advertisements."

Prosecutions under sub-section (d) must be commenced within six months from the date of the commission of the offence, by section 1140 of the Criminal Code.



GOOD GOODS SELL THEMSELVES

(Continued from page 21.)

'97 or '98 we have had the trade of all the Governor-Generals on the occasion of their visits to Montreal, which are frequent and long. Naturally considerable importance is attached to this trade. It identifies the store with the most desirable trade in Canada, and makes it fashionable to trade here. No particular effort was made to get the Governor-Generals' custom. Like Topsy, it just 'grewed.' Undoubtedly a reputation for quality in goods and service must have influenced the decision in coming to us. This business is cared for by detailing a man whose whole time is devoted to it during the Governor-General's stay in the city. He calls daily for orders and exercises the most scrupulous care as to the quality of the goods sent out. And this in turn has been the foundation of the store policy: quality in everything. The price will then look after itself. People will pay for the best. Their search is less for cheap bargains than good quality, especially in the case of a wealthy trade; but it is proportionately true of all. And the quality of the goods bought determines all that occurs afterward. Even a good clerk and service can only sell poor goods once. But good goods sell themselves, in spite of poor clerks and service. This argument is particularly true of perishable lines, such as fruit. The rule here is to have absolutely the best on the market. If a lot is bought and another merchant is reported to have better goods, the whole consignment is disposed of to wholesalers and replaced by some of the better quality. I cannot afford to allow it to be said that better goods can be purchased elsewhere. It is a rule here that no one else shall have better goods.

"Even more important than quality in merchandise is honesty. If I had the opportunity to reach every young man in this country engaged in any business, the one great axiom I would teach would be: 'Honesty is the best policy.' Sixty-two years of active buying and selling cannot have passed without unrolling before the imagination a screen of memories. And they all point to this: Looking at it from any standpoint, selfish or otherwise, honesty in all our relations with other people, customers or otherwise, is the surest insurance of a peaceful mind and material gain."



THROUGH OTHER SPECTACLES



ABOUT CURRANTS

(From "New England Grocer.")

The currant crop of Greece, the chief item of export, is raised in its westernmost islands and along the shores of the Gulf of Lepanto. Zante was formerly the most important depot for the export of this fruit, but of late years Patras has gradually been gaining in its exports, and is now the centre of this trade, without which Greece would scarcely have any commerce worth mentioning. England is the great market for currants, and English plum puddings are the ultimate destination of by far the greater quantity. The story is told of a Greek lady who, in conversation with Sir Charles Napier, spoke of the English appetite for plain pudding, and remarked: "We pray heaven your countrymen may never lose this taste, for in that event we should all starve." It is curious that the prosperity of any country should depend upon the production of such an unimportant item in the world's economy.

The Greek currant is really a species of grape, and a currant vineyard looks like any other vineyard, except that the vines are, perhaps, not quite so large, and are set and trimmed a little closer than in an ordinary vineyard. They are propagated from cuttings, which take from two to three years before beginning to bear, and it is five or six years from the time of planting before a vineyard arrives at full bearing, after which it lasts many years. The vines are set in rows four or five feet apart, and about the same distance from each other in the rows; while young they are supported by sticks driven into the ground, and are trimmed and trained on trellises, so as not to grow much above an even height. A curious feature of currant culture is that the vines are girdled each year, being cut entirely around and completely through the bark, at a distance of perhaps one foot from the ground. Such treatment would kill an ordinary plant, and, when this practice was begun, it was prophesied that it would have that effect in course of time, a result, that, however, has not been experienced in practice. The object to be attained is to increase the size and quantity of the fruit, which is undoubtedly accomplished. The theory, as explained to me, is that the sap rises through the centre of the woody stalk until it reaches the branches, leaves and fruit, when it returns by the bark or the woody fibre nearest the bark.

In its descending course, upon reaching the spot where the plant is girdled, its progress is stopped, and it is obliged to reascend and exhaust itself in the fruit. It is said that not only is the size of the fruit improved by this practice, but the amount of saccharine matter is also largely increased, which is considered a desideratum. The quality of the soil, however, has much to do with this, and different districts vary considerably in this respect. August and September are the months for gathering and curing. The bunches are picked and spread out to dry on little terraces of smoothly compacted earth, sloping toward the west, so as to get the full effect of the afternoon sun. They remain here six or eight days, according to the weather, when they become much dried and shrivelled; they are then stripped from the stems, and after a further exposure of two or three days, are sufficiently dried to be packed.

GLORY OF WHALING IS PAST

(National Geographic Magazine.)

At the outbreak of the American Revolution and for a period of seventy-five years following, whaling was the most important branch

of American fisheries. From 500 to 700 vessels sought whales in all the oceans and seas of the world, and in one year New Bedford alone sent out 300 vessels, whose cargoes of bone and oil were the basis of the industrial life of the city.

The pursuit of sperm whales reached its climax in 1837, when oil valued at nearly \$4,500,000 was brought in, mostly from the South Pacific. The height of the industry was in 1846, when 70,000 persons derived their support from whales and 720 vessels, valued at \$21,000,000, were engaged in their taking.

For more than fifty years the fishery has been declining, and in numerous ports that once derived most of their wealth from the industry there have for a long time existed only memories of former greatness. The present importance of the whale fishery amounts to less than 2 per cent. of the American fisheries.

HOW TO BUY MEATS

(Philadelphia Health Board Bulletin.)

Meats spoil very rapidly during the hot weather, especially if not properly preserved by ice. The ingestion of partly spoiled or decomposed meat is responsible for a large number of intestinal complaints. Cooking, however, kills many of the poisonous germs and their toxins, but in some instances the toxic products are not destroyed in the process of cooking and, therefore, may give rise to symptoms of ptomaine poisoning. This is particularly true of sausage, cooked meats which have not been kept cool, shellfish and salads containing chopped meats.

Some persons are very susceptible to the effects of foods with beginning putrefaction, while others may even show ill effects from fresh meats during the heated season, this being due to a peculiar sensitiveness to protein foods. Such persons should eat sparingly of meat at this time of the year.

The sale and use of spoiled meats can largely be avoided if the housekeeper will learn to detect such foods as outlined in the following descriptions:

Fresh beef should be of a rosy red color, with cream colored, firm, elastic fat, and scarcely moist when touched with the finger. Do not buy wet, flabby beef that is pale or purple.

Lamb or mutton should be firm, close-grained and light red in color, with fat that is white and hard.

Fresh veal is pale red (unless milk-fed, when it is light) with firm white fat between the muscles and surrounding tissues and scarcely moist to the touch. Bad veal is soft, mushy, sticky and has a very red tinge, while the fat has a grayish lead color.

Good pork is solid, has pure white fat and pink flesh. Do not buy pork that is soft and yellow.

INTERESTING HOUSEWIVES IN COFFEE ROASTING

(From the "Spice Mill...")

Every housewife in Oklahoma City was invited to visit the wholesale grocery establishment of Carroll, Brough & Robinson, one recent Thursday morning, and enjoy a view of an up-to-date coffee roasting plant just installed and having a capacity of turning out a product of sufficient amount to make 750,000 cups of coffee each day. As this scheme possessed the element of novelty, The Spice Mill solicited the firm to express their opinion as to its outcome, which they courteously did in the following words:

"We feel a little modest in 'tooting our own horn' on things of this kind, but we did advertise such a proposition and we considered it quite a success. It was one of the most pleasant Thursdays that we have had for a long time. There is nothing makes any gathering so pleasant and successful as the presence of the ladies, and this was no exception to the rule. We gave away, as a souvenir, to each lady that came to view our plant, one full pound of our 'First Pick' brand coffee—which is our top label.

"We believe such an undertaking is a good thing, as in this day and age there is, as you know, a great wall against most anything that is not sanitary and up-to-date, and we have done the best we could toward eliminating everything undesirable throughout our entire plant. Just whether or not this scheme would be a success in other parts of the country is more than we have a right to say, but we do believe that it is well worth the effort and double the cost, and we are thinking seriously of repeating this invitation at a not far distant date."

HOW IT WORKS

(From the Barrie Examiner.)

A few years ago a good system of delivery was inaugurated in Barrie by the grocers, but of late it has not been enforced. Below is outlined again the system, which if given consideration by the customers would be of great benefit to the grocers, especially during hot weather. Indeed the difficulty they find in securing help makes it necessary to adopt the system more effectively.

For an example of this practice we have only to instance the largest and best grocers in the cities. They adopt a systematic delivery. It is impossible to send out orders sent in at all hours and get satisfactory delivery.

Here is the schedule of deliveries adopted by the local grocers a few years ago. Orders taken in the morning before 11 a.m. are delivered before 12 a.m. Orders taken after 11 a.m. are delivered before 3 p.m. Orders taken between 1 p.m. and 4 p.m. are delivered before 6 p.m. Orders taken after 4 p.m. are delivered before 10 a.m. the following day. Special delivery can be arranged for on the same principle as special postage.

TO PRESERVE SHOWCASES

(From "Playthings.")

"Heat or contact with hard or heavy bodies causes small cracks to appear and spread rapidly. If not almost immediately attended to, these will become of practically un concealable size. The best way of preventing the spreading of cracks like this is to draw a short, deep scratch at right angles to them with a glass cutter.

"There are some merchants who prevent the enlargement of cracks in their cases by cementing a small, thin, piece of wood to the glass at right angles to the crack. To all intents this answers the same purpose as does the cross scratch above mentioned, but certainly it spoils the appearance of the case. The original crack would not detract from the looks as much as patches on the case.

"Dealers should take care to keep the wooden parts of their cases in proper condition, for even the cleanest and clearest glass is not very attractive when held in place by a scratched or dingy frame. Scratches of the slighter sort can be usually concealed on polished wood surfaces by the application of a woollen cloth saturated with a mixture of linseed and turpentine."



CURRENT NEWS OF WEEK

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



Quebec and Maritime Provinces

In order to facilitate the carrying of fish to Montreal, the Department of Marine and Fisheries has arranged for a special fish car to leave Mulgrave, N.S., for Montreal every Monday. Fish will be loaded from Canso and Halifax. The car is a regular express car divided in two, one half insulated to carry 6,000 pounds of iced fish and the other half to serve accommodation to points west of Montreal.

The local bakers held their annual picnic at Otterburn last week. At nine in the morning, 900 strong, they entrained at the Bonaventure Station on two special trains, returning at 7 o'clock in the evening. The bakers were accompanied by their womenfolk, and the day was spent in dancing and other amusements. Mr. Dent Harrison and Mr. William Strachan were in charge of the arrangements.

Ontario

Thomas Yerax, grocer, London, has sold out to Miss E. C. Barber.

J. Stokes, London, has opened a new grocery store corner Bluefriars street.

Thos. J. Carney has opened a new grocery and butcher business at 65 Wilson avenue, London.

James Ruddy, baker and confectioner, London, has opened a branch store at 308½ Dundas street.

C. O. Gardner, grocer, London, has sold his business property to the Misses Weston of the same city.

The death of Albert A. Schnurr, for many years general storekeeper in Linwood, took place recently.

Robert Ross, of R. A. Ross & Son, grocers, London, has joined the traveling staff of the Steele Fruit Company, London.

H. R. Ranahan, grocer, London, and first vice-president of the London Retail Grocers' Association, has been laid up lately with appendicitis.

The firm of Kelly & Hughes, Sombra, has dissolved partnership. Mr. Hughes assumes the management of Merrison's confectionery in Sarnia.

J. A. Stanley, of Stanley Brothers, general merchants, formerly of Ballymote, Ont., has bought the grocery business and store of W. J. Reid, of London.

Mrs. Geo. Tier, grocer, London, has sold her grocery stock to Thornton Brothers, who have opened a grocery

store in connection with their hardware business.

Archibald Wallace, a well-known grocer of Belleville, died aged 64 years. Deceased was an ex-alderman of the city, having been for some years a representative of Baldwin Ward in the council.

The premises of the Collingwood Packing Company was totally destroyed by fire. The fire spread with lightning rapidity, and the splendid plant—for years the pride of Collingwood — was doomed for destruction.

Geo. Larkworthy, a former merchant of Stratford, opened a grocery and meat market in that city. Mr. Larkworthy, who has been in the West for the past five years, will be assisted in the business by his sons, and the firm will be known as Larkworthy's Market.

An enormous tarantula which had made its nest in part of a bunch of bananas, was discovered by a clerk in a grocery store in Sarnia, and was in exhibition, preserved in alcohol in a glass jar. The clerk narrowly escaped being bitten by the poisonous spider.

For the first time for months the Labor Department at Ottawa reports that there was a downward tendency in prices. During the month of July there was a slight drop in the index number of wholesale and retail prices. A list of 30 staple foods cost \$8.46 as compared with \$8.51 in June, \$7.80 in July, 1915, and \$7.42 in July, 1914.

H. B. Macdonnell died at his home in Toronto on August 5th. His funeral took place at Collingwood, where he lived some years ago. He was 59 years of age at the time of his death. The late Mr. Macdonnell was managing director of McCaskey Systems, Limited, with which firm he had been connected for the past seven years. Mr. Macdonnell's illness was of very short duration and came as a shock to his staff and employees by whom he was greatly revered and highly regarded.

All growers of potatoes in North York complain of this year's results. The crop has on the whole turned out poor in comparison with previous years for the North York district. The damp weather early in the season prevented good growth of the tubers and the exceptional dry weather that followed so soon after the rains ceased helped to make matters worse. There is also a

little blight reported, though spraying is pretty general. Many root growers are considering the advisability of changing the seed for next year.

Western Canada

After a three months' trial of the daylight saving scheme the City of Calgary has reverted to the former method of doing business on standard time.

H. L. Perry of the H. L. Perry Co., Commission brokers, Winnipeg, has been in Toronto this week. He intends going to Montreal the beginning of next week.

The salmon situation at the coast continues unsatisfactory. The sockeye catch is short everywhere. Vancouver advices are to the effect that about the beginning of the present month the pack then was 160,000 cases. The red pack in Western Alaska is reported as being somewhat in excess of normal, and on Puget Sound conditions are a little better than in the British Columbia waters. Shipments to England are heavy, and it looks as if the entire pack would be cleaned up by the end of November.



TO KEEP BUTTER SWEET

A correspondent in Strassburg, Sask., writes to ask what he can put into butter to keep it sweet in warm weather. He states that he has heard sugar and saltpetre are good, but does not know what proportion to use.

The only way in which butter stocks can thus be protected and still keep within the law is to add a little salt and pack the butter into solids, putting a covering of salt and water over it, and placing the box in sawdust. The "Act to Regulate the Manufacture and Sale of Dairy Products and to Prohibit the Manufacture or Sale of Butter Substitutes" provides that:

"No person shall melt, clarify, refine, re-churn, or otherwise treat butter to produce what is generally known as 'process' or 'renovated' butter, nor add any milk or cream to butter." The penalty for violation of this regulation is a fine not exceeding \$400.



Canadian National Exhibition City has its own post offices, telegraph and express offices, police station, fire department, hospital, bank and electrical plant.

