

**PAGES
MISSING**

FEATURING RISE IN RENTS AND GENERAL EXPENSES

CANADIAN GROCER

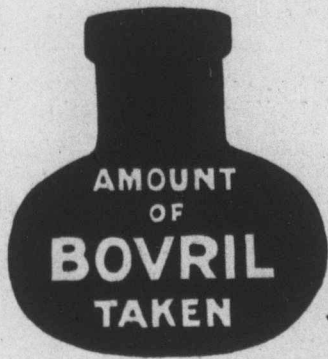
Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII

PUBLICATION OFFICE: TORONTO, AUGUST 14, 1914.

No. 33



In the remarkable experiments on human subjects an amount of Bovril proportionate to the small black diagram bottle has been proved to produce an increase in muscle, flesh and bone proportionate to the large red bottle.

A Good Margin of Profit

is reserved by us for the retailer upon all our goods. Bovril will again be widely advertised this autumn and winter. There is sure to be a big demand. Order your stocks at once. Bovril Cordial sells readily, both in the large and quarter bottles.

BOVRIL

BOVRIL, LIMITED, 27, St. Peter Street,
MONTREAL.

Your chance to prove—*come and see*

Grocers and Butchers should make it a point to visit the "Hobart" exhibit while at the Toronto Exhibition. The demonstration of these wonderful, quick-grinding Electric Coffee and Meat Grinding Mills will be given in Manufacturers' Building No. 2, where we will be glad to see you any time. If you are a stranger in the city you are welcome to make use of our city offices at 105 Church Street (cor. Richmond Street)—make it your rendezvous.

Thousands of users throughout Canada have found the "Hobart" Mills are real money-makers. For quick, even grinding and power economy they are unequalled. You can pay for a "Hobart" Mill in a very short time with the extra profits made possible by its use. This veritable **Power Plant** is at your service every minute of the day.

The "Hobart" Mills are made in all sizes and styles, from the "Hobart Baby" shown below to the largest pedestal style, varying in capacity from one to twenty pounds a minute.

Hobart built the first Electric Coffee Mill and first Electric Meat Chopper, nearly

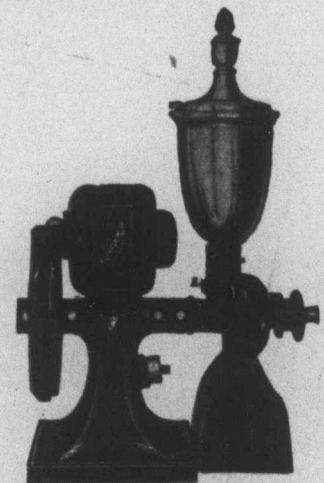
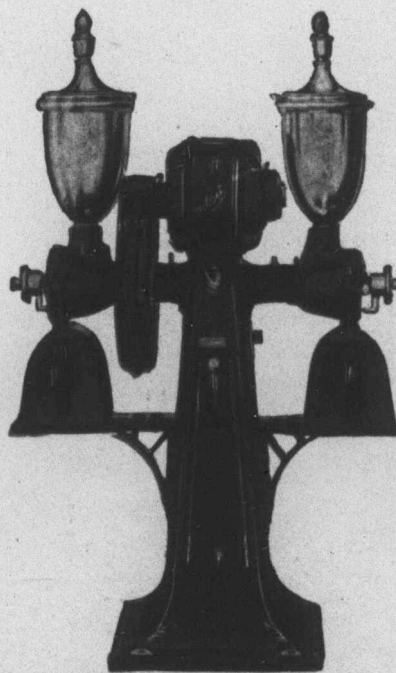
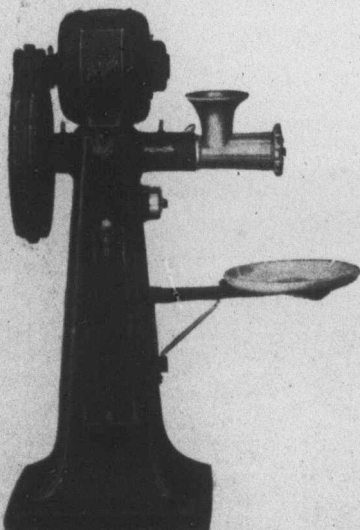
17 years ago. This long experience, combined with most improved factory equipment, enables Hobart to build the most improved, durable and efficient mills in the world.

Come and let us talk it over, or send for Catalog.

The Hobart Manufacturing Company 105 Church Street TORONTO

There's a "Hobart"
Electric Mill for
every need

Agencies throughout
the British Empire



This is the "Hobart Baby," a small mill that is as perfect in every detail as the largest of the Hobart line. It is giving absolute satisfaction to thousands of grocers with small needs.

Griffin & Skelley's

Dried and Canned Fruits and Vegetables

represent the height of perfection in fruit and vegetable growing, drying, preparing and packing. They are known as the standard of quality. Your customers will appreciate if you sell this pack.

Here is a partial list of the Griffin & Skelley lines which will help you make your selection for your next order. Ask your wholesaler for a complete list.

Apricots,
Peaches,
Grapes,
Pears,

White Cherries,
Black Cherries,
Blackberries,
Damson Plums,

Greengages,
Raspberries,
Strawberries,
Pineapples,

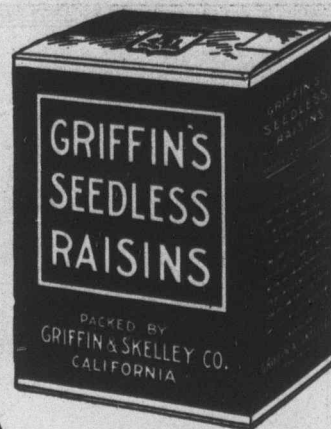
Prunes,
Seedless and
Seeded Raisins,
Asparagus, etc.

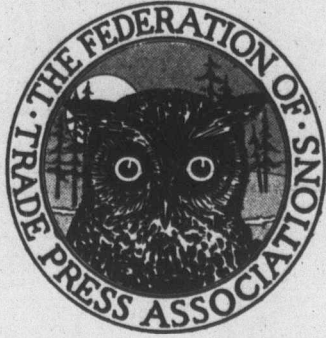
Keep your eye on this page for additional ads on other quality lines which we handle.

Arthur P. Tippet & Company

AGENTS

Montreal, Que.





A Special Invitation
to Every Manufacturer, Sales
Manager, Advertising Man, Trade Paper
Editor and Publisher in the Country

REGARDLESS of what your interest in trade journals may be, you are, in one way or another, a partner in the development of business building and business expansion through the medium of the Business Press. Any advance in trade journalism is of more than pocket-book interest to you. That your individual influence may be recorded—that you may add the light of your experience to that of the notable technical, class and trade journal editors and publishers in the country—you should cross three red-letter days on your desk pad and attend the

**9th Annual Convention of The
Federation of Trade Press Associations
at the Congress Hotel, Chicago,
Sept. 24, 25, 26**

Bring with you anything you have to offer in the way of suggestions bearing on editorial, circulation, or advertising policies. Or, if you do nothing more, come and listen to those who are making the trade press movement so tremendous a factor in modern business efficiency. One new idea gleaned from this fraternity, banded together for *your* interests, will make your presence at this convention pay you dividends.

*Business Building Through
the Business Press*

For Further Information Address

E. R. SHAW, Chairman Committee on Arrangements
537 South Dearborn Street, Chicago

THE FEDERATION OF TRADE PRESS ASSOCIATIONS

F. D. PORTER, President **JOHN CLYDE OSWALD, Vice-Pres.** **E. E. HAIGHT, Sec'y-Treas.**
Chicago New York Chicago



**-the easy
sellers**

E. D. S. Pure Fruit Products are backed with a wide-spread, convincing publicity campaign — this factor, combined with 100 per cent. purity and deliciousness, makes these lines easy, all-year-round sellers.

Stock now—they make attractive displays.

Made only by

E. D. Smith & Son
Limited
WINONA ONTARIO

AGENTS:

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



**When fresh milk
turns sour**

and a fresh supply is not at hand have your customers a worthy substitute? This argument alone could be utilized in introducing

**Borden's
Eagle Brand**

into households that have never used condensed milk before. Once the emergency arrives its real value is established and the taste is formed.

No household should be without a can or two of Eagle Brand Milk—the ever-ready and delicious substitute for fresh milk and cream.

Start to-day to create a demand. Put in a window display and draw attention to the superiority of Borden Milk Products — Eagle Brand Milk, Borden's Evaporated Milk, Reindeer Brand Coffee, Cocoa and Milk.

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

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

CANADIAN GROCER

FURUYA & NISHIMURA

SEE OUR SAMPLES OF JAPAN TEAS

RENNIES SEEDS

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

**A store convenience — costs
little — gives big service**



Holds every size bag from $\frac{1}{4}$ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one. Write for Prices and detailed particulars.

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



The Bowser Red Sentry Pump means Pure Gasolene for the motorist and More Business for the grocer. We've taught the motorist to look for the Red Sentry and we've made a Red Sentry with electric bulb that will show a red light at night and look for the motorist. An automobile is like a wagon load of money rolling along and paying some out to each enterprising merchant. Get yours! We'll show you! A

BOWSER

ESTABLISHED 1885

Outfit in your store means *increased sales* of gasolene and kerosene *accurately measured*; it cuts out the "guess" and keeps in the profit. It keeps your store clean and saves soiling your hands with measure and funnel; it measures gallons, half-gallons, quarts, pints and half-pints, and shows the price; it shows how much to give for "five cents' worth," how much to charge when you "please fill this can." Bowser and Oil Profits go together. Write for booklet "For Your Store." No obligation incurred.

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

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

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

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



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

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

Have you a copy of Catalogue 913C?

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

COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA

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

**OCEAN
BLUE**

Every packet you sell will advertise your store by its superior quality, greater effectiveness, and the invariably good results it produces. **OCEAN BLUE** does justice to your selection, and its quality makes a lasting impression on every user.