General Tendency Towards Higher Prices

Important Price Changes From Various Buying Centres — Scarcity of Fresh and Salt Water Fish—Important Changes on Canned Goods—B. C. Pack Below Last Year.

Office of Publication, Toronto, August 26, 1916.

WITH the continuation of hot weather there has been a good demand for cooked meats and other popular summer foods. The general tendency of the market is upwards. Butter has advanced. There are prospects of higher prices on eggs and cheese, both of which are firmer.

The canned goods market is firm at the recent advances. Increased freight rates are playing an important part in causing advances on many imported lines.

In the fish market there is a tendency to firmer prices in whitefish and trout. Western salmon continues scarce.

The sugar market is uncertain. Reports from New York indicate that there is a better tone in the market in that centre. Buyers are showing more interest. Some sugar dealers express the opinion that the only thing that would start sugar moving this fall would be a good crop of fruit, which may cause people to preserve more fruit than they have during the past two months. Market prices on coffee are holding firm and there has been a good demand for this season of the year.

Mace has increased considerably in price during the past week and is very scarce. Transportation is affecting the supply which comes almost entirely from Penang in the Straits Settlements. White pepper has advanced 2 cents per pound. Cream of tartar is easier, but declines in price are not expected for another month. Winnipeg prices on canned goods have advanced following the advances in the East reported in last week's issue of CANADIAN GROCER. There is a great variation in the prices of canned tomatoes quoted by various wholesalers at Winnipeg.

Quebec Markets

Montreal, Aug. 23.—The general tendency of the markets has been for higher prices all the way round. As one merchant remarked "Wheat seems to be the barometer at present, and everything is going up in sympathy." Undoubtedly the wheat situation has had some effect, but there are other influences at work besides, namely a good demand owing to a better circulation of money especially in the country districts and munition areas, and to shortages in crops. Although flour remained steady, oats have jumped, as well as feed wheat. Butter has gone up, cheese also, and eggs may. All due to falling in receipts. Hogs continue firm while there is a scarcity in fresh and salt water fish. Molasses, too, have advanced. The canned market is firm with advances in salmon and vegetables. Packing materials are dearer, there is a scarcity of labor, and there is the coming heavier freightage charges to be considered. Export is heavy, while in

fish there is a scarcity of yield. As one merchant said. "Just fancy I remember the time when I have paid 10 and 15c for a can of lobster. Just think of the price now." One word of warning should be given, and that is the opinion held by many that the advances in the markets generally are not quite justified. This is a dangerous situation, and merchants in their buying should act with caution.

As a final blow we have to report an advance of 1/4c in wrapping paper.

Importations of Teas

An interesting point in connection with the wonderful British control of the seas is made apparent in connection with the importation of teas, figures of which have just come to the hands of local imports. In 1914 Austria imported 490,946 tons from China and Germany 1,495,645. In 1915 and 1916 their importations were absolutely nil. This is as fine an evidence of command of the seas as could be obtained. Besides but for this we would probably be suffering from much higher prices.

Refiners Advanced Prices

SUGAR.—Again there is no change in the local market, despite the strained

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

Hogs continue firm.
Butter advances further.

FLOUR AND FEED—

Flour remains steady.
Oats have advanced.
Feed wheat higher.

FRUITS AND VEGETABLES—

Vegetables advance in price.
Fancy seeded raisins advanced.
Soup peas scarce.

FISH AND OYSTERS—

Scarcity of fresh and salt water fish.
Salmon has advanced.
B.C. pack below 1915.

GENERAL MARKETS—

Molasses have advanced.
Packing materials dearer.
Wrapping paper advanced.
Syrups are strong.
Peppers advanced.
Shelled walnuts advanced.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Flour holds at high level.
Heavy demand for mill feed.
Cornmeal advances.
Wheat prices fluctuating.

FRUIT AND VEGETABLES—

Fruit scarce.
Canadian melons plentiful.
Vegetables in poor supply.
Peaches in better quantities.

FISH AND OYSTERS—

Western salmon scarce.
Whitefish and trout firmer.
Halibut lower.

PRODUCE AND PROVISIONS—

All cooked meats up.
Butter advances 2c.
Cheese up 1c.
Eggs unchanged.
Poultry prices down.
GENERAL GROCERIES—
Sugar market steady.
Dried fruits weaker.
White pepper up 2c.
Mace advances 35c.
Canned goods firm at high level.

MANITOBA MARKETS.

FLOUR AND CEREALS—

First patents still 88.
Wheat bringing \$1.50 bushel.
Rolled oats still \$2.50.
Package oats now \$3.90 case.
Feed strong; mixed chop, \$34.

PRODUCE AND PROVISIONS—

Hog markets firm at \$12.
Cured meats continue high.
No. 1 creamery, 30-31c; No. 2, 29-30c.
Eggs little changed—24-25c.

FRUITS AND VEGETABLES—

Tokay grapes expected, \$3.25-\$3.75.
B.C. and Ontario tomatoes in.
Lemons sell fair at \$10 case.
Peaches dropping in price.
New B.C. potatoes 2c per lb.

FISH AND POULTRY—

Salmon firm, due to shortage.
Halibut scarce, but still 11c.
Trout scarcer, brings 13c.
Poultry arriving more freely.

GENERAL GROCERIES—

Canned goods opening higher.
Freights will send salmon up.
Old pack vegetables going up.
Fard dates hard to get.
Sugar market doubtful.
Tapioca and sago prices vary.
Split peas jumping to \$5.75.
Corn syrup up; cane syrup down.
New prices on molasses in tins.

conditions in New York, but the present feeling is very bullish. The fight between the refiners and the great Cuban syndicate who hold about 400,000 tons, all that is apparently offering before the new crops arrive, still continues. Refiners have advanced their price a point and are willing to buy at 4 5/8 but the holders will not sell at less than 4 3/4. The refiners say they have enough stocks for present necessities, the holders say that they have not. It is simply a trial of strength between the two factions. It is impossible to say which will give in first. In the circumstances it would not be advisable for merchants to speculate, on the other hand it would be foolish to run stock too low in the hope of a break up in the deadlock.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	7 80
20 lb. bags	7 90
2 and 5-lb. bags	8 19
Extra Ground Sugars—	
Barrels	8 15
50 lb. boxes	8 35
25 lb. boxes	8 55
Yellow Sugars—	
No. 1, 100 lb. bags	7 40
Dark yellow, 100 lb. bags	7 20
Bright yellow, bbls. only, cwt.	7 65
Powdered Sugars—	
Barrels	7 95
50 lb. boxes	8 15
25 lb. boxes	8 35
Paris Lump—	
100 lb. boxes	8 40
50 lb. boxes	8 60
25 lb. boxes	8 70
Crystal Diamonds—	
Barrels	8 40
100 lb. boxes	8 50
50 lb. boxes	8 60
25 lb. boxes	8 80
Cartons	9 25
Half cartons	9 95
Crystal Dominoes, cartons	9 45

Molasses Prices Advanced

MOLASSES AND SYRUPS.—The shortage of molasses stocks to which we have referred has at last been reflected in quotations, and prices have advanced 3c. The market is undoubtedly in a very bullish condition on account of the 1916 Barbadoes crop all being sold, so that the present shortage of stock will get worse, especially as the demand is very good, and prospects are for an increase in strength rather than a decrease. The agricultural districts are especially heavy buyers. In fact they are far ahead of the towns and cities. Syrups in sympathy with the raw market are also very strong, with the maintenance of a steady demand. Prices are however unchanged.

	Prices for	
	Fancy.	Choice.
Barbadoes Molasses—	Island of Montreal.	
Punchons	0 62	0 54
Barrels	0 65	0 57
Half barrels	0 67	0 59
For outside territories prices range about 3c lower. Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels, per lb., 3 1/2c; 1/4 bbls., 4c; 1/2 bbls.	0 04 1/2	
Pails, 8 1/4 lbs., \$1.35; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, 1/2 doz. in case	2 90	
Cases, 20 lb. tins, 1/4 doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 5 1/2c; 1/4 bbls.	0 05 1/2	
Cases, 2 lb. tins, 2 doz. in case	4 80	

Fancy Seeded Raisins Higher

DRIED FRUITS.—As is only natural the market is quiet with an average

amount of buying. Nothing untoward is noted in the crop prospects, although it is expected that when the fall demand shows its full strength that prices will show a tendency to stiffen in common with almost all other lines. The conservative attitude of the jobbers is maintained, and there is nothing to show that their hands will be forced for some time. The only change is that Fancy seeded raisins have advanced 1/4c.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 26-lb. boxes	0 09 1/2	
Apples, choice winter, 50-lb. boxes	0 09	
Apricots	0 14	
Nectarines, choice	0 11 1/2	
Peaches, choice	0 08	
Pears, choice	0 13 1/2	
DRIED FRUITS.		
Candied Peels—		
Citron	0 24	0 25
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	0 14	
Filiatras, packages, new	0 15	
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	
Faris, choicest	0 12 1/2	
Hallowee, loose, new	0 09 1/2	
Hallowee, 1-lb. pkgs.	0 09	
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11 1/2	
1 lb. glove boxes, each	0 12	
Cal. bricks, 16 oz.	0 09 1/2	
Cal. layers, 16 oz.	0 10	
Cal. fancy, table, 10 lbs.	1 50	
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 13
40 to 50, in 25-lb. boxes, faced	0 10 1/2	0 10 1/2
50 to 60, in 25-lb. boxes, faced	0 09 1/2	0 09 1/2
60 to 70, in 25-lb. boxes, faced	0 09 1/2	0 09 1/2
70 to 80, in 25-lb. boxes, faced	0 09	0 09
80 to 90, in 25-lb. boxes, faced	0 09	0 09
90 to 100, in 25-lb. boxes, faced	0 06	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.30; 4-crown cluster	3 75	
Muscatsels, loose, 3-crown, lb.	0 09	
Muscatsels, 4-crown, lb.	0 09 1/2	
Cal. seedless, 16 oz.	0 12 1/2	
Fancy seeded, 16 oz. pkgs.	0 10 1/2	0 11 1/2
Choice seeded, 16 oz. pkgs.	0 10 1/2	0 10 1/2
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11 1/2	
Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.		

Prices Remain Firm

DRIED VEGETABLES.—No relief is in sight for the dealers as the new crop will not be ready until November, and the prospect for the new stuff is, at present, not any too good. Prices therefore remain very firm, although no changes are announced this week. American supplies offer no relief as the crop in the States is likewise poor, and prices across the border are even higher than they are here. Peas are firm, with a fair shipment from the Province of Quebec. There is little likelihood of any reaction in prices especially in soup peas as there is a scarcity. There is plenty of the old Ontario crop here, but they are not good sellers, owing, so it is said, to the opinion that they are not good boilers.

Beans—	
Canadian, 3-lb. pickers, per bushel	5 00
Canadian, hand-picked	5 90
Canadian, 5-lb. pickers	5 60
Yellow eyes, per bushel	5 70
Lima, per lb.	0 08
Peas, white soup, per bushel	3 25
Peas, split, bag 96 lbs.	5 00
Barley, pot, per bag	3 25
Barley, pearl, lb.	0 04 1/2

Peppers Advanced

SPICES.—Our report last week on black peppers was apparently too bear-

ish, and prices generally are considered to be more approaching previous quotations and therefore we mark pepper at the previous figure 28c. Cassia shows a stiffening tendency of 2c. The market generally is a shade more active, and there is more color to the trading. It is likely that the effect of the crop shortages will be only gradually felt, but that it will be felt eventually there is little doubt. The present visible supply is in very much stronger hands than it was. Apparently the whole situation depends upon the regularity of the shipping, which the war situation influences like other commodities.

	5 and 10-lb. boxes.	1/4-lb. pkgs. dozen.	1/4-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 27	—0 87	—0 37
Jayenne pepper	—0 38	—0 45	—0 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			
Cinnamon, per lb., 35c.			
Ginger, Cochín	—0 25	—	—0 51
Ginger, Jamaica	—0 28	—1 15	—0 29
Mace	—0 80	—	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 93	—0 37
Peppers, white	—0 35	1 15—1 20	—0 38
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 18—0 22	—	—
Turmeric	0 21—0 23	—	—
Lower prices for pails, boxes or ballers when delivery can be secured.			
Cardamon seed, per lb., bulk	2 00	2 50	
Caraway—			
Canadian			0 13
Dutch			0 20
Cinnamon, China, lb.			6 14 1/2
Mustard seed, bulk			0 19
Celery seed, bulk			0 36
Shredded cocoonut, in pails			0 21
Pimento, whole			12-15

Shelled Walnuts Advanced

NUTS.—The market generally remains firm with an advance in a few lines. Almonds have gone up 2c making the price 19c to 20c. New shelled walnuts have also advanced 1c, making the present quotations 36 and 37. There is no unusual feature to the demand. It is about the same strength as to be expected at this time of the year, with stocks diminishing but equal to requirements.

Almonds, Tara, new	0 19	0 20
Grenobles	0 17	0 18
Marbots	0 13 1/2	0 14
Shelled walnuts, new, per lb.	0 36	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily viberts	0 18	0 19
Filberts, shelled		0 35
Pecans, large	0 19	0 20
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 09	0 12 1/2

Coffee Stocks Sufficient

COFFEE.—The end of the summer feeling obtains in this market. Prices are steady, and sufficient stocks are in hand to meet the demand. As one merchant said, "It is something to have one market undisturbed, when everything else seems to be jumping up and down."

Coffee, Roasted—	
Bogotas, lb.	0 27
Jamaica, lb.	0 22
Jaya, lb.	0 33
Maracaibo, lb.	0 22
Mexican, lb.	0 27
Mocha, lb.	0 33
Rio, lb.	0 18 1/2
Santos, lb.	0 21
Chicory, lb.	0 12

Range of Values Broadens

TEA.—The market remains quiet, with prices unchanged. There must be

an undertone of strength to the market, however, or else quotations would show this lack of movement. London reports a fair supply of teas with a slight increase of packages over the same period last year, Ceylon and Java fell off but this was made up by larger shipments in India. The range of values between common and good liquoring teas continues to broaden. Apparently the crops generally show a tendency to show an inferior strain, and the demand for this class shows a falling off, with an increased call for the better quality.

Prospects of Advance

RICE AND TAPIOCA.—Pearl tapioca remains steady on the last reduction, with a slightly improved demand at the lower price. Rice continues unchanged with a fair average call reported. The expected stiffening in the market has not materialized. There seems little doubt, however, with the present stocks that any early fall increase in demand will see the market going up quickly in response.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 30
"C.C."	4 10
India bright	4 45
Lustre	4 50
Fancy Rices—	
Mandarin, Patna	4 50
Pearl	5 00
Imperial Glace	5 70
Sparkle	6 30
Crystal	5 00
Snow	5 20
Ice drips	5 30
Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).	
Imported Patna—	Per lb.
Bags, 224 lbs.	0 06
Half bags, 112 lbs.	0 06½
Quarter bags	0 06½
Velvet head Carolina	0 08
Sago, brown	0 05½
Tapioca—	
Pearl, lb.	0 09
Seed, lb.	0 10½

B. C. Pack Below 1915

CANNED GOODS.—The canned salmon market is reflecting the very poor fishing catch, and there is bound to be a shortage of all grades especially 11lb Sockeye talls of which many canneries report 25 per cent. shortage over last year's supply. The British Columbian pack is fully 15 per cent. below 1915. The coming increase in freight will also increase prices. Salmon, therefore, is marked up 10 to 25c a dozen. The cheaper grades are not so much affected but the best qualities are quoted at around \$3.00 a dozen. Other lines of canned goods are also showing a stiffening despite the fresh fruit markets being in full swing. Garden peas are now \$1.10; \$1.12; \$1.12½. Early June \$1.22½ and \$1.25 per doz., while Red Raspberries are quoted at \$2.40 a doz. Canned tomatoes have advanced 5c on the minimum price and corn likewise.