Order from your Wholesaler.

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

Western Agents:
For Man., Sask. & Alta.
Nicholson & Dain
Winnipeg,
Regina, Saskatoon,
Calgary and Edmonton. For B.C. and Yukon: Donkin, Creeden & Avery, 117, Arcade Buildings Vancouver, B.C.



What Is a Profit?

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

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

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

H. J. HEINZ COMPANY

PURE FOOD PRODUCTS

PITTSBURGH, U. S. A.

CAN-O-WAX

a household necessity

A pure refined paraffine wax, sweet and clean. A very profitable seller during the preserving season.

Can-O-Wax makes an absolutely air-tight seal for Jelly, Canned Fruits, Catsups, Sauces, etc., in jars, bottles or glasses. The long, round sticks insure convenience and economy.

For laundry use it is indispensable, makes clothes white (no bleaching), will not injure the finest fabric. Costs little, saves much.

Let us send you a sample tin. Sold through the wholesale trade.



CANADIAN OIL COMPANIES, Ltd.

Toronto, Ont.; Winnipeg, Man.;
Montreal, Que.; St. John, N.B.;
Halifax, N. S.; Regina, Sask.;
Calgary, Alta.; Nelson, B.C.

A Powerful Canadian Story

A new serial story has been started in the August issue of MacLean's Magazine that YOU will want to read. It is not often that you find a story that appeals to you in every way. This one will. It is strong, readable, clean—and Canadian.

There are three elements that are needed to make a good story—Adventure, Mystery, Love. "Twisting Trails" has them all. It has the convincing appeal of realism; it has plenty of action—not too much—a thrilling mystery that is not cleared up until the finish; a heroine who steps right out of the printed page and becomes to the reader a real, flesh-and-blood person. There is nothing of the taint of modern day fiction about this tale of Northern Ontario. Not complex in theme or doubtful in treatment. Just a strong narrative of a stirring series of adventures, told with all the charm and graphic power of this well-known young Canadian writer.

In fact, just the very type of story YOU like to read.

"Twisting Trails" The story of a fight for a gold mine

Robert E. Pinkerton's new story, "Twisting Trails," centers around a struggle for the possession of a valuable mine. Two pretty girls are introduced into the story and both become lost on the trail to the mine. Enter the villain, a detective, a college student; and the stage is set for a story that has the unusual attraction of being new—quite distinctly original, not an old theme rearranged and rewritten.

He writes of the life he knows

There's another reason why this story grips the interest from start to finish. The author is writing of the country and the life that he knows. Robert E. Pinkerton and his wife live in a six-room cabin, built entirely by himself, in the bush eight miles from Atikokan, Ontario. Their only means of communication with the outside world is by canoe in summer and dog-team in winter. There they work—for Mrs. Pinkerton is a successful writer and collaborates with her husband in all he does—free from the distractions of modern life, aided to true standards by close communion with Nature and their life in the open. They expect to live in the woods for the rest of their lives.

Mr. Pinkerton has out-Londoned Jack London. Newspaper reporter, editor, press agent, bull cook, Indian trader, trapper, guide, farmer, fisherman; he has been them all. All of which explains why Robert E. Pinkerton writes stories that are full of human interest, that breathe familiarity with life in all its phases. And which explains also why no one can afford to miss the opening installment of "Twisting Trails"—for the new serial is one of Mr. Pinkerton's very best pieces of work.

Send for a free copy of the August issue to-day. Clip out this coupon and address to MacLean Publishing Co., 143-153 University Ave., Toronto, Department F.

Send free copy of August issue of MacLean's Magazine to

COUPON

Name

Address

S.S.



*By selling the finer
grade Peas you make
a larger profit*

“Early June Peas” only cost you 2½c. a dozen more than “Standards”;
“Sweet Wrinkle Peas” only cost you 2½c. a dozen more than **“Early Junes.”**
Without any difficulty you can get at least 1c. a can more for these finer grades. This means an **extra** profit of 9½c. for you on every dozen tins.

Dominion Canners' Peas are vastly superior to foreign canned Peas, as most of these are artificially colored with a chemical which destroys the true flavor of the Pea, and is considered injurious to the human system.

Government Regulations now insist that canned Peas artificially colored, must have that fact stated on the label.

Dominion Canners' Peas retain their full, natural flavor, as they are picked and canned on the same day. The Peas are usually canned within a few hours after picking.

Canned Peas are cheaper to the householder than Fresh Peas. It takes about four quarts of Peas in the pod to fill a No. 2 can. Don't fail to point this fact out to your customer.

Dominion Canners, Limited
HAMILTON

The Dark Evenings are Approaching

Children like to Play "Shop"

It is amusing and (incidentally) educational. Pascall's Original Stores are absolutely "the thing" for this purpose. They are generously stocked with real Sweets, and fitted with scales, weights, money, bags, etc.

Pascall's Confectionery Stores are made in eight sizes at

Prices to suit all purses.

Enterprising Grocers should stock for the Fall and Christmas trade.

Pascall's

LONDON

ENGLAND



Pascall's Candy Stores

REPRESENTATIVES FOR CANADA:

Ruttan, Alderson & Lound, Ltd., Fort Garry Court, Winnipeg;
 C. H. Cole, 122 Wellington St. West, Toronto;
 Angevine & McLaughlin, St. John, N.B.;
 Anglo-Canadian Agencies, 414 Duncan Bldg., Vancouver;
 E. G. Ash & Co., St. John, Newfoundland.



Encourage the housewife to do her own laundry work

By doing so, you widen your market for the better grades of soaps, bluing, borax, washing powders and Chinese Starch.

Sell her

CHINESE STARCH

Chinese Starch is the only starch containing two oils, —one imparts a delicate perfume; the other keeps the iron from stieking.

and make her ironing easier and more satisfactory in every way.

Chinese Starch is prepared ready for use, requiring only the addition of water.

We prepay freight on orders for two cases or more.

OCEAN MILLS, MONTREAL

Quality and Quantity Will Always Win

That's why our new piece

NIGHT STICKS

is selling so well.

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

Order from your Wholesale Confectioner.

Manufactured by

National Licorice Company
 Montreal

We Sell It for You

We not only do the baking in our two million dollar sunlit bakery, thereby saving the housewife the work and worry, but we do the merchandising for the distributor. We aim to sell

Shredded Wheat

before it goes on your shelves. You haven't time to talk Shredded Wheat. We do the talking for you in the newspapers in nearly every city and town, and in the leading magazines of large circulation. Shredded Wheat is the best advertised cereal breakfast food on earth.



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

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

Made By

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

Toronto Office: 49 Wellington Street East

(61-A)

"SOVEREIGN" SALMON

FINEST BRITISH COLUMBIA

SOCKEYE



QUALITY

IS OUR FIRST

CONSIDERATION

PACKED BY

THE ANGLO BRITISH COLUMBIA PACKING CO. LTD.
VANCOUVER, B. C.

Richards
QUICK NAPTHA
THE
WOMAN'S SOAP

The Sign of a Good Buy in Soaps

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

The Richards Pure Soap Co.

Limited

Woodstock

Ontario

Every detail in "Arctic" Refrigerator construction is perfect.

Catalog sent on request.

John Hillock & Co., Ltd.
TORONTO, ONT.

Agents: Western Ontario: J. H. Gallo-
way & Co., Hamilton. Saskatchewan:
Western Butchers' Supply Co., Regina,
Sask. Montreal: W. S. Hancock.

CANADIAN GROCER.

A RECORD

has been created by

White-Cottell's Malt Vinegar

The building up of a large Vinegar Business generally takes many decades. Our immense turnover has been reached in a very few years.

THE REASON

is that our Vinegar gives the utmost satisfaction both sides of the counter, i.e., when it is a question of quality and prices we win fairly and squarely. Put us into competition, and see for yourself.

Write us to-day for samples and prices

CANADIAN AGENTS:

Ruttan, Alderson & Lound, Ltd.,
Winnipeg

L. A. Gastonquay,
60 Bedford Row,
Halifax, N.S.

CANADIAN AGENTS:

Nelson, Shakespeare, Watkins, Ltd.,
Vancouver, B.C.

Schofield & Beer,
St. John, N.B.

**WHITE-COTTELL'S
MALT VINEGAR**

CAMBERWELL, LONDON, ENG.

**WHITE-COTTELL'S
MALT VINEGAR**

Sure!

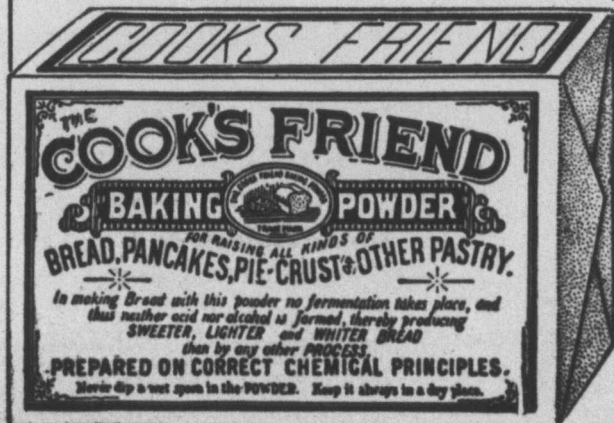
It pays, and pays you well, to sell

Cook's Friend

the Baking Powder that has been the leader for over 50 years.

Always reliable. Absolutely pure.