Ontario Markets

Toronto, Aug. 24.—With the continuation of hot weather there has been an increased consumption of all cooked meats. Demand for these being large, with the high price for hogs, has consequently sent the price upward. Butter also has advanced in the neighborhood of 2c per pound. Cheese is firm in price, and has advanced a ½c. Egg prices hold firm, with a tendency to advance. The honey crop is fine and large, but as yet very small quantities are reaching the commission men. Producers are holding for 10c to 11c, while the jobbers are inclined to give only 9c per pound.

Flour is in an uncertain stage. Millers are inclined to think that high prices for wheat have come to stay. On Tuesday there was a slight sag in the wheat market of about 2c per bushel, but this is not sufficient to warrant any cheaper flour. Demand for mill feeds continues extraordinarily large. Millers are unable to keep up with the orders.

In the fish market there is a tendency to firmer prices in whitefish and salmon trout. Western salmon continues scarce. There is a between-season's demand that keeps the supplies below requirements. Ontario fruit is somewhat scarce, sugar melons being perhaps the most abundant variety. Hot weather has been conducive to the development of these. Vegetables are slow.

Sugar and other lines of groceries remain steady in price.

SUGAR.—The sugar market at the time of writing might be characterized as dragging. Sugar men hardly know what to expect. Advices from New York assert there is a better tone in the market in that centre, with buyers showing more interest and no raw sugar offering under 5.77c. A decided improvement is noted in the option market. Refiners are holding off in their buying in the face of the poor demand for sugar, and are interested only in picking up distressed cargoes. One of the big elements in the sugar situation this year is the fact that there will be an enormous beet sugar crop. It is estimated there will be 300,000 tons more beet sugar in the United States this year than last year. Sugar men believe about the only thing that will start sugar moving is to have an extra good crop of fruit this fall, which may induce people to preserve more than they have during the past two months. New York prices for refined still remain about a ½c per pound under Canadian refined. If the demand for sugar does not improve, the market should naturally tend to be weaker in

tone. Locally buying has been from hand-to-mouth only.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 95
20 lb. bags	7 95
10 lb. bags	8 01
2 and 5-lb. cartons	8 16
Nova Scotia refined, 100-lb. bags	7 85
New Brunswick refined, 100-lb. bags	7 85
Extra Ground Sugars—	
Barrels	6 21
50 lb. boxes	8 41
25 lb. boxes	8 61
Powdered Sugars—	
Barrels	8 01
25 lb. boxes	8 41
Crystal Diamonds—	
Barrels	8 46
100 lb. boxes	8 61
50 lb. boxes	8 46
Paris Lump—	
100 lb. boxes	8 56
50 lb. boxes	8 66
25 lb. boxes	8 86
Yellow Sugars—	
No. 1	7 56
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES.—Market for molasses has been quiet during the past week. There have been small quantities used by bakers, owing to the decrease in demand for bakery goods. Corn syrup holds firm at the advanced prices, with demand for the same good.

Barrels, about 750 lbs.	0 04½
Half barrels, about 350 lbs.	0 04½
Quarter barrels, about 175 lbs.	0 04½
Cases, 2 dozen 2-lb. tins	3 00
Cases, 1 dozen 5-lb. tins	3 40
Cases, ½ dozen 10-lb. tins	3 30
Cases, ¼ dozen 20-lb. tins	3 25
Cane Syrups—	
Barrels, lb., 5¼c; ¼ bbls.	0 05½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy, gallon	0 64
West India	0 43

TEAS.—There has been little change in the tea market during the past week. The better grades hold firm, with the lowest or common grades easier. Trade is admittedly below the summer average. A steady feeling prevails, and prices have been maintained at recent quotations.

	Per lb.
Pekoe Souchongs	0 24
Pekoes	0 25
Orange Pekoes	0 28
Broken Pekoes	0 30
Broken Orange Pekoes	0 32
These prices do not indicate the wide range in tea values. They are for good average grades, and meant to give some indication of price movements.	

COFFEE.—There has been a good demand for coffee, considering the season of the year. Market prices hold firm. The stocks at Rio are 333,000 bags, as compared with 329,000 bags a year ago. Receipts at Santos were 50,000 bags, as compared with 47,000 last year. Stocks in this market are slightly under that of last year, up to the present time being 1,625,000 bags, as compared with 1,829,000 bags last year. Receipts at both Santos and Rio amount to 2,247,000 bags, as against 2,742,000 bags a year ago. The amount of stock afloat showed an increase of 92,000 bags, the steamer Rio Verde having cleared from Santos. The total stocks of coffees in New York have been reduced, the total supply being put at 809,139 bags, as against 819,336 on the previous day and 912,851 bags a year ago on the same date. Locally prices remain unchanged, with

the exception of chicory, which is slightly easier in price.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 25	0 28
Java, lb.	0 33	0 36
Maracaibo, lb.	0 25	0 27
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 19	0 20
Santos, Bourbon, lb.	0 21	0 24
Santos, lb.	0 21	0 23
Chicory, lb.	0 13	0 15

SPICES.—Mace has increased in price considerably during the past week, being now quoted at \$1.25 per pound, as compared with 90c a week ago. The article is very scarce. Transportation is affecting the supply, which comes almost entirely from Penang in the Straits Settlements. There is a firmness in white pepper, the price having advanced 2c per pound, and is now quoted at 39c per pound. Caraway seed is also scarce, and the price is firm. This commodity comes almost entirely from Holland, and the freight situation has been the big factor in higher prices. A short white back caraway was selling at 15c pound, as compared with the present price of 28c. This is in the neighborhood of an 80 per cent. increase. Cream of tartar is easier, but prices will not be reduced for another month or so until the stock now in transit reaches this country.

	Pure, lb.
Allspice	0 18
Cassa	0 32
Cinnamon	0 50
Cayenne	0 35
Cloves	0 35
Ginger	0 30
Mace	1 25
Nutmegs	0 40
Pastry	0 30
Pickling spice	0 22
Pepper, black	0 28
Pepper, white	0 39
Nutmegs, selects, whole	0 40
Mustard seed, whole	0 28
Celery seed, whole	0 45
Coriander, whole	0 13
Caraway seed, whole	0 28
Spice, pickling, whole	0 20

BEANS AND PEAS.—Just at the present the stocks of beans in jobbers' hands are fairly heavy, but the quality is not of the best grade. It has been a question of taking whatever they could secure. Blue peas are somewhat scarce. More split peas have been offering, with the demand for the same good.

Beans, Japanese, hand-picked, bushel	5 50	6 00
Prime	5 00	5 10
Peas, blue, bushel	3 50	3 60
Split	5 55	

DRIED FRUITS.—Prices were recently named by the California Peach Growers at Fresno, in that State, on strawberry peaches, and white frees and clings, the price being 4½c in the saw-box. The minimum under the growers' contracts is 5c. At the same meeting the question of the opening prices on dried peaches for graded and packed stock was discussed. It was intimated the prices would be put out in the near future. Some of the earlier peaches are already being received at San Joaquin Valley plants of the association, and such arrangements for packing facilities as have been made by the latter are

practically completed. Prune buyers who have visited the orchards in certain parts of Oregon report the crop as one of the largest ever marketed, with the size of the prunes above the average. The weather in that section has been ideal for prunes this year. Apricots are a small crop this year. There is a shortage in the peach crop in California this year, where the drying and canning peaches have been produced. There have been some price changes locally. Most brands of dates are off the market. In boxes of three dozen packages they are selling at \$3.95 to \$4. Golden dates are quoted at 7¾c per pound.

Apples, evaporated, per lb.	0 08½	0 09
Apricots—		
Choice, 25's, faced	0 14	0 15
Extra choice, 25's, faced	0 16	0 17
Fancy, 25's, faced	0 17½	0 18½
Candied Peels—		
Lemon	0 18½	0 19½
Orange	0 18½	0 19½
Citron	0 25½	0 26½
Currants—		
Filiatras, per lb.	0 14½	0 15½
Patras, per lb.	0 15½	0 16½
Vostizas, choice	0 16	0 17½
Cleaned, ½ cent more.		
Dates—		
Packages, 3 doz. in case	3 95	4 00
Golden dates, lb.	0 07	0 07½
Prunes—		
30-40s, California, 25-lb. boxes	0 14	
40-50s, 25-lb. boxes	0 10½	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09½	0 09½
70-80s, 50-lb. boxes	0 08½	0 08½
80-90s, 50-lb. boxes	0 08½	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½ cent more.		
Peaches—		
Choice, 50-lb. boxes	0 08½	0 09½
Std., 50-lb. boxes	0 08	0 08½
Choice, 25 lbs., faced	0 09½	0 09½
Extra choice, 25 lbs., faced	0 10½	0 10½
Fancy, 25 lbs., faced	0 11	0 11½
Raisins—		
Valencia, Cal.	0 07½	0 09
Seeded, fancy, 1 lb. packets	0 10½	0 10½
Seedless, 12 oz. packets	0 11	0 12

NUTS.—Reports recently sent to the United States Department of Trade and Commerce from one of their consuls at Malaga, in Spain, under date of July 15, states that the chief almond-producing districts of the south of Spain will have a much smaller Jordan crop this year than was expected. Adverse weather conditions in March and April practically destroyed the yield in some exposed sections. A short output is noted in most places.

CANNED GOODS.—With a short breathing space, jobbers have had an opportunity to consider further the new prices that should be charged on the new canned goods, for which prices have already been named by the canners. Standard peas are quoted from \$1.15 to \$1.25. Red raspberries are selling from \$1.90 to \$2.25; red cherries at \$1.90 to \$2.45, and strawberries at \$2.25 to \$2.50. Canned salmon is firmer, with no improvement in reports about the likelihood of short pack. Salmon in the West Coast rivers have been running light.

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

Salmon, Sockeye—	
1 lb. talls, cases 4 doz., per doz.	2 75
½ flat, cases 8 doz., per doz.	1 75
Five cases or more, 2½c doz. less than above.	2 00
Chums, 1-lb. talls	
Pinks, 1-lb. talls	1 05
Cohoos, 1-lb. talls	1 20
Red Springs, 1-lb. talls	1 95
Humpback, ¼-lb. tins	2 00
Humpback, ¼-lb. tins	0 80
Canned Vegetables—	

Tomatoes, 3's	1 45
Peas, standards	1 15
Early June peas	1 25
Corn, fancy, doz.	1 45
Corn, 2's, doz.	1 20
Red raspberries, 2s	1 00
Red cherries, 2s	1 90
Strawberries, 2s	2 25
	2 50

Manitoba Markets

Winnipeg, Aug. 24.—Prices on new pack vegetables, fruits and canned salmon are coming in, and indications point decidedly towards much higher prices. In the case of salmon, there are some wild reports regarding the pack, some of which state that it is the smallest for many years. One thing is sure, that very few 1's will be packed in Sockeyes this year. Prices named on ½'s are slightly higher than last year, being quoted locally at \$12.80 per case of 96 ½'s. The advance here is surprisingly small. New Pinks are expected to open at about \$5 for 48 1's Talls. An increase of freight amounting to 15c per case, which goes into effect on Sept. 1st at the Coast, will help to increase quotations for next year, as almost the total pack will be shipped after that date.

The Sockeye season is closed, and it is reported that one well known brand has not been packed in tall tins at all, and that the pack of flats is only about one-third of what was anticipated. Pinks are scarce. Cohoes have not been packed as yet, but the pack of this fish is more or less standard from year to year. However, as other grades will be scarce, there will be an extra demand for Cohoes.

Canned Goods Advanced

In the case of canned vegetables and fruits, many Winnipeg jobbers have already advanced their quotations. Some houses are asking over \$3 per case for old pack tomatoes, while some are selling as low as \$2.85. The price some weeks ago was \$2.65. There seems a tendency all round to advance quotations to the new pack basis. For instance, standard peas, which were \$2.05 Winnipeg, are now in some instances \$2.35. Corn, which was \$2.05, is now \$2.20. Reports indicate that prices on new canned goods will be considerably higher. New strawberries are expected to open at \$4.85; raspberries, \$5.15; red pitted cherries, \$4.80, etc.

Nuts Advanced 10 Per Cent.

Reports coming in indicate that imported nuts will be higher. Shelled walnuts have been firming up, and have advanced fully 10 per cent. in the last month.

Sugar Market Uncertain

SUGAR.—Last week-end the price of standard granulated was still \$8.40, and

the situation was rather doubtful. Brokers handling sugar were not disposed to give an opinion on the market, considering it very uncertain. When asked what they thought of the market, the usual reply was: "We don't think anything about it." Only a small amount of business has been moving, but it is understood that there has been a fair demand for preserving. This, however, has not resulted in heavy buying from the wholesale houses, as the retailers were fairly well stocked.

	Per cwt.	in sacks
Sugar, Eastern—		
Standard granulated	8 40	
Extra ground or icing, boxes	8 25	
Extra ground or icing, bbls.	8 95	
Powdered, boxes	9 05	
Powdered, bbls.	8 15	
Hard lump (109-lb. case)	9 35	
Montreal yellow, bags	8 00	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	8 35	
Halves, 90 lbs., per cwt.	8 45	
Bales, 20 lbs., per cwt.	8 45	
Powdered, 50s	9 00	
Powdered, 5s	9 25	
Icing, barrels	9 00	
Icing, 50s	9 20	
Cut loaf, barrels	9 30	
Cut loaf, 50s	9 50	
Cut loaf, 25s	9 55	
Sugar, British Columbia—		
Extra granulated sugar	8 40	
Bar sugar, bbls.	8 85	
Bar sugar, boxes, 50s	8 95	
Icing sugar, bbls.	8 95	
Icing sugar, boxes, 50s	9 25	
H. P. lumps, 100-lb. cases	9 35	
H. P. lumps, 25-lb. boxes	9 55	
Yellow, in bags	8 00	

Decline in B. C. Cane Syrups

SYRUPS.—There has been a decline in B. C. cane syrups amounting to 25c on 2's and 30c per case on 5's, 10's and 20's. This brings quotations down to \$3.80 on 2's; \$4.45 on 5's; \$4.15 on 10's, and \$4.05 on 20's. This decline was obviously due to the decline in the sugar market.