W. D. McLAREN, Limited, Montreal



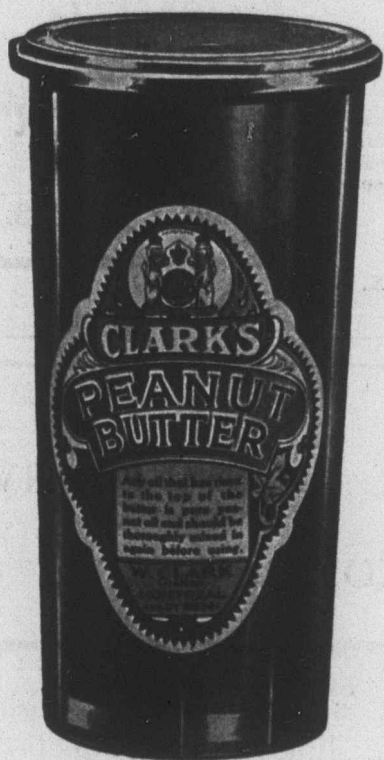
THE old reliable is the prime favorite on wash day for clothes cleaning purposes. This is the kind of article which it pays you to handle, because it brings with it its good reputation.

The prices, moreover, will interest you. We have made good because we have always made good soap. Let us hear from you.

Guelph Soap Co.
Guelph, Ontario

CLARK'S Peanut Butter

in $\frac{1}{4}$, $\frac{1}{2}$, and 1 sizes, also in 24 lb. pails.



The 24 lb. pails are money-makers for you, Mr. Grocer.

Keep in your refrigerator and it will cut solid like dairy butter.

It contains the nourishing and appetizing qualities of dairy butter and preserves or meat and makes delicious sandwiches.

Guaranteed to contain the finest peanuts only and to be absolutely pure.

**GET PRICES FROM YOUR JOBBER
OR WRITE US.**

W. CLARK, LIMITED, - MONTREAL

Tartan
BRAND

THE SIGN OF PURITY

BALFOUR, SMYE & CO., Wholesale Grocers **HAMILTON**

Phones—462, 3595, 3596, 3597, 3598, 748.

Use them at our expense.

We thank you for the liberal business received during the Travelers' Holidays. They will interview you next week with full information for Fall business



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

Electric Cut Your Coffee



With an Electric Cutting Machine designed with Machine Steel Burrs tempered in Oil, which produces evenness in Grind, thus improving the Cup quality of the Coffee. Has also a Fan connected with the Rotating Burr, which keeps the Grind Head clean, so there is no danger in mixing Grades.

There is also a Numbered Setting Device arranged so that you can give your customers their Coffee as they like it. Sold on Monthly Payments and Positively GUARANTEED. Live agents wanted at principal points in Canada.

J. H. Galloway

11 Market Street

HAMILTON, ONT.

King George Navy
to the front

Here is a particularly high quality line of Chewing Tobacco—*King George Navy*—that you will be well advised to keep to the front. It commands a ready sale, that makes it particularly profitable.

Rock City Tobacco Co.,
LIMITED

QUEBEC

WINNIPEG

WE RECOMMEND



THE SWEETHEART OF THE CORN

Gentlemen:—

This carton stands for quality and a reasonably fair profit.

From the very beginning of our business eight years ago, **KELLOGG'S TOASTED CORN FLAKES** has been the most popular Flake Food ever placed on the market. Imitators, jealous of our success, have from time to time offered something which they claimed was "Just as good,"—they couldn't hope to do better—but one after another they have dropped out of sight and our line stands to-day with a record of sales far above the sales of all our competitors combined.

We guarantee a fair deal to all grocers. Our price is the same for all whether the order is for one case or a car lot. There is no danger of stale goods with our Flakes. Can you say the same of others?

The sale of our Corn Flakes has increased so greatly that even with the enormous output of our elegant, new factory, with its wealth of wonderful up-to-date machinery, we are kept busy night and day in order to meet the demand. Why experiment with other lines?

We manufacture and sell nothing but **KELLOGG'S TOASTED CORN FLAKES**.

Battle Creek Toasted Corn Flake Co., Ltd.,
London, Canada.

"Mount Royal Mills"

RICE

Mr. Wholesaler:—

If you need RICE send to the

Mount Royal Milling & Mfg. Co.

D. W. ROSS CO., Agents, MONTREAL



Sweet Pickles

Put up in Canada's Largest and most modern Pickle and Catsup Factory



With our long string of pickling stations situated close to the many vegetable-raising districts around Toronto and Hamilton, we are enabled to secure the very finest grade of vegetables and to pickle them immediately, avoiding any chance of them losing their fresh crispness. Our large output gives us control of the pickle supply in the best districts.

Sterling Sweet Pickles are put up in various ways, from the large pail of Sweet Mixed to the attractive bottles of "Sweet Midgets," the "O-Eat-A" and the bottles of select "Sweet Mixed."

We also make sour pickles, Chow Chows, Relishes, Sauces, Catsups, etc.

Sterling success is built on the solid foundation of quality and square dealing.

The T. A. Lytle Co., Limited

STERLING ROAD

TORONTO



St. Lawrence

STANDARD GRANULATED

The St. Lawrence extra granulated is now sold in three different sizes of crystals; all choicest and purest cane sugar.

Order the Size You Prefer.

Every grain, no matter its size, is finest extra granulated pure cane sugar, shown by analysis 99-90/100 to 100% pure.

Standard Biscuit Case

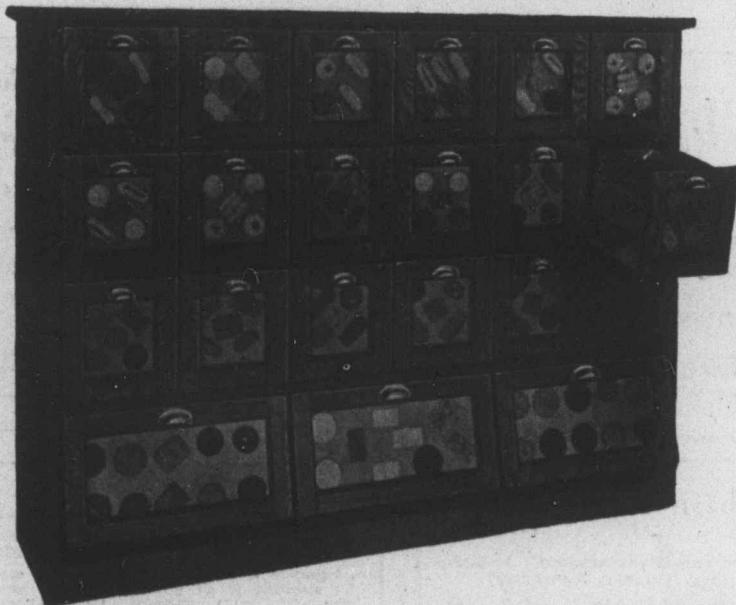
In Sectional Lengths

makes provision for not only your tins, but also large wooden cake boxes which you find difficult to place and show contents to advantage.

This case shown is 6' long and 54" high, having 3 large patent roller bins in base, with bevel front to display cakes or contents of large cake boxes, and above this glass display oak front slides, fitted with rollers to insure easy running,

show your stock of cakes in tins. Every large bin in base adds two feet to length of case.

Stock lengths are 6', 8' and 10', but may be made to order in any length and also fitted with shelving to match regular fixtures. Made in oak to match your fixtures and sell your cakes.



Walker Bin & Store Fixture Co.,

LIMITED

Berlin,

Ontario

Representatives:

Manitoba:—Watson & Truesdale, Winnipeg, Man.

Sask., Alta., and Eastern B.C.:—North-West Specialty Co., 226, 3rd Ave., Saskatoon; 111 Howard Ave., Edmonton; 110 Eastman Chambers, Regina.

Vancouver, B.C.:—R. J. Borland, 1165 Pacific Street.

Montreal:—W. S. Silcock, 33 St. Nicholas St.

Maritime Provinces:—R. E. Rankine, 46 Adelaide St., St. John, N.B.

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

CHARLES H. COLE

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

New Address:
33 Front Street East - Toronto
Montreal Office: 501 Reade Bldg.

**MORROW & COMPANY
CEREALS**

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

"Canned Foods Ltd."

**W. H. Millman
& Sons**

General Sales Agents
for Canada

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

**W. G. PATRICK & CO.
Limited.**

Manufacturers' Agents
and Importers.

51-53 Wellington St. W., Toronto

AGENCIES SOLICITED

Excellent connection with Grocers, Druggists and Confectioners—wholesale and retail.

M. D. BEARD

50 Front St. East TORONTO

**W. G. A. LAMBE & CO
TORONTO**

Established 1885

SUGARS FRUITS

ONTARIO (Continued)

HENRI DE LEEUW

28 Front Street E. TORONTO

RICE, COFFEE, DRIED FRUITS, SEEDS,
CANNED and FRESH FISH, CHEESE:
EDAM, STILTON, ROQUEFORT; CON-
FECTIONERY, ETC.

You can talk across the Continent for
two cents per word with a want ad.
in this paper.

WESTERN PROVINCES.

**H. P. PENNOCK & CO.,
Limited**

Wholesale Grocery Brokers
and Manufacturers' Agents.
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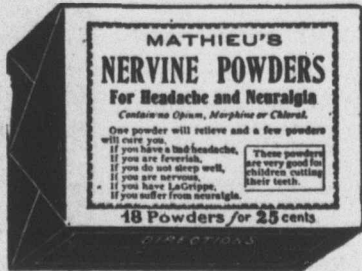
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Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.

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¶ The patience of the Minister of the Department of Inland Revenue is exhausted, and he has issued an ultimatum to the trade demanding the cessation of the sale of adulterated foods.

¶ The Government further advises that all offenders deliberately or innocently selling goods found to be adulterated within the meaning of the act, will be severely punished by fines, or imprisonment, or both.

¶ **But** the Government provides a protection for the retailer in a warranty (see Schedule 3 of the Adulteration Act, chap. 133, Revised Statutes).

¶ This warranty **seals and guarantees** every package of White Swan pure food products, and we are the only firm in Canada to-day which gives you this absolute protection. Demand it, for it is your only protection.

**White Swan Spices and
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Get "in right" with your patrons
by selling them
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the finest grade of coffee essence on the market—won 22 highest awards for purity and flavor.

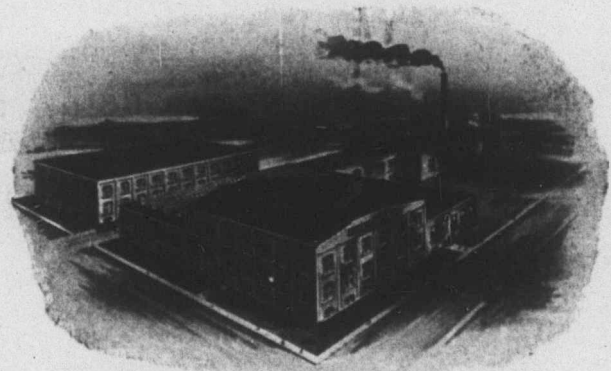
Your trade will appreciate this delicious beverage and will use it the year round. Now is the time to push "Distil"; now is the time to buy. 5-oz. bottles, 4 doz. in a case, at \$1.40 doz. Order now.



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**Fretz Limited can make
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Full line of *Pure Jams* put up under "Harvest" Brand.

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Bakers' Special Jams and Jellies in 30-lb. pails. Send your order to Amos B. Gordon Co., Toronto,

Or direct **FRETZ LIMITED** Hamilton, ONT.

The Prize-Winners

LEVER BROTHERS LIMITED WINDOW DRESSING CONTEST

Lever Brothers Limited are pleased to announce the names of the winners in their recent Window Dressing Contest, as below. The task of selecting the winners from amongst the large number of photographs sent in was an arduous one and took a great deal of time and thought. On the whole, the displays were strikingly excellent from the standpoints of impressiveness and sales-making possibilities, and certainly reflect credit on their originators.

ONTARIO	QUEBEC	MARITIME PROVINCES
1st Prize—\$50 In Cash	1st Prize—\$50.00 In Cash	1st Prize—\$50.00 In Cash
1st Prize—Mr. Bruce McDougall, Ingersoll, Ont.	1st Prize—Mr. Eug. Brais, 709 St. Lawrence Blvd., Montreal, Que.	1st Prize—Mr. Donald A. Stuart, c/o Mr. A. E. Eardley, Fredericton, N.B.
2nd Prize—\$35.00 In Cash	2nd Prize—\$35.00 In Cash	2nd Prize—\$35.00 In Cash
2nd Prize—Mr. D. M. Brown, 119 Herkomer Street, Hamilton, Ont.	2nd Prize—Mr. Geo. V. Kneen, Maisonneuve, Que.	2nd Prize—Mr. E. T. Caldwell, Mgr. Yerxa Grocery Co., Halifax, N.S.
3rd Prize—\$10.00 In Cash	3rd Prize—\$10.00 In Cash	3rd Prize—\$10.00 In Cash
3rd Prize—Messrs. Hutchison Bros. Bracebridge, Ont.	3rd Prize—Messrs. Murphy Bros., 331 St. Catherine St. W., Montreal, Que.	3rd Prize—Messrs. Stewart & Son, 167 Queen Street, Charlottetown, P.E.I.
4th Prize—\$10.00 In Cash	4th Prize—\$10.00 In Cash	4th Prize—\$10.00 In Cash
4th Prize—Messrs. Peebles & Hobson, Hamilton, Ont.	4th Prize—Mr. W. M. McGuire, c/o Co-Operative Grocery Co., 293 St. Antoine St., Montreal, Que.	4th Prize—Mr. Henry Candle, Truro Market, Ltd., Truro, N.S.
12 Prizes of \$5.00 Cash	12 Prizes of \$5.00 Cash	8 Prizes of \$5.00 Cash
Awarded to	Awarded to	Awarded to
5th Prize—Messrs. Puckett & Sailey, Oshawa, Ont.	5th Prize—Mr. J. L. Durand, Three Rivers, Que.	5th Prize—Mr. S. E. Weir, 384 Charlotte St., Sydney, N.S.
6th " —Mr. F. A. Nixon, Barton St. East, Hamilton, Ont.	6th " —Mr. J. S. Tardiff, 175 Rue St. Jean, Quebec, Que.	6th " —Miss Margaret O'Callaghan, 120 Edward Street, Halifax, N.S.
7th " —Mr. Wilbur Simons, c/o Mr. Samuel Suddaby, 93 Oxford St., Brantford, Ont.	7th " —Mr. W. Biltcliffe, 350 Victoria Ave., Westmount, Montreal, Que.	7th " —Mr. R. N. McNeil, 1244 Victoria Road, Whitney Pier, C.B., N.S.
8th " —Mr. Edwd. Armstrong, Barrie, Ont.	8th " —Messrs. Annex Provision Co., 1750 Clarke Street, Montreal, Que.	8th " —Mr. Gerald Mulligan, c/o Messrs. Brace, McKay & Co., Summerside, P.E.I.
9th " —Messrs. A. G. Bain & Co., Hamilton, Ont.	9th " —Mr. B. Berman, 200 Van Horn Ave., Montreal, Que.	9th " —Mr. Percy L. Cook, c/o Mr. W. P. Crosby, Yarmouth, N.S.
10th " —Messrs. Bradley & Son, St. Catharines, Ont.	10th " —Epicierie Belgo, Shawinigan Falls, Que.	10th " —Mr. T. D. Cooke, Merchant, Isaacs Harbor, N.S.
11th " —W. H. Hilton, 39-41 Quebec St., Guelph, Ont.	11th " —Mr. Edward Upton, 358 Bourgeois St., Montreal, Que.	11th " —Mr. L. J. Leben, Box 102, Truro, N.S.
12th " —Mr. J. D. Rymal, 62 Barton St. East, Hamilton, Ont.	12th " —Mr. John Sullivan, 131 Laurier West, Montreal, Que.	12th " —Miss Grace C. Fraser, Rexton, N.B.
13th " —Miss M. Wilson, 151 Brock Ave., Toronto, Ont.	13th " —Mr. G. M. Ginbord, 385 Grand Trunk, Montreal, Que.	
14th " —Mr. C. R. Temperton, 1248 Gerrard St., Toronto, Ont.	14th " —Mr. P. P. Boileau, 70 St. Viateur W., Montreal.	
15th " —Mr. T. B. Gilchrist, c/o Mr. W. J. Armstrong, Campbellford, Ont.	15th " —Mr. Thos. Grace, Gracefield, Que.	
16th " —Mr. John S. Gibson, c/o Marks, Clavet, Dobie Co., Ltd., Port Arthur, Ont.	16th " —Mr. George D'All, c/o Mr. D. Hamilton, 71 Fairmount St. W., Montreal, Que.	

We most heartily congratulate the winners and wish to cordially thank all who took part. "It is not for all of us to command success, but we can do more, we can deserve it."

We also thank the judges, the Editor of "Canadian Grocer," the editor of "Retail Grocer," and Mr. J. J. Gibbons, of J. J. Gibbons, Limited, Advertising Agents, Toronto, for their able and conscientious efforts. All photos were judged by a number and the identity of the owners was absolutely unknown to the judges, who based their awards on a strictly merit basis.

LEVER BROTHERS LIMITED Toronto, Canada.

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

Having had a heavy run on the sale of

MELAGAMA TEA AND COFFEE

the last 10 days, we have concluded to take our travellers off the road at present. Consequently we will ask our numerous friends to favor us by mailing in your always much appreciated orders for 40c Melagama and higher-priced Tea and Coffee.

No 30c Melagama or Minto Tea to offer just now.

Your valued orders for bulk Tea and Coffee will be promptly attended to.

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Is a money-maker because repeat-orders are sure—it has so many features all its own.

- Reduces Soap 50%.
- Does away with rubbing.
- No necessity for washboard.
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STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
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A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

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Technical Book Dept., MacLean Publishing Co.
TORONTO

TRY some of Furnivall's Jam for yourself — its deliciousness will convince you that your customers would appreciate it and buy again and again.

The quality is better, but the price is the same as you've been paying. Sell the better jam.

Put up in 5-lb. pails and glass jars. Your wholesaler has it.

Furnivall-New, Limited, Hamilton ONTARIO

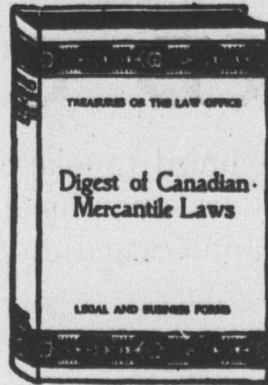
AGENTS: Halifax, B. C. Woodworth, 533 Roble St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ottawa, E. Archdeacon; Toronto, Dunn-Hortop Co.; Fort William, W. F. Elliot; Winnipeg, H. P. Pennock & Co., Ltd.; Manitoba, Saskatchewan, Alberta, W. H. Escott Co., Ltd. Offices: Regina, Calgary, Edmonton.



A BOOK THAT SAVES MONEY

"Digest of the Mercantile Laws of Canada"

A READY REFERENCE FOR BUSINESS MEN AND THEIR ASSISTANTS. A GUIDE TO THEIR DAILY BUSINESS



IN RENTING A STORE, PROCURING A LOAN OR COLLECTING A DEBT, THIS BOOK WILL SAVE YOU MANY DOLLARS

No work ever published in Canada equals it for business men. A veritable consulting library on this one line so universally needed. Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers.

Below appears a few of the questions it answers. These are picked out at random from the book.

If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

(The figures after each question refer to the section in the "Digest" which gives the answer.)

Can interest written "one per cent. per month" in a note be collected by "legal process"?—See sections 345, 185.

In going security on a note, what is the difference between writing your name on the face of the paper or on the back?—171.

Why is it that a verbal agreement to buy real estate with, say \$100 paid down "to bind the bargain," does not bind either seller or buyer?—451.

If a proposition is made to you by letter and you accept it by letter, do you know the exact time when the contract is closed?—39.

How many years does it take a promissory note, a book account, a judgment or a legacy to outlaw in your province?—356, 359, 360, 367.

How long may the drawee legally hold a draft for acceptance?—209.