Corn Syrup Higher

On the other hand, there has been an advance in corn syrup brought about by a further advance in the corn market. This has had practically no effect on the demand, 10c per case being rather trifling. The demand anyhow at this season of the year is usually quiet. Higher quotations have gone into effect on New Orleans molasses in tins, as follows: 24 x 2 lbs., case, \$2.35; 24 x 3 lbs., \$3.15; 12 x 5 lbs., \$2.75; 6 x 10 lbs., \$2.65.

Corn Syrup—	
2s, per case 2 doz.	3 18
5s, per case, 1 doz.	3 53
10s, per case, 1/2 doz.	3 43
20s, per case, 1/2 doz.	3 42
1/2 barrels, cwt.	5 05
B.C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 80
5-lb. tins, 1 doz. to case, per case	4 45
10-lb. tins, 1/2 doz. to case, per case	4 15
20-lb. tins, 3 tins to case, per case	4 05
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes, 1/2 bbls., per gal.	0 70
New Orleans	0 37
New Orleans, tins, 24 x 2 lb. case, \$2.35; 24 x 3 lb. case, \$3.15; 12 x 5 lb., \$2.75; 6 x 10 lb., \$2.65.	

Vostizza Currants Off Market

DRIED FRUITS.—Currants—Very little change.—Primary markets still reported high. Cable last week-end announces two shilling advance in Greece. Raisins—Very little change; pretty well cleaned up on seedless in the primary

market. Peels—Market very firm, but little interest shown, as this is a rather quiet period. Prunes—The market holding about the same. No decline, if anything slightly firmer. Dates—No change from situation reported last week. Evaporated apples—Market said to be a little firmer. Local houses report Vostizza currants off the market until new pack arrives about the end of October. There seems little chance of getting Fard dates of good quality in the primary market.

Dried Fruits—		
Evaporated apples, choice, 50's	0 07 1/2	
Evaporated apples, choice, 25's	0 08	
Evaporated apples, 3-lb. cartons	0 30	
Pears, choice, 25's	0 12 1/2	
Apricots, choice, 25's	0 14 1/2	
Apricots, choice, 10's	0 15 1/2	
Peaches—		
Choice, 25-lb. boxes	0 07 1/2	
Choice, 16-lb. boxes	0 08 1/2	
Currants—		
Filiatras, wet, fresh cleaned	0 15 1/2	0 15 1/2
1 lb. package Amalias	0 16 1/2	
2 lb. package	0 33	
Dates—		
Hallowee, loose, per lb.	0 09	
Hallowee, 12-oz. pkgs.	0 08 1/2	
Raisins, California—		
16 oz. fancy, seeded	0 10	0 10 1/2
16 oz. choice, seeded	0 10	0 10 1/2
12 oz. fancy, seeded	0 06	0 08 1/2
12 oz. choice, seeded	0 07 1/2	0 07 1/2
Raisins, Muscatels—		
3 crown, loose, 25's	0 08 1/2	0 08 1/2
3 crown, loose, 50's	0 08 1/2	0 08 1/2
Raisins, Cal. Valencias—		
25-lb. boxes	0 09	0 09 1/2
50-lb. boxes	0 09 1/2	0 09 1/2
Prunes—		
90 to 100, 25s	0 07 1/2	0 07 1/2
80 to 90, 25s	0 07 1/2	0 07 1/2
70 to 80, 25s	0 08 1/2	0 08 1/2
60 to 70, 25s	0 09	0 09 1/2
50 to 60, 25s	0 09 1/2	0 09 1/2
40 to 50, 25s	0 10 1/2	0 10 1/2
Peels—		
Orange, lb.	0 17 1/2	0 18 1/2
Lemon, lb.	0 18	0 18
Citron, lb.	0 21 1/2	0 21 1/2

Barley Likely to Advance

DRIED VEGETABLES.—In the primary market beans continue to be very scarce, and will be until the new crop is in. Some Winnipeg jobbers have good stocks, but the stocks of some are said to be light. Pot and pearl barley are likely to advance, due to the high prices being asked on whole barley. Split peas are firming, and an advance, which has not gone into effect locally, will make them \$5.75 for 98 lbs.

Beans—		
Japanese white beans, bushel	5 30	
California Lima Beans—		
80-lb. sacks	0 07 1/2	
Barley—		
Pot, per sack, 98 lbs.	3 20	
Pearl, per sack, 98 lbs.	4 30	
Peas—		
Split peas, stck., 98 lbs.	5 50	5 75
Whole peas, bushel	3 30	3 30

Tapioca and Sago Prices Vary

RICE.—The tapioca and sago market is showing a firmer tone. Local prices vary considerably on tapioca and sago. Some houses are selling at 8 1/2c, whereas others are quoting higher than 9c. Quotations on sago vary from 8c to 8 3/4c. There is very little doing in rice, which is usually quiet at this time of year.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	0 05 1/2	0 05 1/2
No. 2 Japan, per lb., 100-lb. bags	0 04 1/2	0 04 1/2
Siam, per lb., 100-lb. bags	0 04 1/2	0 04 1/2
Patna, per lb., 100-lb. bag	0 07 1/2	0 07 1/2
Carolina, per lb., 100-lb. sacks	0 05 1/2	0 05 1/2
Sago, pearl, sacks, per lb.	0 05	0 05 1/2
Tapioca, pearl	0 08 1/2	0 09

Coffee Has Upward Tendency

COFFEE.—The market is holding about the same, with an upward tendency on practically everything.

Coffee—		
Green, choice, No. 7 Rio	0 14 1/2	0 14 1/2
Green, choice, No. 5 Rio	0 16	0 16
Green, Santos	0 18 1/2	0 18 1/2
Roasted Rio, in bulk, bbls.	0 18 1/2	0 20
Roasted Santos	0 23	0 25
Maracaibo, green	0 19	0 20
Chicory, lb., Canadian, 14-lb. tins	0 10 1/2	0 10 1/2

MEATS FIRM AT RECENT ADVANCE

Slight Advance in Cheese—Eggs Are Unchanged.

Winnipeg PRODUCE AND PROVISIONS.—The hog market last week end was very firm at \$12. Meats continue high still, and are very firm at the advance made last week. Lard is very firm, but quotations remain about the same. Butter is slightly higher; No. 1, creamery is bringing 30-31c and No. 2, 29-30c. Regular stock of dairy butter is being sold to the trade 24-26c. Eggs are practically unchanged, and are bringing 24-25c. There is a slight advance in cheese, but not as heavy as was expected. Local wholesalers seem to think that Winnipeg has been selling on too low a basis compared with the East.

Hams—		
Light, per lb.	0 24	0 25
Medium, per lb.	0 22	0 23
Large, per lb.	0 19	0 20
Bacon—		
Breakfast, per lb.	0 24	0 25
Breakfast, select, lb.	0 24	0 27 1/2
Backs, select, per lb.	0 26	0 28
Backs, best	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light	0 18 1/2	0 18 1/2
Cooked Meats—		
Hams, boiled, per lb.	0 32 1/2	0 33
Shoulders, boiled, per lb.	0 24	0 25
Roast hams, lb.	0 36	0 37
Barrelled Pork—		
Mess pork, bbl.	34 00	
Lard, Pure—		
Tierces	0 16	
Pails	3 32 1/2	
Cases, 10s	10 05	
Cases, 5s	10 13	
Cases, 3s	10 20	
Cartons	0 17 1/2	
Lard, Compound—		
Tierces	0 13 1/2	
Tubs, 50s, net	6 74	
Pails, 20s, net	2 80	
Butter—		
Fresh made creamery, No. 1	0 30	
Creamery, No. 2	0 29	
Best dairy	0 24 1/2	0 25
No. 2 dairy	0 20	0 21
Cooking	0 16	0 18
Fresh Eggs—		
Extras in cartons	0 30	
No. 1's, cases	0 25	
Trade cases	0 25	
Cheese—		
Ontario, large	0 18 1/2	0 19 1/2
Ontario, twins	0 18 1/2	0 19 1/2

Prices Announced on Canned Goods

CANNED GOODS.—Opening prices have been announced on raspberries, and they are very high. The jobber is paying \$1 per case more than he did at this period last year. Peas have opened at 45c per case higher. The feature as regards new pack is that jobbers who placed their orders last spring will only get limited deliveries; i.e., canners will only deliver 50 per cent. of raspberries ordered, 75 per cent. strawberries, 90 per cent. standard peas and cherries, and 50 per cent. their grades of peas. The market in the East is bare of spot stocks of vegetables. Opening prices on

canned salmon are expected here August 25. From what can be seen now nearly all canned goods will be higher this year.

New Prices in Winnipeg

Many Winnipeg jobbers have put their prices up on canned vegetables and fruits for old stock to a level based on what new stock would cost them. For instance, tomatoes which were selling for \$2.65 are now being quoted at \$2.85. Some houses are asking over \$3 for tomatoes, and as old pack are costing them \$2.95, they are justified in asking this price. Prices on new pack tomatoes had not been named at time of writing. The new price on old pack Standard peas is \$2.35; they were formerly \$2.05. Prices are not yet named for new pack peas, but a local house figures that quotations will be about as follows:—Standard peas, \$2.55; Early June, \$2.85; and Sweet Wrinkles, \$3.50. American strawberries are on the market, bringing \$4.50; new pack Canadian will sell around \$4.85, and raspberries are expected to open at about \$5.15. Red pitted cherries should open at about \$1.80.

Salmon to be Higher

Information received regarding salmon indicates that prices will be much higher this year. All kinds of stories are going around; one being to the effect that the pack will be the shortest for thirty-five years. Another factor which will raise the price of salmon considerably is that after September 1, an increase in freights goes into effect of 20c per cwt. from the coast, which is the equal to 15c per case. Practically the whole pack will be shipped after that date, which means that 15c per case will be added to the cost. Some new Red Sockeye 1/2's have recently arrived here, which will sell at \$12.80 per case of 96 1/2's. This is an advance of about 80c, which is surprisingly small. The advance will be much higher on 1's, although very few 1's will be packed. Mostly 1/2's will be offered this year. New pack prices have been named on a basis where they can be sold for \$5 for 48 1's Talls. No prices have been named on Cohoes.

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Aug. 23.—Excellent weather conditions prevail here and business is good. Crops are looking splendid, and cutting has commenced. The outlook is exceedingly bright. Sugar has advanced, and is now quoted at \$8.95. Flour has advanced 15c to a basis of \$4.15 per 100 lbs. Syrup has advanced 25c per case. No. 1 dairy butter is quoted at 24c; No. 2, 21 1/2c lb. Rolled oats are quoted at \$2.90.

General—

Beans, small white Japan, lb.....	0 08
Flour, No. 1 patent, 96's	3 75
Molasses, extra fancy, gal.	0 77

Rolled oats, ball	3 00
Rolled oats, 80's	2 90
Rice, Siam, cwt.	3 90
Potatoes, local, per bush	0 40
Sago and tapioca, lb.	0 09
Sugar, pure cane, granulated, cwt.....	8 95
Shelled walnuts, finest halves, lb.....	0 38
Shelled walnuts, broken, lb.	0 28
Produce and Provisions—	
Cheese, No. 1, Ontario, large, per lb..	0 18 1/2
Butter, creamery, lb.	0 32
Butter, No. 1, dairy, lb.	0 24
Butter, No. 2 dairy, lb.	0 21 1/2
Lard, pure, 56, per case	10 15
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 26
Lard, pure, 36, per case	10 35
Eggs, new laid, per doz.	0 20
Eggs, case	6 75
Canned Goods—	
Tomatoes, 3s, standard, case	3 10
Tomatoes, gala, case	2 25
Corn, 2s, standard, case	2 35
Peas, 2s, standard, case	2 45
Apples, gala, Ontario, case	1 95
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	9 65
Salmon, pink, talls, 48x1s, per case...	4 25
Lobster, 1/4s, per doz.	3 00
Dried Fruits—	
Currants, lb.	0 13 1/2
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 08 1/2
Apricots, choice, 25s, per lb.	0 17
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07 1/2
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, Aug. 23.—Creamery butter has advanced 3 cents per pound making the price locally 34c per pound. Canned vegetables have taken a big jump. Peas and corn are now quoted per standard case at \$2.65.

Tomatoes 2 1/2's are now quoted at \$3.25; 3's at \$3.45. Canned fruit are generally higher, 2's raspberries are quoted at \$5.10; strawberries \$5.50, apples are quoted at \$2. Cheese is firm. Raisins are tending upwards. The season for fresh raspberries is over. Peaches are now in full swing at 90c to \$1.10 per basket. B.C. potatoes are quoted at \$25 per ton.

General—	
Beans, small white Japan, lb.	0 08 1/2
Flour, No. 1 patent, 96's	4 75
Molasses, extra fancy, gal.	0 75
Rolled oats, ball	3 15
Rolled oats, 80s	2 90
Rice, Siam, cwt.	4 50
Potatoes, local, per bush	0 50
Sago and tapioca, lb.	0 10
Sugar, pure cane, granulated, cwt.....	9 05
Shelled walnuts, finest halves, lb.....	0 49
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, No. 1 Ontario, large, per lb.	0 21
Butter, creamery, lb.	0 34
Butter, No. 1, dairy, lb.	0 25
Lard, pure, 56, per case	10 30
Bacon, smoked backs, per lb.	0 23 1/2
Bacon, smoked bellies, per lb.	0 25 1/2
Lard, pure, 36, per case	10 00
Eggs, new laid	9 00
Eggs, No. 1	8 00
Canned Goods—	
Tomatoes, 3s, standard, case	3 70
Corn, 2s, standard, case	2 65
Peas, 2s, standard, case	2 65
Tomatoes, gala, case	3 25
Tomatoes, 2s	3 25
Tomatoes, 3s	3 45
Apples, gala, Ontario, case	2 00
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	5 10
Salmon, finest sockeye, talls, 48x1s, cs.	10 00
Salmon, pink, talls, 48x1s, per case...	4 50
Lobster, 1/4s, per doz.	3 70
Dried Fruits—	
Currants, lb.	0 15
Evaporated apples, 50s, per lb.	0 10
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 17 1/2
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 08
Sultana raisins, Cal., extra fancy	0 14
Manchurian shelled walnuts	0 30
Fresh Fruits and Vegetables—	
Oranges, Val., box	5 25
Lemons, box	9 50
Raspberries, crate	2 00

BE A MAN

It's a mighty good thing, while you're running life's race, Just to pause as you go, and to come face to face

With your conscience, and ask it a question or two; For it's right you should know what your life means to you.

Have you done things worth while, have you drifted along? Have you filled it with sighs, have you filled it with song? Have you helped when you should, have you tried to do right? Have you struggled for good, or just fought on for might?

Have you given your hand to some fellow in need? Have you sneered at the man who was not of your creed? Have you been open-hearted and ready to do? Have you tried to be just, have you tried to be true?

In your judgment of men, have you been always fair? Have you learned to forgive in the face of despair? Have you fought against greed, or succumbed to its lust? Have you learned what it means to protect and to trust? Oh, it's easy to preach and it's easy to tell Of the other chap's faults, but your own faults—ah, well; We are cowards at times, and the truth you will find Is a thing we dislike, for it's rather unkind.