If a man, in the presence of witness, makes a verbal agreement to buy a wagon, say for \$53, but does not take possession of it, will the sale be binding?—500.

What effect has it on a will if only one person signs it as a witness?—815.

If the wife or husband of a legatee signs the will as a witness, what is the effect?—816.

"A," in paying off a mortgage, gave mortgagee a marked cheque on which was written: "This cheque is given and received as a full settlement and discharge of Mortgage No.——." Is that a legal discharge?—410.

If a person goes with his hired man to a merchant and says: "Give this man the goods he may need up to," say "\$15, and if he does not pay you," say, "within thirty days, I will," will the promise bind him?—110.

If stolen goods are sold to an innocent purchaser for value, can they be taken from him?—513.

How may a person legally add "& Co." to his name, or use any special name other than his own as a firm name, without having a partner?—694.

"B" claims that the Canadian Bills of Ex. Act allows him two days, in addition to the day of presentment, to accept a sight draft, and then three days of grace in which to pay it—six days in all. Is he right?—209, 217.

If you rent a property for a year, the rent payable monthly, and remain on after the year expires, are you a yearly or a monthly tenant?—580, 608.

Can you garnishee a debtor's money deposited in a bank if you know it is there?—885, 295.

Forwarded direct post free on receipt of price.

Keep the book ten days, and if it is not worth the price, return it and get your money back. If remitting by cheque make same payable at par, Toronto. Eastern Edition, Price, \$2.00. Special Western Edition, \$2.50.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, \$2.50.

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Montreal Toronto Winnipeg

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143-153 University Ave.,

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CANADIAN GROCER

NOTICE

BEWARE OF THE BULK TEA BOOMSTER

Anyone buying bulk teas now will be sorry a month hence. The grocer is always the victim of the wily boomster who manufactures the boom.

Consider again—when you are loaded with bulk tea, can you sell it?

THINK THE SITUATION OUT CAREFULLY

The production of tea so far this year is the largest ever known, and we can see nothing to prevent it being placed on the market. Don't be a victim of the scaremonger.

"SALADA"

Toronto Montreal London, Eng. New York Boston Detroit Buffalo Chicago Pittsburg Philadelphia

QUALITY COUNTS

You find it in

"Bertrand's Macaroni"

Nothing but the finest Taganrok (Russian) wheat is used in its manufacture, which is done under most scientific and sanitary conditions.

Nearly a century of success proves its quality and popularity.

Order early from your wholesaler.

Manufactured by Bertrand & Cie, France

Henri Jonas & Co. - Montreal

Agents for Canada and United States

What's in a Name?

Not very much, generally speaking, we admit; but where refrigeration is concerned there is a great deal—far more than the average Grocer is aware of.



To get the best you must ignore the rest and buy a EUREKA. This is where the name comes in. It is over 28 years ago since the first Eureka was made, and its popularity has grown to such an extent that there are now more Eureka Refrigerators in use in the Dominion than any other make. Butchers and Grocers from coast to coast swear by them—why not you?

Let us send you full details of the EXCLUSIVE features of the Eureka: of its economy in ice consumption, of its dry cold circulating air system, etc. You will not obligate yourself, and the information will interest you.

Eureka Refrigerator Co.

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LIMITED

CANADIAN GROCER



—the new appetizer

Colman's *SAVORA*

This preparation is modern in every sense of the word. A brand new taste that meets every demand of the connoisseur for a condiment for meat, fish, salad, etc.

“Savora” has a delicious flavor and a delicate aroma that adds zest to the dinner.

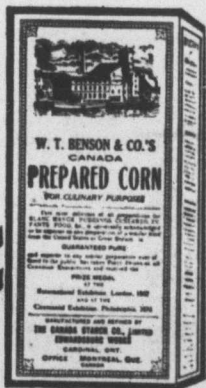
Send for a trial order to-day.

Magor, Son & Co., Limited

AGENTS FOR DOMINION OF CANADA

403 St. Paul St., Montreal

30 Church St., Toronto



In every household this famous yellow package is known to contain the solution to one of Summer's food questions: "What shall we have for dessert?"

The answer is:

BENSON'S PREPARED CORN

That makes sales rapid
profit good and
grocers happy.

CANADA STARCH CO., Ltd.

Makers of Edwardsburg Brands

Montreal

Cardinal

Brantford

CANADIAN GROCER

VOL. XXVIII

AUGUST 14, 1914

No. 33

Enormous Rise in Rents and Other Expenses

What the Retail Trade is up Against in the High Cost of Living Wave—Average Advance in Rents 30 Per Cent.—Net Profits Not Increasing Proportionately—Suggestions for Overcoming the Handicap.

Compiled from Interviews with Canadian Grocers.

THE Rent Problem! Does it affect your business?

If your rent and other expenses have increased during the past ten years or more, what have you done to overcome this condition of affairs in the matter of increasing turnover and net profits? These are highly pertinent questions, for if the expense of rent goes up 15, 20, 30, 40 or 50%, and other overhead charges, such as wages and delivery, have shown similar tendencies, where is the dealer going to end who does not give thought to the problem of increasing the turnover and net profits?

Canadian Grocer has got in touch with a great many merchants during the past month to determine just how much rents and other expenses have advanced in their respective places of business during the last ten years, and is herewith in a position to give some authentic information on the problem. Let us consider certain centres separately.

CALGARY, ALTA. — One grocer reports that rents have advanced in Calgary at least 25% in ten years, and that salaries, so far as he is concerned, are up 20%. He maintains that net profits have not increased correspondingly, due principally to competition. To overcome the increase in expenses he endeavors to attract new customers from the regular population.

STETTNER, ALTA.—

"Our town," writes a merchant, "is only eight years old, and rents are lower today than three years ago by about 15%. Salaries have increased from 10 to 20%. Net profits have not advanced proportionately, inasmuch as there are so many staple lines which have an established retail price which cannot be changed, and yet wholesale prices to us have gone up."

"We would be pleased to have some information on how to overcome the rise in overhead expenses," he adds.

50% Rise in Rents.

STURGEON FALLS, ONT.—Rent here is represented as having gone up 50% in the past decade. One merchant says delivery has advanced from 25 to 50%, and light, heat, help, etc., 25%. By

going after new business, however, and by keeping down unnecessary expenses, this man has found an increase in the net profits.

RENFREW, ONT.—On business houses rent has risen here 50%, wages 75%, and taxes 50%. And on account of too much competition, as one merchant puts it, net profits have not advanced in proportion. To overcome this handicap, he says he has to do two men's work, lives strictly within his income, and refuses all doubtful credit applicants.

FLORENCE, ONT.—A rise of 12½% has taken place in rents in this town in the past ten years. Clerks' wages, according to one merchant, have advanced 10%, the cost of light about 3%, and of fuel 5%. While this dealer is getting increased net profits on most of

the stock, yet he points out that some are still selling certain goods "for fun." "Persistent advertising" is his chief method for overcoming the rise in expenses.

Competition Keeps Down Profit.

GUELPH, ONT.—Rent, hired help and taxes are all higher in Guelph than a few years ago. One firm places rent nearly 50% higher, but it is located near the centre of the city. Another, farther out, agrees that it has gone up, but not to such an extent. Wages by one are represented to be 25% higher, and the stable account 20%. "Net profits," says one dealer, "have not

FACTS REVEALED—

Rents with 19 Canadian dealers have advanced on an average of 30% in past 10 years.

Wages, delivery, taxes, service and store expenses generally, have risen considerably in same length of time. Net profits have not increased proportionately, due to many reasons, chief of which is given as keen competition. Other reasons are price-cutting; mail order competition; increase in delinquents, due to people living beyond their means; inexperienced men in the trade; higher degree of service demanded, etc.

REMEDIES SUGGESTED—

To overcome handicaps of rising rents and other costs, where there is no corresponding increase in net profits, many suggestions are made by dealers in this article. Among them are: Increasing turnover adding as little to expense as possible, this increase to be secured by good newspaper advertising and modern methods; opening no new doubtful accounts and watching old ones; maintaining prices; good assortment; high quality stock; take all discounts for cash; buy as cheaply as possible, and watch the small leaks.

increased proportionately, for the reason that competition is so keen, and because many people are living faster than they should, and so are not able to pay their bills. To increase net profits I endeavor to cut out all bad pays, and by so doing, while I may not have as large a turnover, the business can all be done by my own family. Naturally, we are more interested than outsiders, and are more anxious to keep down expenses. I try to do all the business we ourselves can handle, and am not anxious for more."

The views of the firm near the centre of the city are expressed as follows: "To overcome rise in expenses we look well after leakages, and we also make what we take off for depreciation on fixtures, etc., twice a year pay for new fixtures, and in this way we can keep them up-to-date without adding much to the total."

BERLIN, ONT.—Rent here has been increased some 25%. Wages, delivery and taxes have also risen in cost, and, according to one dealer, net profits have not been increased correspondingly. This is due, he claims, to too many in the trade not allowing sufficient to cover losses and depreciation. He believes in adopting a prompt cash system.

Merchants Have Common Delivery.

ST. MARY'S, ONT.—Ten per cent. is given as the increase in rent during the past ten years, while wages and delivery have gone up 10%.

In discussing the matter one dealer stated: "Net profits have not increased correspondingly because many of the men in the retail business have no backbone and are afraid to ask fair prices. I have kept down my overhead expenses to a minimum, our general delivery, cost of which is borne by a number of merchants, helping out greatly. It costs us about one-third less than by private delivery."

RUSSELL, ONT.—Rent for business houses here is about double what it was a decade ago. Store help, taxes and the cost of living generally have also gone up. One merchant explains that the reason net profits have not advanced is that so many are too anxious to make sales by cutting prices and by unfair competition, even if they do make failures. "Buy as cheaply as possible, take all discounts you can for cash, and do with as little help as possible," is the advice of this dealer.

SHELBOURNE, ONT.—One dealer here reports that while rent, as far as he is concerned, has not increased, salaries have risen 25%, and taxes 50%. By increasing the retail prices of goods, he has been able to relatively increase his net profits.

GREEN RIVER, ONT.—Owing to rebuilding and other accommodations, rents have gone up here about 20%. Profits are about the same as they have been for

years, according to one merchant. "By pushing ahead and doing more business, smiling and hustling," he claims he has been holding his own in the matter of profits.

Overhead Costs Much Higher.

KINGSTON, ONT.—"I would say," writes one grocer doing a large business in Kingston, "that rents have increased here on an average of 30%, and salaries fully 20 to 25%. At the same time, net profits have not gone up correspondingly. By working harder myself, thus saving an extra man and doing my utmost to increase the business, and cutting down expenses in every way possible, I am endeavoring to overcome this handicap."

WYOMING, ONT.—One merchant here reports that while rents have not increased any, the cost of help has, and net profits have not gone up in proportion. The cause he attributes to more competition, some stores advertising sales "at cost," and to mail order competition. He advises the curtailment of running expenses, which he practises, and he uses personal circulars and advertisements in the newspaper.

Price of Service Up.

NIAGARA FALLS, ONT.—Rents 50% higher, store help 25%, wagons 25%, and

harness 30%, are the figures of a dealer. He says that profits have not shown relative advances, due to what he terms "unscrupulous competition, increased cost of service and delinquent debtors." In his endeavor to overcome this handicap he sells all goods at a profit, refuses to give service with "accommodation" orders except to regular customers, renders all accounts on the first of the month, and if they are not paid on or before the twentieth are closed, and interest added at the rate of 1% per month.

WEST CHARLTON, ONT.—A dealer interviewed here states that while rent has kept about the same, taxes and help have risen in cost about 50%. People, he maintains, are living beyond their means and cannot pay their accounts, and this is responsible for profits not advancing to keep pace with the rise in overhead expense. He has therefore been endeavoring to cut down doubtful credit accounts.

Price Cutting a Handicap.

KASABAZUA, QUE.—Rents have gone up here about 25%. "You cannot get men to do the work now they were glad to do ten and twenty years ago," writes one merchant, "and therefore wages have also greatly increased. Profits have by no means increased proportionately. It is getting more difficult every year to do business on account of little stores cropping up all over the country, which cut prices, and which only remain a little while.

"We are trying every means to increase our turnover with as few expenses as possible. But by rights we should be getting larger profits than we did years ago, instead of having to sell cheaper."

ST. STEPHEN, N.B.—"In the last ten years rents have increased 25%, and it is possible they will increase another 25% in the next three," says one dealer here. In his particular case other overhead expenses have risen 40%, and except where there is an increase in business profits are no greater. Competition is given as the cause of this. "In my case," he adds, "I depend on increasing the turnover and on buying at more favorable prices to overcome the rise in costs. Every year brings in new competitors, and also sees some of the last year's crop disappear, and the price-cutting is generally done by the new store. This, of course, affects all to a certain extent."

Everything Higher in Nova Scotia.

TRURO, N.S.—Rents have almost doubled in some cases in this town. A merchant writes: "Help that we used to get for from \$5 to \$6 a week we now pay from \$9 to \$12 for it; horseshoeing has gone up 20%, and almost every other

(Continued on page 33.)

SALARIES UP \$52 PER MONTH.

In connection with the problem of rising costs one dealer in an Eastern Ontario city gives some definite figures on the advance in expenses.

"For example," he writes, "in 1892 my business was about \$30,000 a year. Salaries of employees were \$120 per month then. In 1913 the business turnover was about \$41,000 with salaries of employees at \$172 per month. In salaries alone there is an increase of \$52 per month. There is also an increase of \$200 a year in rent and taxes, with all the other advances in the cost of living thrown in. I find it difficult, therefore, to pay 100 cents on the dollar to everyone and live decently.

"There are, too, so many in the retail grocery business today and so many small stores where the wife attends to the business and the husband works at his trade, and where prices are cut, that those depending on the business alone have a hard time to make a living. I cannot see at the moment a very cheerful outlook for the future of the retail grocer."

Grocery Prices Are Still Running Amuck

Apparently No Force Sufficiently Strong to Resist Them — Sugar, Cereals, Flour and Rice in the Lead — Canned Goods Advance Slightly—Bulk Tea Higher, but Package Teas Remain the Same—The Scared Consumer Causing Bulk of the Trouble.

IT is about as easy this week to give any exact basis of quotation in the grocery markets as to pass through the eye of the proverbial needle. The truth seems to be that the war in far off Europe, which descended so suddenly upon us, has completely demoralized conditions, and placed the market for foodstuffs into a panic. Just why this is so cannot be fathomed by many of us. There does not seem to be the occasion for such a holocaust as has been created, except that human nature is bound to have its way.

A glance at the tabulated list on this page, showing the advances that have taken place since the last issue went to press, presents a rapid indication of the exact condition of the grocery market. In many cases these advances are only nominal. Wholesalers differently situated are quoting higher and lower quotations than others. It all seems to depend on how each individual firm views the future and the stocks of the respective goods in the warehouse.

Last week Canadian Grocer recorded the first advance in sugar. The market responded to the pressure of the European and Cuban situation and the rapidly growing consumer purchasing, and the prices shot up 10 cents. Everyone in touch with the situation knew that a further advance was inevitable, and it came with a startling vengeance on Tuesday morn-

Another String of Advances

Since a week ago the carnage of war has once again been in evidence in the forcing upwards of grocery prices. The following list is only some of the important advances:—

Sugar	.....	.50c cwt.
Rice	.....	.50c cwt.
Tapioca	.....	.50c cwt.
Sago	.....	.50c cwt.
Canned Goods	.....	2½c doz.
Spot Valencia and Sultana Raisins,	1c per lb.	
Spot Currants	.....	1c per lb.
Bulk Teas	.....	4 to 6 cents.
Spot Walnuts in Shell	.....	2 to 3c lb.
Spot Shelled Almonds	.....	5c lb.
Beans	.....	.25c per bush.
Cream of Tartar	.....	.6 to 8 cents per lb.
Spices	.....	.1 to 3 cents per lb.
Cheaper Coffees	.....	.2 to 3 cents per lb.
Lemons	.....	\$.1 to \$3 case
Hams	.....	1 cent per lb.
Bacon	.....	1 cent per lb.
Barreled Pork	.....	from \$2 to \$3 per bbl.
Pure Lard	.....	½c per lb.
Butter	.....	2 to 3 cents per lb.
Flour	.....	50c per bbl. and upwards.
Rolled Oats	.....	.30c per cwt.
Oatmeal	.....	.30c per cwt.

Almost all cereals up.

Future prices on many of the above are withdrawn until situation clears.

ing with a 50-cent rise in all but one instance. On Wednesday none of the Eastern refiners were taking orders from anyone whose old contracts had not been entirely filled. In New York, sugar went up to \$7 a hundred during the week. This is in face of the fact that the sugar production will probably not be below 25 per cent. normal, and that the European nations at war will not consume the quantity.

Canned goods is one of the lines that only began to advance since last week's issue went to press. Practically everything went up 2½ cents per dozen. The price of tin is about double, and sugar 60 cents higher; and, while the canners may have contracted for these goods at lower figures, nevertheless they have their influence. Many garrisons, too, have taken on activity, and it may be the Government will require considerable canned goods.

Just how long the present activity for foodstuffs will continue is difficult to say. We may see reactions sooner than many expected. Buying of many lines today is purely speculation. The war scare is the chief factor in raising many prices and not actual conditions. Level-headed men are required to steady the situation. Many consumers are buying goods that will decay before they are consumed; and a case is known where a woman purchased with a \$40 order from a retailer \$4 worth of metal polish.

Grocery Market in a Chaotic State

No Uniform Basis for Quotations, and Prices Are Held by Different Wholesalers According to Their Respective Views—
Much of the Trouble Undoubtedly Due to Imaginary Results.

THE grocery market is in a state of chaos—no other word can describe the condition which prevails as to the relations between supply men and wholesalers; wholesalers and retailers; and the retailers and consumers. With Europe in a turmoil of war which threatens to involve the great majority of the civilized world; with the avenues of the commerce tied up and war cruisers roving the main; with a state of affairs precipitated of which the business world had never dreamed and for which it had never prepared, prices are advancing very rapidly on commodities on which there would appear to be a direct influence and on others on which the direct influence is not so evident, in a manner which demands the careful attention of the retailer.

By these observations Canadian Grocer does not mean to intimate that there is anything seriously wrong with the situation. It is evident from the manner in which buyers have flocked into the market that there has been something of a panic. We believe further that there is some evidence that some are taking advantage of this panic to advance prices. On the other hand, in this they have strong arguments and the first is that they must protect their stocks, and, even at the advanced prices, they state that in some cases the stocks could be cleared up in less than two weeks if there was no curtailment of orders.

The weakness of the situation appears in the wide range of prices which prevails. A difference of a dollar a hundred in rice, or a dollar a bushel in beans, or a dollar a sack on oatmeal, or five cents on a pound of raisins between the figures of different wholesale houses in the same city on the same day does not on the face of it seem to indicate a sound state of affairs. There has, so far as can be learned, been no effort made for concerted action, and we even hear of some influences being exercised in keeping the prices down, but naturally with the high-strung state of the market the advancing prices have had the effect of creating a stronger demand and the volume of business has been enormous.

Some of the Advances.

Higher prices had to be looked for by the grocers. Flour has gone up to 70c a cwt., sugar 60c cwt., rice \$1 cwt.; beans 1c lb.; butter several cents a pound; molasses 3c gal.; lemons more than a dollar a case, and there have been material increases in the quotations on all canned vegetables, domestic and imported; imported canned fish, canned salmon, raisins and currants, European nuts, bulk teas, spices, dates, alimentary pastes and practically all imported goods and other commodities which would be affected by a continuance of war conditions. The cost of living is soaring.