But the past, let it rest; give a thought to to-day, And to-morrow as well, for the time's growing grey; Do the things that you should, do the best that you can, Crown your life with your deeds, be a red-blooded man.

Earl Grey says of the Canadian National Exhibition:—"It will have an influence of far reaching effect on the life of the Canadian nation and on its place in the Empire of the Crown."

WANTS HIS TRADE PAPER

MacLean Publishing Co.
Dear Sirs:—Enclosed find \$3.00 for subscription to CANADIAN GROCER. I wouldn't do without it for twice the price.
THOS. McCANN,
Cromarty, Ont., July, 14, 1916.



FRUIT AND VEGETABLES



American Apples Have Advanced

**Heavy Shiploads of Bananas Expected—
Blueberries Have Declined—
Late Apple Crop Reported Poor**

Montreal

FRUIT.—There has been little change in prices. Supplies come in steadily. There has been no sudden glut, and the supply and demand have about averaged up evenly. No. 1 Duchess Apple has shaded 50c, but Americans have gone up 50c to \$1. Blueberries have again declined and are now quoted at \$1.50. This seems the only line in which the supply has more than met the demand. California exports are in as heavy consignments, but the demand continues to meet all shipments. Bananas are in about the same position, but some heavy shiploads are anticipated, which will lessen the tension somewhat. The late apple crop is not expected to be very good, and merchants must expect high prices.

Apples, Duchess, per bbl.—No. 1.....	2 00	2 50
No. 2.....	2 50	3 00
No. 3.....	1 50	1 75
Apples, Red Astrachan, barrels.....	1 75	2 25
Apples, Early Williams, baskets.....	0 40	0 75
Bananas, bunches, 11-qt. basket.....	2 25	2 75
Cantaloupes, per crate.....	3 50	4 00
Cherries, crates.....	2 50	3 00
Cherries, black, eating, 6-qt. basket.....	1 00	1 10
Cherries, red, eating.....	0 75	1 00
Cherries, red, sour.....	0 50	0 75
Currants, black, 11-qt. basket.....	0 75	0 75
Currants, red, 11-qt. basket.....	0 75	0 75
Gooseberries, 46-54-64-80-96.....	7 00	7 00
Gooseberries, per gal.....	0 40	0 40
Blueberries, Lake S. John, 16-qt. box.....	1 50	1 75
Lemons—		
Verdellis.....	7 00	7 00
Messina, 300 size, box.....	6 50	7 00
Montreal melons, per doz.....	12 00	13 00
Oranges—		
California seedless.....	4 50	5 50
Plums, 4 basket crate.....	2 50	3 00
Peaches, in baskets, 6 to crate.....	3 50	3 50
Peaches, California.....	2 00	2 00
Pears, California, per box.....	4 00	5 00
Pineapples, 18-24 and 30-36.....	3 00	3 50
Limes, per box.....	1 35	1 50
Watermelons,.....each	0 40	0 50

FAVORABLE WEATHER REDUCES VEGETABLE PRICES

Montreal

VEGETABLES.—Supplies have come along in good shape, and many more sellers have appeared. The weather has been favorable for the products, and the result is seen in lower prices. Beans have fallen 15c, cucumbers 10c on the higher price, making an average price of 15c. Montreal onions have fallen 50c, and there are decreases in spinach and tomatoes. With the continued larger receipts of new onions, Spanish in crates show a further decline of 50c. American potatoes have held their price

this week, but the home product is slowly undermining their price.

Beans, Mel, 20-lb. bag.....	0 50	0 75
Beets, new, per doz. bunches, Montreal.....	0 50	0 50
Cabbage, Montreal, per doz.....	0 25	0 50
Carrots, new, per doz. beas.....	0 25	0 30
Cauliflower, Montreal.....	2 50	2 50
Celery, per doz.....	0 50	0 75
Corn, Montreal, per doz.....	0 10	0 15
Cucumbers, Montreal, per doz.....	0 15	0 15
Egg plant, N.Y., doz.....	0 25	2 00
Garlic.....	0 30	0 30
Leeks, bunch.....	0 15	0 15
Head lettuce, Montreal, per 2 doz. box.....	1 50	1 50
Curly lettuce, doz.....	0 15	0 20
Mint, doz.....	0 15	0 15
Mushrooms, 4-lb. basket.....	2 00	2 50
Onions, Montreal, per doz. bunches.....	0 50	0 50
Onions—Spanish onions, per crate.....	5 00	5 50
Parasips, new, per doz. beas.....	1 00	1 00
Parsley, Montreal, per doz.....	0 25	0 25
Potatoes—		
New, per bbl., Amer.....	4 00	4 00
Montreal, white, 80° lbs., bag.....	1 75	1 75
Sweet, hamper.....	2 50	2 50
Radishes, per doz.....	0 10	0 15
Rhubarb, per doz.....	0 10	0 10
Spinach, Montreal, box.....	0 50	1 00
Turnips, bag, Quebec.....	1 25	1 25
Turnips, new, per doz. bunches.....	0 10	0 25
Tomatoes, hothouse, lb.....	0 30	0 30
Tomatoes, Montreal, Red, per box.....	0 75	0 75
Tomatoes, Montreal, Rose, per box.....	1 00	1 00
Watercress, Canadian, doz.....	0 30	0 30

Fruit Coming In Large Quantities

Peaches More Plentiful With Lower Prices—Good Crop of Canadian Sugar Melons

Toronto

FRUIT.—Fruit has been coming to the local market in better quantities during the past week, particularly so in the case of peaches and plums. California fruit, such as peaches and pears has been somewhat scarce, and consequently slightly higher prices. Some fine samples of the California Malaga grapes are in the market, being quoted at \$2.75 to \$3 per case. Berries, with the exception of thimbleberries or Lawton berries, are off the market. Gooseberries and red currants are done. Black currants are getting scarce. Canadian sugar melons have been coming to the market in goodly quantities and the prices have dropped accordingly. The warm, bright weather has been favorable to the maturing of these fruits if it has retarded most lines. In the 11-quart basket they are selling at 35 to 50c, while in the 16-quart size they are selling at 75c to \$1.

Apples, yellow harv't and astrach'n, 11 qt.....	0 25	0 40
Bananas, bunch.....	1 50	2 25
Blueberries, 11 qt.....	1 00	1 25
Cherries, Can., 11-qt.....	0 85	1 00
Cherries, Can., 6-qt. basket.....	0 50	0 60
Oranges—		
Late Valencias, case.....	5 00	5 75
Grapes Cal., case.....	2 75	3 00
Lemons, Verdelli, case.....	3 00	3 00
California, 499's.....	8 00	8 00
360's-300's.....	8 50	8 50
Limes, per 100.....	1 75	1 75
Pears, boxes.....	4 25	4 25
Canadian, 6-qt. bkt.....	0 30	0 40
11-qt. bkt.....	0 40	0 60

Peaches, Elbertas, case.....	1 75	2 00
Peaches, Crawford, late.....	1 75	2 00
Peaches, Alexanders or Triumphs, 6-qt.....	0 35	0 50
Peaches, Alexanders or Triumphs, 11-qt.....	0 50	0 60
Peaches, St. John freestone, 11-qt.....	0 60	1 00
Plums—		
Canadian Abundants, 6-qt.....	0 45	0 45
11-qt.....	0 85	0 85
Green Gage, 11-qt.....	0 75	0 75
Plums, 4 baskets.....	2 75	3 00
Peaches, California, box.....	1 15	1 50
Melons, sugar, Canadian, 11-qt.....	0 35	0 50
16-qt. basket.....	0 75	1 00
27-qt. crates.....	1 25	1 25
Currants, black, 11 qt.....	1 15	1 50
Thimbleberries, qt.....	0 13	0 15
Watermelons.....	0 50	0 60

ONTARIO POTATOES COMING IN BETTER QUANTITIES

Toronto

VEGETABLES.—Ontario new potatoes in baskets are coming along in better quantities during the past week. Eleven-quart baskets are selling at 50c. Old Ontario potatoes by the bag are off the market. New American potatoes by the barrel are selling slightly higher, the price quoted being \$4.75 to \$5. New corn on the cob is becoming scarcer and in consequence is quoted at an advanced price last week, the figures being 15 to 20c per doz. ears. Beans, both wax and green, are harder to get and the price has advanced slightly. Cucumbers are easier in price. Ontario cabbage by the case was selling at \$3.75 per case, an advance of 50c over last week.

Cabbage, Canada, case.....	3 75
Cabbage, Canada, barrel.....	3 00
Beets, basket.....	0 50
Beans, green.....	0 60
Beans, wax.....	0 65
Carrots, basket.....	0 50
Celery, Canadian, dozen.....	0 40
Corn, doz.....	0 15
Cucumbers, basket.....	0 40
Eggplant, 11-qt.....	0 75
Onions—	
Yellow, American, 40-lb.....	2 50
Spanish, crate 120 lbs.....	4 25
Cincinnati, 100-lb. sack.....	4 50
Green, doz. bunches.....	0 20
Oregon, 100 lbs.....	3 50
Lettuce, leaf, doz.....	0 15
Lettuce, head, dozen and half.....	0 40
Parsley, 11 qt. basket.....	0 40
Peppers, green, basket.....	0 65
Potatoes—	
Ontario, bag.....	1 90
New, barrel.....	4 75
New, bag, American.....	2 50
Squash, summer, basket.....	0 50
Cress, water, basket.....	0 60
Tomatoes, Canadian, 11-qt. basket.....	0 40

PEACHES AMONG BEST SELLERS AT WINNIPEG

Winnipeg

FRUIT AND VEGETABLES.—Local corn is coming on the market, selling for 30-40c per doz. California grapes in crates are moving fairly well at \$3.00. Tokays are expected in a few days, and should open at \$3.25-3.75 per crate. Mississippi tomatoes are off the market; B. C. tomatoes four baskets to crate are bringing \$1.50. Ontario in 11 quart baskets are quoted at the same

(Continued on page 35.)



FISH AND OYSTERS



Lobsters and Pike Advance in Price

Swordfish and Smelts Now on Market—Halibut Firming in Price—Salmon Quotations are Firm—Consignments Expected this Week

Montreal

FISH.—Continuous warm weather is interfering with the trade somewhat, although if consumers only realize that fish is the best food to eat under such torrid conditions, the reverse should be the case. As the season advances more inquiries are coming regarding production and prices on all kinds of salt and pickled fish. Reports regarding fresh fish are good. Lobsters have advanced 5c and scallops are quoted at \$2. Halibut, due to shortage of labor and the fish leaving the banks, is firming up. Salmon, though not advancing in price, is very firm, as there has been a very heavy drain upon this fish. The lake fish trade is disappointing, and supplies which were promised did not realize. Pike has advanced 1c. Reports are to the effect that shipments will improve from now on, and if that is so the market should become easier. Swordfish and smelts are now on the market and quoted at 13 and 12 respectively. Heavy consignments of halibut and salmon are expected this coming week.

SMOKED FISH

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

PRAWNS, SHRIMPS, LOBSTERS

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

FRESH SEA FISH

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

FRESH LAKE FISH

Carp, lb.	0 09
Pike, lb.	0 09
Perch	0 10
Whitefish, lb.	0 13
Lake Erie whitefish	0 03½
Herrings, each	0 03½
Herrings, lb.	0 05
Lake trout	0 13
Eels, lb.	0 08

Dore	0 14
Brook trout	0 25
Swordfish	0 13
Smelts	0 12

Salmon Trout And Whitefish Scarce

Consumption of Fish Not Large Owing to Dearth of Supplies—Small Shipments Western Salmon

Toronto

FISH.—There is still insufficient fish in the market to meet the local demands. Salmon trout and whitefish continue to come in rather meagre quantities. In consequence the price of lake trout is firm, with a tendency to advance. There is practically none to be had under the 12c line. Halibut is easier in price owing to a fairly good supply reaching the market. It is now selling at 12c per pound, a decline of 1c. Shipments of Western salmon continue light and the price for this commodity holds firm, with an inclination toward higher levels. It is now quoted at 16c to 17c. In salmon, trout and whitefish there is not enough to meet the local demands. Large quantities of the two latter varieties are expected with the cooler weather of next month.

SMOKED FISH.

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

SHRIMPS, LOBSTERS.

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

FRESH SEA FISH.

Halibut	0 12
Haddock, fancy, express, lb.	0 07
Steak, cod, fancy, express, lb.	0 09
Flounders	0 07
Flounders, New York	0 07
Salmon, Western	0 16

FRESH LAKE FISH.

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

Shortage of Salmon At the Pacific Coast

Halibut and Trout Scarce at Winnipeg—Poultry Coming in Freely.

Winnipeg

FISH AND POULTRY.—There is a shortage of salmon at the Coast, and local stocks are still bringing 16c per lb., there is very little likelihood that salmon will be any cheaper this year. Halibut is rather scarce, although it is still quoted at 11c; it should be 12c, and an advance to this figure may be

expected. Trout is very scarce, and is quoted at 13c. White fish is bringing 9½c per lb., and will be very scarce from now on. Poultry is coming in more freely; there are quite a few Spring broilers arriving at \$1.50 per pair. Fowl sells for 23c per lb.

Fish—

Fresh salmon	0 16
Fresh halibut	0 11
Steak, cod, per lb.	0 09
Lake Winnipeg whitefish	0 09½
Fresh finnan haddie	0 11
Kippers, per box	2 00
Fresh lake trout, per lb.	0 13
Bloaters, per box	2 00
Salt mackerel, 20-lb. kit	3 00
Pickrel, lb.	0 16
Smoked gold-eyes, doz.	0 50
Poultry, Live—	
Fowl	0 21
Broilers, pair	1 50

FRUIT AND VEGETABLES

(Continued from page 34.)

figure. Oranges are moving at \$5.50 per case. Because of the hot weather there is a fair demand for lemons, although the high price has affected the demand; California lemons are bringing \$10.00 case. Among the best sellers are peaches at \$1.35 crate for Washingtons, and \$1.75 for Californias. By the time this goes to press Washington peaches will no doubt be considerably cheaper. Plums are bringing \$2.25 crate, and apricots are down to \$1.35-1.50. New B.C. potatoes are in, bringing 2c per lb. Canteloupes are quoted at \$6.00 crate, and water melons at \$7.00.

Fresh Fruits—

Apples, Washington, box	2 50
Bananas, lb.	0 04½
Cantaloupes, crate	6 00
Grapefruit, case	6 50
Grapes, California, crate	3 00
Grapes, Tokays	3 25
Valencia oranges, case	3 75
California lemons	5 50
Plums, crate	10 00
Apricots, crate	2 25
Peaches, crate	2 50
Watermelons	1 25
Crab apples, box	1 35
	7 00
	1 75

Vegetables—

Peppers, per basket	0 75
Mushrooms	0 30
Carrots, dozen bunches	0 30
B.C. potatoes, new, lb.	0 02
Garlic, per lb.	0 25
California onions, lb.	0 04½
Spanish onions, crate	2 50
Tomatoes, B.C., crate, 4 baskets.	1 50
Tomatoes, Ontario, 11-qt. basket	1 50

FAMINE PREDICTED IN EGGS

F. C. Elford, of the Department of Agriculture at Ottawa, predicts an egg famine in Canada this fall and winter. He bases his predictions on the late wet spring and the foreign demand. He expects prices to reach high levels.