The point is that a sane summary of the situation would indicate that there is no need for what appears to be a panic which has resulted in prices being raised higher than necessary. The factors that enter into these increases are emphatic in themselves. Sources of supply were cut off at a time when there were small stocks in hand. When these stocks are exhausted the wholesaler will be in the position of doing business with a smaller volume of turnover, for he cannot refill these lines with a continuance of the present conditions. Then there will probably be war risks for a time after the avenues of trade are opened again and the high cost of exchange is an important factor.

On the other hand there is support for the feeling that the market is in a state of panic from several sources. Outstanding is the fact that the million bags of flour which will be sold to the Dominion Government for exportation to England were sold at \$2.80, which would not indicate that the millers were trying any hold-up. However, this probably put the millers in a better position so far as maintaining their prices with the Canadian trade is concerned, although at the same time having the effect of relieving the pressure on supplies in England.

Again we find that the leading tea houses of the Dominion have not advanced their prices as yet, and they should be pretty well in touch with the situation. The head of one of these companies expresses the opinion that there is an undue rush for supplies in the market, and that an advantage is being taken of the circumstances. He further is of the opinion that we shall have news of a naval engagement one of these days which will clear the air and that there will not be any long trouble in getting supplies forward.

Canada In Good Position.

Canadian resources as an agricultural country should be a tempering influence at this time. In the end the bulk of the imports which are held up at present are comparative luxuries and in the event of a continued war Canada could go a long way towards maintaining herself especially with the market of the United States open to the south.

Looking the whole situation over there appears to be no reason why panicky conditions should continue and it would appear that considerable could be done to improve the situation if the wholesalers would come together and set a standard basis of prices which would give greater confidence to the retailer.

Retailer Blamed for Encouraging Poor Ginger

Government Analyst Says That Compound Ginger is Bought at Low Price and Sold to Consumers as if it Were Genuine—This of Course Only Applies to Some Members of Trade — What Analysis Shows.

GROUND ginger is treated in Bulletin No. 286, just issued by the Inland Revenue Department at Ottawa, which shows that this article is still adulterated to a considerable extent. In 1897 the percentage of adulteration was 26; in 1904 it was 40 per cent.; in 1907 it was only 3 per cent.; in 1909 it was 21 per cent.; in 1912 it was down again to 9 per cent., but from the latest analysis the adulteration is found to be 20 per cent. In all, 259 samples were analyzed, and 48 were found to be adulterated.

Chief Analyst A. McGill, who superintended the analysis points out that the adulteration consists mainly of foreign matter such as starches or flour, turmeric, cayenne or mineral matter.

Mr. McGill adds:—"A more subtle form of adulteration, namely the intermixture or substitution of exhausted ginger, has for the most part escaped penalization. Exhausted ginger is ginger from which the components which give the article value as a spice have been extracted. After extraction, the residual tissues retain their characteristic forms and the starch may be so little altered as to be indistinguishable from normal ginger starch. As a spice, this residue possesses practically no value, and should not be found on the market except perhaps as an ingredient in cattle foods, where it may possibly find legitimate use, although even this is doubtful. It is however quoted in many wholesale price lists, and I find one of this year, offering spent ginger at 4 cents f.o.b. Montreal, while genuine ginger is quoted at 10½ cents.

"It will be readily understood that the availability of this comparatively useless article offers a great temptation to grinders; and there can be no doubt whatever that many samples reported herewith, as well as in former bulletins, consist in part of the spent ginger, or exhausted ginger above referred to.

"The difficulty of detection lies in the fact that the characteristic microscopic structure remains unaltered, and even the chemical characters are so little changed that a considerable percentage of spent ginger may be added to a good quality of genuine ginger without modifying the specific constants to such an extent as to justify the analyst in declaring the sample adulterated.

"The only effective way of meeting the case would seem to be the establish-

ing of standards for moisture, total and water soluble ash, and extractive matters, beyond which a sample should be declared illegal.

"This alternative has been kept in view from the first, and I am of opinion that the data which we have accumulated since 1897, will be found sufficient basis for standardization of commercial ground ginger.

"The moisture content varies from about 6.5 to 10 per cent. so far as the present report is concerned. Somewhat higher numbers were found in 1897 (Bull. 48), 1904 (Bull. 95), while distinctly lower percentages of water were found in 1906 (Bull. 137). It is, however quite unusual to find less than 7 per cent. of water in genuine ginger. This datum is of little value, considered in itself, but in its relation to total extractive by cold water, it must be regarded as essential.

"The ash content of ginger depends much upon the way in which the rhizomes are cleaned before grinding, and is of course, greatly influenced by the presence of lime used as a coating of the rhizome. This practice is quite common, and must be held to account for the extremely variable amounts of total mineral residue obtained on incineration.

"The most important datum for judging adulteration by addition of spent ginger is the percentage of cold water extractive.

CANDY FREE FROM DRUGS.

One hundred and seventy-four samples of confectionery have recently been analyzed by the analysts of the Inland Revenue Department at Ottawa. What the authorities were anxious to determine was whether arsenic was to be found to any extent in candy or not. The conclusion arrived at was that confectionery was free from this drug as a general rule, as in no case was it discovered in the samples except in such minute traces as were entirely harmless.

"The exhaustion of ginger by water entails loss of soluble salts, and consequent reduction of water soluble ash; so that a lowered water extractive is usually accompanied by a lowered soluble ash."

After an exhaustive study of the samples, the analyst comes to the conclusion that the retail grocer is most frequently the man to blame in connection with the adulteration of ginger. He sums up the situation as follows:

"It will be seen from the accompanying report that genuine ground ginger has been sold to our inspectors at prices (retail) varying from 25 to 40 cents per pound. None of even the most grossly adulterated samples are sold at lower prices. This fact tells against the retailer who certainly bought his stock-in-trade at a lower price than he would have paid for high grade goods.

"We are often asked to blame the manufacturer rather than the small dealer; but in view of the fact above referred to, there can be no doubt that the retail dealer is thinking of his own profit, and not of furnishing cheaper goods to his customers, when he stocks up with lowest priced wares."

AN "AUTOCARESSEN."

A western United States delicatessen dealer has inaugurated a novelty in the shape of a "autocaressen," a large automobile built something like a small street car. The car is electrically lighted and finished in white enamel with bevelled, leaded glass windows. It is driven up to the house, an unfolding step is let down and the customer can walk right into the car.

A force of seven accompanies the outfit, a chauffeur, two solicitors, two clerks, and two errand boys. The solicitors get the women to come to the car, the clerks wait on the trade, and the boys deliver the orders. It is completely furnished with fixtures, even to a cash register. The car is heated in winter by the motor, and in the summer a complete storage plant is provided for.

To an outsider the store interior is judged by the appearance of the window.

The space in front of the counter should be kept as clean as the dining-room of the customer.

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - - President

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TORONTO, AUGUST 14, 1914

FACE THE SITUATION CALMLY.

THE WAR WILL extract heavy toll of the world, and Canada will bear a share of the loss. How great or how small this share will be time alone can tell. It may be that the gain from selling supplies to Europe at war prices will serve as compensation for the inevitable loss from other sources. Be this as it may, Canadians must face the stern reality, must prepare to meet the inevitable consequences of a big war.

But, in the name of common sense, let us take things coolly. Let us look at the situation squarely without undue alarm or hysteria. It may be that business in Canada will not feel any serious effects; but if the aftermath of the conflict prove as black as the alarmists are prone to paint it, the greater need will be for cool and courageous handling of the situation. Let courage, coolness and confidence be the watch-words of business.

And as a first indication of a sane outlook, let the business man do his best to curb the very evident tendency toward hysteria that the public is manifesting. The crowd around the bulletin board wildly cheering disjointed despatches of more than doubtful authenticity, the frenzied publication of "specials" containing sensational stories, the parading of bands; all these indications of an unsettled public mind are helping to upset conditions and to undermine confidence. It is impossible to prevent excitement during war time; but business interests should strive to keep it within bounds.

The newspapers are doing a lot of harm by their mad scramble to outdo each other in the dissemination of rehashed, unreliable news. The publication of alleged "specials," the loud hawking of papers everywhere, the rush to the bulletin boards, all go to further upset business. There is not a newspaper in the country but what would gladly forego the expense and worry, if it were not for fear that competing papers would outdo them. If publishers cannot reach an agreement to return to methods that smack of sanity at least, then the merchants should step in and use their influence. The hysteria of the press is hurting business for the merchant.

War is a sufficient menace to prosperity. Let us minimize the menace by grappling coolly with the situation.

SERVICE RENDERED BY THE WEEKLY.

READERS OF THIS PAPER should watch our editorial and market pages now more closely than ever. The service Canadian Grocer has been in a position to render just before and since the outbreak of the vast European war has been of great advantage to our many readers all over the country. We consider it our duty in a situation like the present to give the trade the facts as we find them and we know that a great many have profited thereby.

Such a crisis as this has demonstrated beyond a doubt—if any demonstration were necessary—the place of the weekly trade paper. When prices run up the scale with almost startling suddenness as in the present instance, the trade want to be kept closely in touch with the trend of markets. Between issues of a monthly periodical quotations change in such times as the present so widely that absolutely no intimation of the course of events can be presented to readers from one issue to another. But with the weekly paper the dealer knows continually where he it as, as far as a close inspection of conditions and constant touch with the importers, manufacturers and wholesalers can give him the facts.

The forecasts of the markets in Canadian Grocer have been borne out by the subsequent happenings, and with our facilities and organization for getting the information we would urge readers to follow the market situation with the keenest of interest. This is a time as well when the advertisements should be given strict attention. The many special announcements contain valuable informative matter, with which every business man should be familiar.

SERIOUSNESS OF RISING RENTS.

RATHER STARTLING figures are given on another page of this issue regarding the enormous rise in rents during the past 10 years. From interviews with a number of dealers situated in various parts of the country it is shown that the average increase is 30 per cent., the advance ranging all the way from 0 to 100 per cent. Not only that, but practically all state without hesitation that all other overhead expenses have gone up as well, and yet net profits have not increased proportionately.