FLOUR AND CEREALS



Flour Market Remained Steady

Bread Has Advanced — Millers Behind With Orders—Future Depends on Crop

Montreal

FLOUR.—For a time being at any rate the flour market has remained steady at last week's prices. What it will do by this time next week no one will venture to prophesy. It may be mentioned here that bread has advanced, and local grocers are now charging 1c to 2c more a loaf. Millers are still reporting as being away behind, and there seems no slackening in the demand. This is due probably to the over-buying as many think that the market will continue to soar. Apparently all depends upon the crop returns from the western provinces, for it does not seem at present as if the American buying would correspond with the heavy purchasing here, that is in comparison.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	8 20	
Second patents	.....	7 70	
Strong bakers	.....	7 60	
		Car	Small
Winter Wheat Flour—		lots	lots
Fancy patents	.....	6 50	6 75
90 per cent. in wood	.....	5 85	6 00
90 per cent. in bags	.....	2 75	3 00

OATS GO UP SEVEN CENTS IN PAST WEEK

CEREALS.—The market is very strong in cereals, and higher prices are generally anticipated. Oats have taken a boost, small lots going up 5c to 10c, the 25 bags or more ranging from \$2.60 to \$2.90, while the packages in case are firm at \$4. Oats have jumped up 7c in the past week which generally corresponds to about 20c per case goods. The demand is good, and more shake ups in the market are anticipated.

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

LAST WEEK'S ADVANCE IN FEEDS MAINTAINED

Montreal

FEEDS.—The jump up in prices last week, have been maintained, but no further increase is noted with the exception of feed wheat which is now \$2.40, an ad-

vance of 15c. The market is such that orders for mixed cars get the preference. No relief to the present congestion is anticipated for some time, as the millers are away behind on old orders let alone the new ones coming in with the strength of a flood.

Mill Feeds—	Per ton.
Bran	24 00
Shorts	25 00
Middlings	29 00
Wheat moulee	33 00
Feed flour	34 00
Mixed chop, ton	34 00
Crushed oats, ton	36 00
Oats, chop, ton	36 00
Barley, chop, ton	34 00
Feed oats, Manitoba, bush.	0 60
Feed wheat, bag	2 40

Uncertainty Now Evident In Flour

Conservative Mills Only Buying Wheat From Hand to Mouth—Wheat Still Firm

Toronto

FLOUR.—The flour market is in one of those hesitant stages that sometimes develop when wheat prices are firm and advancing. There has been a firmness in the wheat market with advances during the opening hours of the week, and this has put mill men in a mood to anticipate the possibility of further advances in flour should further advances take place in wheat. No. 1 Northern wheat sold at \$1.68½ track bay ports—Meaford, Owen Sound and other ports along Georgian Bay—which is in the neighborhood of 36c higher than at the same date last year. This price showed an advance of 5c over the Saturday prices. Under the present conditions mills do not feel like making contracts for flour. The conservative millers are waiting to see what the future will bring forth, and are working in a hand-to-mouth way. Flour prices remain unchanged.

Manitoba Wheat Flour—		Small lots.	Car lots.
		per bbl. of 2 bags	
First patents	.....	8 30	8 10
Second patents	.....	7 80	7 60
Strong bakers	.....	7 60	7 40
Ontario winter wheat flour, 90 per cent.	.....	6 10	5 80

CORNMEAL ADVANCES WITH HIGH CORN PRICES

Toronto

CEREALS.—Cornmeal advanced 15c during the week in keeping with the high price of corn. American yellow corn, No. 3, sold in Toronto at 97½c on track at Toronto, the highest within the memory of interested parties. Yellow cornmeal in consequence is now selling at \$2.85 per 98 lbs. For cereals as a whole the demand has fallen somewhat.

Barley, pearl, 98 lbs.	4 30	4 40
Barley, pot, 98-lbs.	.....	3 25
Buckwheat grits, 98 lbs.	.....	4 60
Corn flour, 98 lbs.	3 00	3 25
Cornmeal, yellow, 98 lbs.	.....	2 85
Graham flour, 98 lbs.	.....	3 80
Hominy, granulated, 98 lbs.	.....	3 00
Hominy, pearl, 98 lbs.	.....	3 00
Oatmeal, standard, 98 lbs.	.....	3 30
Oatmeal, granulated, 98 lbs.	.....	3 30
Peas, Canadian, boiling, bush.	.....	3 00
Rolled oats, 90-lb. bags	.....	3 05
Rolled wheat, 100-lb. bbls.	.....	3 25
Rye flour, 98 lbs.	.....	2 95
Whole wheat flour, 98 lbs.	.....	3 80
Wheatlets, 98 lbs.	.....	4 05

MILL FEEDS ADVANCE IN FACE OF BIG DEMAND

Toronto

FEEDS.—In the face of a very heavy demand some of the mill men have advanced their prices on feeds still further. With others the prices of last week are holding firm. The demand is heavier than most of the mills can supply. Bran was quoted by some at \$25 a ton, an advance of \$1. Shorts and middlings were also quoted by some millers at an advance of \$1. Millers point out that the prices of mill feeds are not out of proportion with other years, although wheat and flour are.

Mill Feeds—	per ton
Bran	24 00 25 00
Shorts	25 00 27 00
Special, middlings	27 00 29 00
Feed flour, per bag	1 85 2 10
Oats—	
No. 3, Ontario, outside points	6 55 0 56

INCREASED DEMAND FOR ROLLED OATS

Winnipeg

FLOUR AND CEREALS.—First patents remain at the high level of \$8.00 per barrel and \$6.50 for second patents. The wheat market during the past week has fluctuated from \$1.40 to \$1.50, and there is nothing certain yet as to what prices will be when the crop begins to move. There have been some ominous reports issued by the Manitoba government lately on the wheat crop in this province. The facts seem to be that there is a good crop in Saskatchewan and Alberta, but that the crop in Manitoba will be much less than it was last year. Rolled oats continue at the recent advance, and are bringing \$2.50. Packages to-day are quoted at \$3.90 per case family size. Cornmeal remains at \$2.80. Feeds are very strong, and all mills report being considerably oversold. Mixed chop is now quoted at \$34.

Flour—		
Best patents	.....	8 00
Bakers	.....	7 50
Clears	.....	6 80
XXXX	.....	5 80
Cereals—		
Rolled oats, 80 lbs.	.....	2 50
Rolled oats, pkgs., family size	.....	4 00
Oatmeal, standard and gran., 98 lbs.	.....	2 75
Cornmeal, 98 lbs.	.....	2 80
Feeds—		
Bran, ton	.....	19 00
Shorts, ton	.....	20 00
Middlings, ton	.....	30 00
Mixed chop, ton	.....	30 00

The Square Deal in the Square Package



Make no mistake; Tillson's quality cereals are put up only in square, sanitary, dust-proof packages which retain the original fine flavor for which Tillson's cereals are noted from coast to coast.

Quality, then Price

Quality is the first consideration always in the preparation of Tillson's Rolled Oats, Tillson's "Scotch" Fine Cut Oatmeal, Tillson's "Scotch" Health Bran.

Send for our free window displays—the most effective method of bringing those widely known cereals to the attention of your customers.

Canadian Cereal and Flour Mills Co., Limited

Toronto

Ontario

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

Provisions Represent an Important Percentage

Such is the Opinion of an Ottawa Grocer—In His Case it is Thirty-three — Modern Equipment Favorably Placed is the Chief Reason—Department Straight Opposite Store Entrance.

THAT provisions represent a very important percentage of general grocery business is the opinion of Mr. Bell, of Duncan Bell, Bank Street, Ottawa. Mr. Bell was for many years the manager of the grocery department of the departmental store in Ottawa, Bryson, Graham & Co., and in that store and latterly in his own he has garnered a great deal of important experience which is worth while handing on. He has always made good along the line of handling provisions, and his views on the subject are, therefore, worth while.

When asked at first just how much of the percentage of his business was represented by provisions, Mr. Bell was at a loss. He said he found it difficult to estimate. Roughly, however, he thought that provisions were a third of the business; 33 1/3 per cent. of a general grocery business represented by one set of lines, provisions, shows this to be an important department.

Mr. Bell has always boasted provisions. In discussing the subject with him of why occasionally grocers do not make good in provisions, the information was elicited that it is because many of them do not figure their profit collectively. Mr. Bell pointed out that if profits were figured on the buying price rather than on the selling price the grocer was liable to be in wrong.

The Difference in Figuring

"Ten per cent. of the buying price is certainly not 10 per cent. of the selling price," said Mr. Bell. "The trouble with a number of grocers in figuring their profit is that they allow a percentage for profit, which percentage is figured on the selling price, and they then add this percentage to the buying price instead of to the selling price."

Mr. Bell has had particularly good business this summer in cooked meats. What has been largely responsible for this is the excellent location of his provision department, not to say its cleanliness and inviting appearance. Canadian Grocer was able to see this department. The whole store which Mr. Bell has is modern and laid out on a systematic and well-ordered plan. General groceries line one side of the store, and opposite are fancy goods, such as biscuits. Windows stretch on three sides of the store, and run the whole length of the wall. At the back of the store—that is, directly facing the entrance—is the provision department. This consists of one long white marble counter, on which are kept some cooked meats, bacon, and so forth. The inside of this counter is a refrigerator, which keeps cool and appetizing meat and butter on the hottest day. Back of the counter again is a refrigerator, in which is contained butter

and cheese. A bacon slicer adorns the one end of the marble counter and a cheese cutter the other. The counter itself is about eight feet in length by three in width, and about four in depth. It is wide and roomy, and its whiteness and the character of the material used insures cleanness and freshness at all times.

Modern Equipment

The store throughout is equipped in the most modern way. Bins, which give an index to what is inside the glass, line the whole of one side of the store. It is all modern and up-to-date. The windows have very large bases, which are on about the same level as the floor. The spaciousness of the windows enabled them to be utilized for fairly large and full displays. The bases of the windows are in hardwood, which needs little decoration.

The whole store is one of the most attractive we have yet seen. And as attractive as anything in it is the provision department, which represents one-third of the total turnover.

Mr. Bell had something to say along the line of the difficulty some grocers were having with their cooked meats and bacons because of reigning prices, which are very high. The general experience of grocers seems to be that unless great care is exercised in handling these, waste may make a hole in profits. This is undoubtedly so. Mr. Bell points out that the generous grocer who lets a pound and half an ounce of bacon go as a pound will ultimately, if he does it often, swallow up his legitimate profit. Evaporation is another thief to watch, too. In hot weather evaporation will steal quite a percentage of bacon, sav, and thus help to swallow profits.

YOUR SUNDAY DINNER

There is a saying—perhaps a bit on the slangy side—but it really conveys so much meaning that we are going to use it—"Have a heart." If you are housekeeper as well as cook have a heart for yourself and if some other person looks after the cooking, have a heart for her these hot days, make your or her work as light as possible on Sunday by buying some the things we mention today.

Cooked Meats,

ready to be placed on the table,
Beef, Ham, Boiled Ham,
Roast Pork, Jellied Hocks,
Jellied Tongue, Pressed Beef,

Requiring but little work are:—

Fresh new Carrots, Beets, Turnips,
Lettuce, Cucumbers, Tomatoes,
Cauliflowers.

Requiring no work,

Oranges, Lemons, Pine Apples, Plums,
Peaches, Pears, Apples, Bananas.

WENTZELLS LIMITED

The "Big Store"

A suggestion for a provision ad.



PRODUCE AND PROVISIONS



Hams Advanced 1 Cent a Pound

Compound Lards Have Decreased—Export Market Firm—Good Demand Continues

Montreal
PROVISIONS.—The market for dressed hogs and general pork products continues very firm, and a general advance all the way round looks likely. Despite some anticipations there has been no quotable change in live hogs this week, but their firmness, and the heavy demand in most lines have brought about changes in products. For instance hams, small, medium and large, have advanced 1c, making the price 24-25; 23-24; 1-2 and 23 respectively. On the other hand all lines of compound lard have decreased 1-2c. This was not unexpected. The export market is firm, with a maintenance of the good demand. The consensus of opinion seems to be that with the maintenance of the heavy Old Country demand prices will continue to stiffen for some time.

Hams—			
Small, per lb.	0 24	0 24	
Medium, per lb.	0 22	0 24	
Large, per lb.		0 23	
Backs—			
Plain, bone in	0 25		
Boneless	0 29		
Peameal	0 29		
Bacon—			
Breakfast, per lb.	0 26		
Roll	0 17	0 20	
Shoulders, bone in	0 17		
Shoulders, boneless	0 19		
Cooked Meats—			
Hams, boiled, per lb.	0 36		
Hams, roast, per lb.	0 38		
Shoulders, boiled	0 28		
Shoulders, roasted	0 30		
Dry Salt Meats—			
Long clear bacon, 50-70 lbs.	0 15½		
Long clear bacon, 80-100 lbs.	0 15½		
Flanks, bone in, not smoked	0 16½		
Barrelled Pork—		Per bbl.	
Heavy short cut mess		30 06	
Heavy short cut clear		32 00	
Clear fat backs		35 00	
Clear pork		33 00	
Lard, Pure—			
Tierces, 37½ lbs. net	0 17		
Tubs, 50 lbs., net	0 17½		
Tins, 50 lbs. net	0 17½		
Pails, wood, 20 lbs. net	0 17½		
Pails, tin, 20 lbs. gross	0 17		
Cases, 10 lb. tins, 60 in case	0 17½		
Cases, 3 and 5-lb. tins, 60 in case	0 18½		
Bricks, 1 lb. each	0 19½		
Lard, Compound—			
Tierces, 350 lbs., net	0 14		
Tubs, 30 lbs. net	0 14½		
Tins, 50 lbs. net	0 14½		
Pails, wood, 20 lbs., net	0 14½		
Pails, tin, 20 lbs. net	0 14½		
Cases, 10-lb. tins, 60 in case	0 15½		
Cases, 3 and 5-lb. tins, 60 in case	0 15½		
Bricks, 1 lb. each	0 16½		
Hogs—			
Dressed, abattoir killed, cwt.		17 00	

BUTTER ADVANCED

AT MONTREAL

Montreal

BUTTER.—Butter production has fallen off this week, but on the other hand there is no falling off in the de-

mand, and the natural result is that all lines of butter have increased 1c, making finest creamery 35c, and dairy prints 29. The strength of the market can be gauged from the fact that the Board of St. Hyacinthe sold at 34c, 1¼c higher than last week, and the Cowansville Board at 34¾c compared with 32¾c last week. Receipts of butter fell to 16,575, which is a reduction of 6,425, compared with last week. Dealers do not care to predict what future conditions will be, but considering the present strength of the market, and the probability of the export demand being maintained, higher prices would certainly seem to be inevitable. It is apparent that the present state of the market cannot stand such decreases in receipts.

Butter—		
Finest creamery, fresh	0 35	
Dairy prints	0 29	
Dairy, solids	0 28	
Separator prints	0 29	
Bakers	0 27	

RECEIPTS OF EGGS HAVE FALLEN OFF

Montreal

EGGS.—No change has developed in the egg market. Receipts have slightly fallen off, there being 8,648 cases compared with 8,790 last week. The local trade continues good, and although the export demand has not materially brightened as was anticipated, there is a slight improvement in export enquiry both for prompt and fall shipment. There is still a wide difference in quality, and the continuance of the hot weather does not tend to improve matters in this respect. Most dealers are consigning by express, and will continue to do so while the weather remains hot.

Eggs, case lots—		
No. 2's	0 24	0 26
No. 1's	0 29	0 30
Extras		0 33

HIGHER CHEESE PRICES STALL OFF DEMAND

Montreal

CHEESE.—Receipts of cheese have again fallen, the improvement noted last week not being maintained. The total number of boxes was 71,434 as against 88,549, this has naturally strengthened the price, and the 1916 make has advanced 1c making the price 19-20. The strength of the market is evidenced from the fact that some of the boards have been selling at over 19c, a considerable advance. However, the higher price seems to have stalled off the general demand. Exporters report

less buying, and it may be that the market is in for a slight reaction. This would be helped by an increase in receipts again.

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

POULTRY RECEIPTS HEAVY WITH GOOD DEMAND

Montreal

POULTRY.—The receipts have been heavier than at any previous week, but the recent tendency of the market to shade off in price has not been maintained as there is a good demand for all lines.

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

HONEY.—The market is quiet with no change of any note.

Honey—		
Buckwheat, tins		0 09½
Strained clover, 60-lb. tins		0 12
Strained clover, in 10-lb. tins		0 12½
Strained clover, in 5-lb. tins		0 12½
Comb honey, white clover, per section		0 18
Comb honey, buckwheat, per section		0 13

Live Hogs are Higher in Price

Big Demand for Cooked Meats Has Sent Price of Dressed Upward—All Cooked Meats Up

Toronto

PROVISIONS.—There has been an advance in all cooked meats during week, notwithstanding the fact that dealers had expected the market had about reached top prices at recent quotations. With continued warm weather the demand for this class of food product has advanced 1c a pound all along the line. Live hogs have, however, at the time of writing a slightly easier price quotation. At the Toronto stock yards hogs off cars are quoted at \$12.75 as compared with \$13 last week. When fed and watered live hogs sold at \$12.50 per hundred. Placed on the cars at

point of origin dealers were paying \$11.75 per hundred. Dressed hogs were selling 1c per pound higher than last week, now being quoted at \$18. Compound lards have all declined half a cent per pound.

Hams—		
Light, per lb.	0 25½	0 26
Medium, per lb.	0 25½	0 26
Large, per lb.	0 23½	0 24
Bacon—		
Plain	0 25	0 26
Boneless, per lb.	0 27	0 30
Bacon—		
Breakfast, per lb.	0 25	0 29
Roll, per lb.	0 20	0 21
Pickled meats—1c less than		
Dry Salt Meats—		
Long clear bacon, ton lots	0 18	0 19
Long clear bacon, small lots	0 18½	0 19½
Fat backs, lb.	0 17	0 18
Cooked Meats—		
Hams, boiled, per lb.	0 37	0 38
Hams, roast, per lb.	0 37	0 38
Shoulders, boiled, per lb.	0 31½	0 32½
Shoulders, roast, per lb.	0 32	0 32½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 17	0 17½
Tubs, 60 lbs.	0 17½	0 17½
Pails	0 17½	0 18
Bricks, 1 lb., per lb.	0 18½	0 19
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13½	0 14
Tubs, 50 lbs.	0 14	0 14½
Pails, 20 lbs., per lb.	0 14½	0 14½
Bricks, 1 lb., per lb.	0 15½	0 15½
Hog—		
Dressed, abattoir killed	18 00	
Live, fed and watered	12 50	
Live, off cars	12 75	
Live, f.o.b.	11 75	

Butter Climbs Two Cents Past Week

Demand Has Been Large—Present Price Unprecedentedly High — Prices Expected to Hold Firm

Toronto
BUTTER.—Butter prices during the past week have been very firm. There has been a big demand for the first-class article, the export demand has been large and people figure there will be a shortage. All these things have been contributing factors. Hot weather has cut the production down as much of the milk has been going into cheese. Butter has advanced during the week in the neighborhood of 2½c per pound. Creamery prints that were formerly sold for 31½c to 33½c are now quoted at 34 to 36c. Prices at this time are unprecedentedly high and commission men look for prices to continue firm. At this time last year the best creamery butter was selling at 28 to 29c.

Creamery prints, lb.	0 33	0 36
Creamery, solids	0 32½	0 33½
Dairy prints, choice, lb.	0 27	0 29
Dairy prints, lb.	0 25	0 26
Bakers	0 24	0 25

CHEESE ADVANCES ONE CENT, EXPORTS KEEPS UP

Toronto
CHEESE.—Cheese prices have advanced one cent per pound over the quotations of last week. A big export demand continues. Present prices are firm with a tendency to advance as the commodity at country points, in other words at the boards, have sold as high as 19 to 19¼c. The present prices are governed almost entirely by the heavy export demand.

Cheese—		
Cheese, large, per lb.	0 19	0 19½
New, twins, per lb.	0 19½	0 20½
Sept., large, per lb.	0 22	
Sept., twins, per lb.	0 22½	
Sept., triplets, per lb.	0 22½	

EGG PRICES ARE FIRMER WITH 1c PRICE ADVANCE

Toronto
EGGS.—Contrary to expectations the quality of eggs has not shown the amount of improvement that was looked for during the past week. Although hens have been picking grain from the stubble the eggs reaching the market still continue to have many grades that are of doubtful quality. Real fresh eggs are hard to get. Prices during the week have been firmer with 1c advance in the best quality new laids. It is expected that a week will make a big difference in the general tone and quality of the market.

Eggs—		
New laids, cartons	0 33	0 35
New laids, ex-cartons	0 39	0 31
No. 2's	0 24	0 25

SLUMP IN POULTRY DUE TO QUANTITIES ARRIVING

Toronto
POULTRY.—There has been a general slump in poultry prices, both for live and dressed during the past week. Good quantities have been arriving and larger shipments are due in the near future. Reports from country points are to the effect that there has been more fowl raised this year than in past years. Spring broilers are down 2c a pound, old fowl 1 to 2c, milkfed 2 to 3c and ducklings slumped 2c.

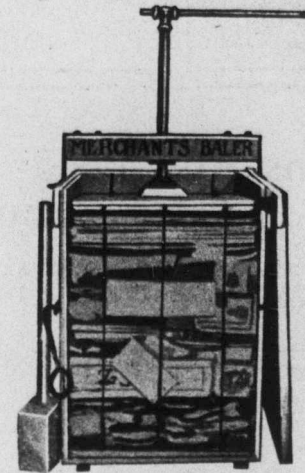
Poultry—		
Spring broilers (1½ lbs. and over)	Live 0 18	Dressed 0 20-0 25
Old fowl, lb.	0 13-0 14	0 18-0 20
Milk fed	0 15-0 17	0 20-0 22
Ducklings	0 19-0 12	0 14-0 16

HONEY BUYERS HOLDING OUT FOR BETTER PRICES.

Toronto
HONEY.—There has been a sort of deadlock between the commission men and the producers of honey. The latter have been holding out for a 10 to 11c price while the commission men have not felt inclined to pay more than 9c. In consequence honey has not been passing to the commission men in any large quantities. It resolves itself into a test of who will stick the longest. Old comb honey has been slightly easier in price owing to the prospect that new comb honey is in the offering. The report issued by the Ontario Bee-keepers Association at the yield will be a record one. The total yield for Ontario is placed at 2,127,903 pounds, with the average number of pounds per colony at 89.6 pounds. The prices recommended by the Association are 10 to 11½c per pound for No. 1 light extracted, wholesale, and two and a half cents above those prices for retail. Combs will be sold at \$2 to \$2.75 a dozen wholesale for No. 1 and \$1.50 to \$2 for No. 2. Honey is light in quality, with a heavy body and good color.

Honey—		
Clover, 5 and 10-lb. tins	0 12	0 13
Comb, No. 1, doz.	2 50	3 75
Comb, No. 2, doz.	2 00	2 25

Money in Waste Paper



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

Cheapest and best considering quality and efficiency.

Prices and terms gladly furnished.

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

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Have been built up by years of fair dealing, of honest manufacturing, a n unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

Registered Trade-Mark

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
 Established 1780
 Montreal, Can. Dorchester, Mass.

One Inch Space
 \$1.05 Per Issue
 on Yearly Order.

Advertising Helps You

Fast moving goods mean greater profits. PURITY sells well, not only because of its superiority, but because it is the most widely advertised flour in the Dominion.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

32

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

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

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



R. W. ATKINSON,
Edmonton Manager.

WESTERN CANADA
MANUFACTURERS' AGENTS AND
WHOLESALE GROCERY
BROKERS

W. H. ESCOTT CO., LTD.
EDMONTON

BRANCHES AT
Calgary, Saskatoon and Regina

HEAD OFFICE:
WINNIPEG

Brooms of Quality

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

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

Walter Woods & Co.

HAMILTON - WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

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

ROYAL BAKING POWDER

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

DOMINION CANNERS, LTD. JAMS

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

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

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts. Delhi Epicure	\$ 1 20
½ Pts., Red Seal, screw tops	1 00
¼ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

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

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05

Family, Plain, \$1.20 doz.; Family, Tomato Sauce, \$1.30 doz.; Family, Chili Sauce, \$1.30 doz.; 3's, Plain, Flats, Aylmer only, \$1.40 doz.; 3's, Tomato Sauce, Flats, Aylmer only, \$1.50 doz.; 2's, Chili Sauce, Flats, Aylmer only, \$1.50 doz.; 2½'s, Plain, \$1.45 doz.; 3's, Plain, Tall, \$1.60 doz.; 3's, Tomato Sauce, \$1.75 doz.; 3's, Chili Sauce, \$1.75 doz. The above 2 doz. to case, 10's, ½ doz. per case, for hotel and restaurant use (gals.), \$5.25 doz.

"AYLMER" PURE ORANGE MARMALADE

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

BLUE

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

CEREALS

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

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

	Per doz.
Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ¼-lb. tins, doz.	2 40
Perfection, ½-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 22
Soluble bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 37
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



MANY grocers find that Gold Soap helps them reduce their yellow soap stock. Instead of several brands to meet the preferences of different people, the one brand—Gold—satisfies them all.

Gold Soap pleases the woman who wants the most for the money because it is the biggest cake on the market. It also pleases the woman who wants the highest grade cleanser because it is, without exception, the highest quality laundry soap made and sold in Canada.

The Procter & Gamble Distributing Co.

of Canada, Ltd.

Hamilton, Canada

Send for Gold Soap advertising matter for your local use

Ten cents a box differential on all the following Procter & Gamble products bought in 10 box lots: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearline and Sopade. Ask your jobber.

BACK BACON

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

Made Under Government Inspection.

F. W. Fearman Co.
LIMITED
HAMILTON

Have you tried WETHEY'S ORANGE MARMALADE?

It is making
a hit.

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

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37
Diamond, 8's, 6 and 12-lb. boxes	0 30
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes ...	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes ...	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 36
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes....	0 39
Lunch bars, 5-lb. boxes....	0 39
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39
Nut milk chocolate, 5c bars 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans..	\$6 95
Reindeer Brand, each 48 cans	6 70
Silver Cow, each 48 cans...	6 15
Gold Seal, Purity, each 48 cans	6 00
Mayflower Brand, each 48 cans	6 00
Challenge, Clover Brand, each 48 cans	5 50

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 60
Jersey Brand, Hotel, each 24 cans	4 60
Peerless Brand, Hotel, each 24 cans	4 60
St. Charles Brand, Tall, each 48 cans	4 70
Jersey Brand, Tall, each, 48 cans	4 70
Peerless Brand, Tall, each, 48 cans	4 70
St. Charles Brand, Family, each, 48 cans	4 10
Jersey Brand, Family, each, 48 cans	4 10
Peerless Brand, Family, each 48 cans	4 10
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each, 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans..	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs....	0 36
1 lb. round tins, 4 doz. to case, weight 70 lbs....	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb....	0 27
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FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ 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

Per doz.

¼ 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 20 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, ¼s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$60.	
Roast Beef, ¼s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25.	
Bolled Beef, 1s, 3.50; 2s, \$7.50; 6s, \$25.	
Jellied Veals, ¼s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ¼s, \$2; 1s, \$3.35; 2s, \$6.50.	

ROYAL BAKING POWDER

ABSOLUTELY-PURE

Everybody knows that all the grocers in the world, taken together, sell more ROYAL BAKING POWDER than any other kind. This proves that ANY grocer can do the same thing.

ROYAL BAKING POWDER properly displayed and recommended to your customers will pay you more and surer profit than any other brand you can handle.

Contains No Alum



ROYAL BAKING POWDER CO.

NEW YORK



RICE—our specialty

We always try to give

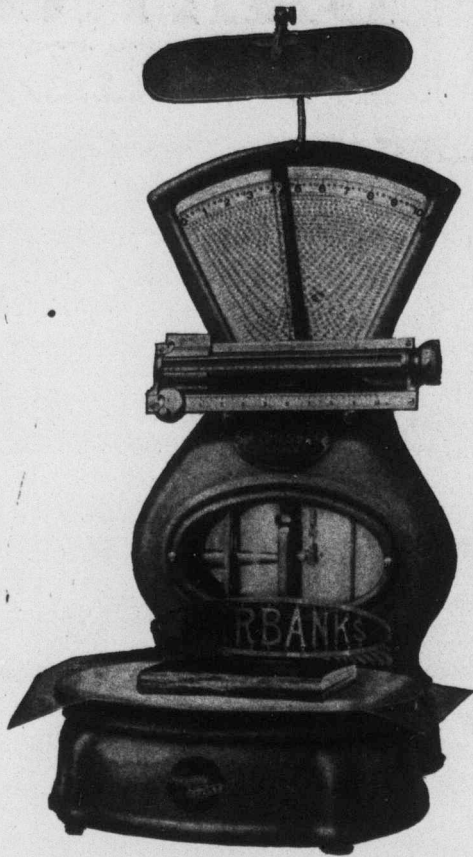
GOOD VALUE

QUICK SHIPMENT

FAIR TREATMENT

Mount Royal Milling & Manufacturing Co.
D. W. Ross Co'y., Agents, Montreal

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



Save 20% on the Cost of a High-Grade Computing Scale—

The Fairbanks—a finely built Automatic Scale, at the price you can afford. The best value ever offered. Weighs your goods quickly and accurately.

Simply put the load on the platform, and read the value on the chart for ordinary weighing.

Handsome, Convenient, Sanitary. A scale that will add attractiveness to your store and bring you customers.

Write to our nearest branch for full details of this opportunity.

The Canadian Fairbanks-Morse Co. Limited

St. John
Montreal
Toronto
Winnipeg
Calgary
Vancouver

Quebec
Ottawa
Hamilton
Saskatoon
Edmonton
Victoria



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

THE N. K. FAIRBANKS CO., LIMITED.

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

Tierces 0 14 1/2
 Palls \$2 93

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

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

Advance over tierce basis for small packages:

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

LAPORTE, MARTIN, LIMITED
 Montreal. Agencies

BASIN DE VICHY WATERS,
 L'Admiral, 50 btles, litre, cs. 5 30
 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 25
 Victoria, ch. 90 lbs., lb. 0 30

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

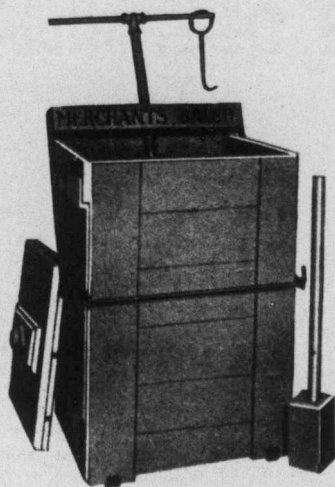
MUSTARD
 COLMAN'S OR KEEN'S
 Per doz. tins
 D. S. F., 1/4-lb. \$ 1 60
 D. S. F., 1/2-lb. 2 90
 D. S. F., 1-lb. 5 75
 F. D., 1/4-lb. 0 90
 Per jar
 Durham, 4-lb. jar 0 93
 Durham, 1-lb. jar 0 31

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

SPICES
 WHITE SWAN SPICES AND CEREALS, TORONTO
 5c 10c
 Round Oval lith. litho. dredge. 2 1/2 oz. Per doz. Per doz.
 Allspice \$0 45 \$0 90
 Arrowroot, 4 oz. tins, 85c
 Cayenne 0 45 0 90
 Celery salt
 Celery pepper
 Cinnamon 0 45 0 90
 " whole, 5c. pkgs., window front, 45c
 Cloves 0 45 0 90
 Cloves, whole, 5c. pkgs., window front, 45c
 Curry powder
 Ginger 0 45 0 90
 Mace 1 23
 Nutmegs 0 45 0 90
 Nutmegs, whole, 5c pkgs., window front, 45c
 Paprika 0 45
 Pepper, black 0 45 0 90
 Pepper, white 0 50 0 95
 Pastry spice 0 45 0 90
 Pickling spice, window front, 90c
 Shipping weight per case 10 lbs. 15 lbs.
 Dozens to case... 4 4

Merchants Baler

MADE IN CANADA



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

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

Fruits

Bananas

Lemons

Oranges

and also

All Early

Vegetables

Lemon Bros.

OWEN SOUND, ONT.

Lemons

In Hot Weather,
Cold Weather,
High Prices or
Low Prices the
Lemons of **Real
Value** are packed
by Franc Traenzzi
under

"St. Nicholas"

"Queen City"

"Kicking"

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Now Arriving in
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Also

Huckleberries

Canteloupes and Tomatoes.

Plums, short crop; prices
very reasonable just now.

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Established 1861 GUELPH, ONTARIO

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Plums, Pears, Peaches,
Tomatoes, Cantaloupes,
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Also

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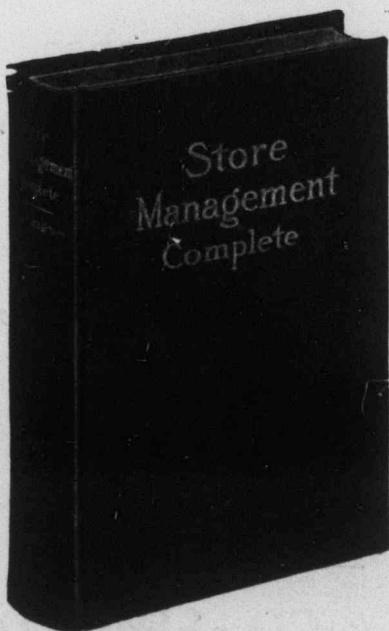
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"An excellent and exhaustive work, containing a complete history as well as all necessary information on the cultivation and preparation of the Coffee berry. The volume will be found especially useful to the growers of this valuable plant on the Central and South American Coasts."—*Panama Star and Herald*.

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is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete"). It tells all about the management of a store. The following is a synopsis of one of the chapters:

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

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Quality provisions and produce.
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Domestic and Foreign Agencies
Solicited.

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Established 1885
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Wire or phone
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We specialize on potatoes, have ware-
houses at all buying points in the
potato belt. Cars always loaded. New
Brunswick, Montreal, Toronto, waiting
orders.

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Our STORAGE, DISTRIBUTING and
FORWARDING facilities are unexcel-
led.
Correspondence solicited.
"Always on the Job."

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and Importers
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have potatoes to offer. I specialize
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connection with the best trade.

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give you results on yours.

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TORONTO
Canada

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Broker
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and retail trade throughout the entire
Maritime Provinces.

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

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261 Stanley St., Winnipeg, Man.
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careful attention to all business. High-
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Grocery Brokers and
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We can put your goods on the
Western market successfully, as
we are in close touch with the
Western wholesale grocery
trade. Give us your line, and
let us produce results for you.

Chambers of Commerce, Winnipeg

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WINNIPEG REGINA
We solicit accounts of large and pro-
gressive manufacturers wanting live
representatives.

Established 1859
GEO. STANWAY & CO.
29 Wellington St. East, - TORONTO
Agents for "Horseshoe," "Tiger" and
"Sunflower" Salmon. Fred. L. Myers &
Son, West Indian Products. Furuya
& Nishimura, Japan Teas.



The woods are full of them

Judges have been numerous in Canada who have come down off the bench to lead the people—who have stooped to conquer, as it were—Blake, Mowat, Thompson, Meredith. And so there is plenty of precedent for a move which is being talked of in the Liberal party—the grooming of Mr. Justice Duff for the leadership of the party against the day when Sir Wilfrid Laurier will seek his ease. Mr. Justice Duff is a member of the Supreme Court of Canada, but it is said that, should the boom in his favor reach a sufficient volume, he will be willing to step down from the bench and get into the fight.

This makes the basis for an extremely interesting article by H. F. Gadsby in the September issue of MacLean's Magazine. Mr. Gadsby discusses the Duff boom in a thoroughly impartial way, and tells something of the young Judge who may be slated for so high an honor.

"The Duff Boom" is but one of many features in the September MacLean's. The number bristles with bright stories and powerful articles by such clever and famous contributors as Arthur Stringer, Agnes C. Laut, Robert W. Service, Arthur E. McFarlane, Alan Sullivan, Mrs. Arthur Murphy (Janey Canuck) and many others. It is Canadian from cover to cover—the best reading obtainable on this side of the border.

Now on sale at all News Stands, 15c.

MACLEAN'S MAGAZINE

Buyers' Guide

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

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

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

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

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WANTED — BY A MANUFACTURER OF A nationally advertised article, jobbing salesman to call on the wholesale hardware and grocery trade in Ontario, Quebec and Maritime Provinces. Write, giving references, salary received and experience, to Box 154, Canadian Grocer, Toronto.

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

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

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

Want Ads.

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

TRY IT OUT.

To All Live Business Men

I would like to hear from any merchant or any good, live, responsible man residing in any part of Canada who would be interested in handling the Best Egg Preserver in the world, bar none, which will be manufactured in Chicago, Ill., and Toronto, Canada, in 1917.

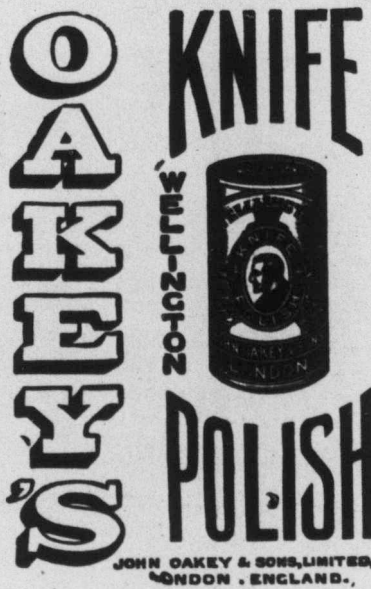
Address R. G. FLEMING, Blackfoot, Idaho

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

THE FEDERAL REPORTER, 91-93 Wall Street, New York City

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LONDON, ENGLAND.**

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JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

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Cleaners, Importers, and Exporters of Sausage Casings. Packers and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
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PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout, Whitefish

Price Quality Service **J. BOWMAN & CO.**
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We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

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GEO. J. CLIFF

"TRENT LOCK" EGG FILLERS

For 30 dozen cases. For one dozen cartons.

THE TRENT MFG. CO., LIMITED
Trenton, Ontario, Canada

SEE PAGE 51 OF THIS ISSUE.

IT WILL INTEREST YOU.



MADE IN CANADA
FINE QUALITY
PICKLE

—the pick of the gardens in Ontario's great pickle-producing section, put up in Canada's finest and largest pickle factory by a staff of experts under the supervision of a pickle man with long, practical experience—that's the foundation on which you base your pickle and relish business when you select Sterling Brand.

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Sweet Midgets, O-Eat-A Sweet Pickle, Sweet Mixed, Mixed Pickles, Chili Sauce, Sweet Gherkins, Canadian Relish, Pimento Relish, etc., etc., all of the same high-grade Sterling quality

Place your order now for the Sterling lines and be prepared for the Winter's business.

T. A. LYTLE & CO., LTD.
STERLING ROAD
TORONTO



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SERVICE AS WELL AS VALUE



When our representative calls on you, give him a fair hearing. He will only take a few minutes of your time, but, during this short while, he will demonstrate to you that he is an expert in his line and can serve you to your entire satisfaction.

Do you favor a salesman because of a long acquaintanceship with him or the man who gives you Service as well as Value?

If you favor the latter, give our man a hearing.

You will profit by it.

LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers



584 St. Paul St. West

Montreal



IT'S PROVEN PURITY THAT PULLS BIGGEST SALES



Any good grocer will tell you that.

Goodness that folks can see; quality they know to be pure and fresh, and just as choice as it looks in the jar.

And right there is summed up the reason for the great popularity of foods sealed with **Anchor Caps**.

Permits of attractive display, showing the goods just as they are, and sealing them with a positive seal that assures good keeping quality.

Don't make preparations for better fall selling without first investigating the several advantages of Anchor Caps. Most dealers know that best sales come with pushing goods properly sealed, and consequently have a strong preference for Anchor Caps.

A trial will convince you, too, that Anchor Caps are very dependable selling helps where bottled goods are concerned. Just try them out on your next order. Your wholesaler will furnish Anchor Caps on any bottled goods line. Ask him.



ANCHOR CAP & CLOSURE CORPORATION of CANADA

LIMITED

SUDBURY ST. W., FOOT OF DOVERCOURT RD. TORONTO



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Why You Should Feature

KING GEORGE'S NAVY



TOBACCO

is much to be commended in these days of nerve-racking and health-breaking employments, and of speeding-up tendencies. The Smoking or Chewing of tobacco soothes mind and nerves, and so enables a man to do better work and more work. Chewing tobacco can be used when and where Smoking Tobacco cannot. But give your Chewing Tobacco Customers KING GEORGE'S NAVY—for their advantage and yours. A superior tobacco that always pleases.

Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

Imperial Rice Milling
Co., Ltd.

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

When you sell

HEINZ

57

VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employees.

H. J. Heinz Company

Canadian Factory :—Leamington, Ont.
Warehouse :—Toronto

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Give This Man Half an Hour

Will you give this man half an hour to tell you what McCaskey Service can do for your business and for your customer?

He's the McCaskey man and he knows the charge account business from A to Z. His bread and butter depends upon his knowing that business. If you will spend half an hour with him you can't help getting some mighty good ideas that will fit your business and you'll be perfectly welcome to them whether you give him an order or not.

McCaskey Service means as much to your customer as it does to you. For your customer is just as much interested in knowing how much he owes from day to day and in having his accounts kept in the simplest way and with the least possible expense as you are yourself.

McCaskey Service pays for itself in the average business in the time, money and mistakes it saves the merchant. One writing at the time of the sale and your books are always posted.

If you give the McCaskey man half an hour of your time to tell his story it will be worth your while. All you need to do is sign and mail the coupon.

McCaskey Systems, Limited, Toronto.

Gentlemen: I will be glad to give the McCaskey man half an hour to tell me how McCaskey Service saves the merchant time, money and mistakes.

Name

Address

Town Prof.....

If you visit Toronto during Exhibition time, and can spare a few moments, we would be pleased to have you call at our factory, 235-245 Carlaw Ave., where you would have an opportunity to see the McCaskey under process of manufacture, and our complete and up-to-date plant for turning out Counter Sales Books. Take King St. Car East.

Our products will be on exhibition at

Ottawa, Ont.

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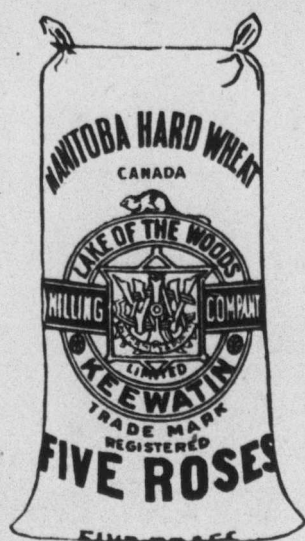
McCASKEY



Toronto, Canada

McCASKEY
"ONE WRITING"

THIS IS AN ANSWER TO A RETAILER'S QUESTION "What does the FIVE ROSES Cook Book do for ME?"



WHAT DOES THIS FAMOUS COOK BOOK DO FOR ME?

NOTHING—if you do not sell FIVE ROSES. But if you are prepared to fill the FIVE ROSES demand—*then*, right in the consumer's kitchen where no personal salesman can penetrate, it does these three *essential* things for YOU.

—creates the demand

By showing in seductive picture and tested recipe the splendid flour foods achieved by successful users throughout Canada. By stirring up culinary ambitions, by tempting new prospects to bake that never baked before. By everlastingly answering FIVE ROSES to every baking question.

—increases the existing demand

By suggesting new flour uses. By enthusing beginners to attempt new triumphs. By starting resultful missionary work in friendly circles. By enlarging the family consumption. By proving that the same good flour makes bread as well as pastry.

—maintains it against competition

By eliminating all risk of profit-killing disappointment that so sadly re-echoes in the store—because the housewife knows that FIVE ROSES recipes are successful recipes, each having been thoroughly tested, every picture an actual photograph. The FIVE ROSES Cook Book daily reminds the housewife of past successes, present satisfaction, future ambitions. The FIVE ROSES habit rivets trade to your store. This profit insurance costs you nothing, but it has made FIVE ROSES the best selling staple on the market.

Consider that this consumer influence is persistently at work to simplify FIVE ROSES sales. Consider that it is free to you, that it is inseparable from the brand FIVE ROSES. Then, ask yourself this question. Let your own selling instinct answer.

Am I going to reap this profitable harvest that is daily ripening within reach?

LAKE OF THE WOODS MILLING COMPANY, LIMITED
MONTREAL "The House of Character" **WINNIPEG**

Daily Capacity 27,400 Bags.