This is a serious condition of affairs with which to be

confronted. It calls forth the question, where is the grocer going to end who is face to face with rapidly increasing expenditures, who is not getting relatively larger net profits and who is not increasing his turnover or cutting out all expense that is not absolutely necessary?

Wise heads continue to talk of the high cost of living, failing entirely to see the economic changes that have gradually crept over us, and which must really be held guilty for the rising living expenses. Here is the retail grocer, for instance, confronted with advances in rent, taxes, delivery and other service costs, light, heat, salaries, etc., to cover which, if he is alive to his own interests, he must necessarily charge higher prices. But the interviews referred to show that despite advances in retail prices, the grocer is not securing the same percentage of net profit he formerly did. The principal causes are given as keener competition, higher living on the part of the public and therefore more delinquent accounts, price cutting and mail order competition.

If this situation continues some remedies must be found to overcome the handicap. Dealers suggest first of all that the turnover be increased without corresponding advances in expenditures. But this is mostly theory. How is it to be accomplished? Definite suggestions include good newspaper advertising; the elimination of service, at least expensive service, to all but good regular customers; strict watch on the petty leaks; elimination of help not absolutely necessary; a more careful scrutiny of new credit applicants and better methods generally.

There is food for thought in this advice and every dealer interested should carefully read the entire article.

GET THE MONEY IN.

CANADIAN GROCER FEELS that too many warnings cannot be sounded against allowing accounts to run too long. At a time like the present when business conditions are somewhat upset by the European strife, there is always a considerable amount of talk about hard times, business depression, scarcity of money and high prices. Although we in Canada are particularly well situated, yet there is a certain amount of apprehension in connection with the future and many people will be inclined to hang onto their money.

That this will have a disadvantageous effect on the retail trade, and hence on the wholesale and manufacturing trades is plain to be seen unless provision is made against it. Canada has a fair average crop which will mean a lot of money this autumn and particularly since the war is forcing up the price of grains. Customers can be assured that there is no necessity to worry and those inclined to lag in the payment of accounts must be continually "jacked up." There will be many slow-pays for the want of asking them for money. In times like these the dealer has a good excuse. He can point out—with his arguments running a good chance of being appreciated—that his wholesaler is after his money and that he requires all accounts to be promptly met. It must be remembered that the only reason why a great many do not loosen the purse strings is because of the talk of a financial stringency, and not because of any shortage on their part.

With regard to the granting of credit to new applicants, Canadian Grocer desires to repeat its many warnings that extreme care should be exercised. This advice is more for the new man in the trade anxious to build up a business. No applicant should be granted credit who is known to be doubtful, and no account should be opened unless a time limit or a money limit be placed upon it. Not only that but the dealer should have back-bone enough to enforce his system every time.

CANADIAN NATIONAL EXHIBITION

THE GREAT CANADIAN National Exhibition opens in Toronto on Saturday, August 29, and lasts until September 14. This event has developed into the greatest annual exhibition on the globe, and it is a great privilege—to those who have the opportunity—to attend it.

In this age we live to learn. The more we know and the better we utilize the knowledge at our command, the greater will be the pleasure derived from the work we have set out to do. Someone has stated in epigrammatic language that "the more we learn the less we know." And it is a fact sometimes that when people see the greatness of things at such an exhibition as the Canadian National, they realize the smallness of the local sphere around which things have been revolving for them.

Canadian Grocer urges as many members of the trade in Canada as possible to attend this exhibition. The exhibits by manufacturers of goods the trade handle will alone be worth a great deal. If, therefore, holidays have not yet been had, it would be a profitable outing to attend the Canadian National Exhibition this year.

A SACRIFICE OF REPUTATION.

FROM THE ANALYSIS of samples of ground ginger, as will be observed from a special article in another page of this issue, there is still considerable adulteration. This means that a great many retail grocers are being fined for selling a ginger compound as genuine. Canadian Grocer has always held that it isn't fair to fine a retailer who is entirely innocent of the charge of selling compound goods as pure, but if he knew the goods to be adulterated and sold them at the top price, that then he should be punished. Every honest dealer will agree with us in this.

The analysis of the ginger in this case indicates that even where the district inspector purchased adulterated ginger from a retailer he was charged the top price which in no case was less than 25 cents per pound. The chief analyst points out that these retailers purchased the ginger at a much lower figure than the price of the genuine and he claims that they must have known it was not pure. At the same time they were getting the price of the genuine from the consumer and making a big margin.

If this is the case these dealers deserve to be punished. While they are in the great minority, nevertheless they are by a dishonest method affecting the trade of the honest man and are lowering the status of the grocery trade. Every dealer is anxious, and properly so, to purchase in the best possible market, but none should sacrifice his customers or his good name in the selling as pure and for top prices, adulterated goods that have been purchased at a low figure.

EDITORIAL NOTES.

IN TIMES OF War, keep cool.

KEEP AN EYE on credit accounts.

BE FRIENDLY WITH your competitors.

BE A CO-OPERATIVE competitor, not a business demoralizer.

WOULD IT NOT be a good plan to donate a little time to collections during the slack season?

IF A MAN worries about his debts, it's a sign he is honest. The dishonest man lets the other fellow worry.

Light Business Expense But No Profit

Another Retail Grocer's Statement is Analyzed — Good-Will Figured at Almost Four Thousand Dollars on a Fifty Thousand Turnover, But No Basis Exists—Good-Will Defined.

Written for Canadian Grocer by Henry Johnson, Jr.

AN old correspondent writes as follows:—
_____, July 27, 1914.
Mr. Johnson,—

Dear Sir,—No doubt you will be glad to hear from me and how I am getting along with your system of bookkeeping: Am enclosing a statement of our last year's business and will be glad to hear from you on this. Selling expense, such as paper and twine and drivers' expenses on routes; Barn: hay, oats, horse shoeing and repairs; Misc. Expense: ice, phone and other small items; Premiums: for checks we redeem for premiums; Auto Expense: repair on truck, oil and gasoline; Salaries: includes my salary of \$25 per week. Any criticism you can offer will be taken for what it is worth. You will notice we have figured no bad accounts as we use the Ingle System which we think is as same as cash; practically we do a cash business.

Very truly yours,
B. T. J. Gro. Co.

Here are the enclosures:—
TRIAL BALANCE

January 31, 1914.		Dr.	Cr.
Cash	\$ 71,057.96		\$ 68,419.28
Purchases	56,950.07		
Selling Expense	505.31		
Barn	529.23		
Sales, retail		50,246.64	
Jobbing Sales		15,162.70	
Furniture and Fixtures..	4,177.48		
Bills Payable	1,600.03		1,600.03
Bills Receivable	2,791.61		1,888.59
Fuel and Light	84.73		
Taxes and Insurance	80.79		
Salaries	4,630.40		
Advertising	200.76		
Premiums	761.69		
Stock Issued			17,020.00
Good Will	3,824.00		
Merchandise	6,405.95		
Rent	385.00		
Auto Expense	145.16		
	<u>\$154,337.24</u>		<u>\$154,337.24</u>

STATEMENT.

Resources and Liabilities, February 1st, 1914.			
Resources:	Liabilities:		
Cash	\$ 936.68	Stock Issued..	\$17,020.00
Furn. & Fixt...	4,177.48	Surplus	764.08
Bills Rec.	903.02		
Good Will	3,824.00		
Mdse, Inv. '14)	7,942.00		
	<u>\$17,784.08</u>		<u>\$17,784.08</u>

No Basis For Good Will.

¶ The Good Will of any business is computed by adding together the net profits of the three preceding years. In this statement, we have no basis whatever for the figure of \$3,824 for Good Will, because we do not show any net profit. That figure, taken alone, would indicate that these people had made a little over \$1,273 net, per annum, during the years 1911, 1912 and 1913; but we have nothing to show that they made that net profit nor any other amount. Hence I cannot pass on that figure.

¶ Without the Good Will, we have a net, tangible Capital, taken from figures given, of \$13,960.06. On that solid capital, they did a business of \$65,409.34 and thus turned their entire capital very nearly 5 times. The stock was turned only 8 times, which is not fast enough. Taking into consideration the fact that, on January 31, the stock was probably much heavier than it averages, there is still not less than \$1,000 too much tied up in the stock of merchandise. The average stock should not be over \$6,000. So in January there should never be more than about \$7,000 and in July about \$5,000. All this is conservative, because ideal conditions call for the turning of the stock 12 times annually wherever the markets are not too remote. Merchants near good markets do this without any great trouble and merchants in big centers, like Montreal, Toronto or Winnipeg, turn their stock 15 to 18 times annually, or they should do so. "The nimble sixpence" is the thing to imitate.

Good Bookkeeping.

¶ My correspondent is a good bookkeeper. I knew this because I taught him my system, in detail, about 8 or 9 years ago and his business has grown in volume very greatly since that time. In my criticism, therefore, I am objecting more to the form than the substance, because I feel sure he is making some solid progress all the time.

¶ So we add up all his Expenses and find that they total \$7,530.14, which shows that he gets by on 11.51% plus. I wish I could do it for that price. If I could, I should get rich very fast. This leads me to wonder whether, with all his careful accounting, he has not omitted some things. Some items look O.K., but some seem very inadequate; so I shall ask.

¶ What is Selling Expense?

¶ What does the "Barn" item cover? How can anything be done with any size of delivery equipment where \$50,000 of retail business is conducted for \$529.23? I can hardly get turned around and fairly started before my barn expense runs to three

Western Crop Will Be Good

Conclusion Arrived at After Traversing the Prairie Provinces—Absence of Rain in Many Places Had Serious Effect—Little Hail This Year and an Early Harvest.

By Staff Correspondent, David Williams.

or four times that cost. Yet we are doing very nearly the same amount of business.

¶ Give details of Fuel and Light and Taxes and Insurance. I cannot see how those items are carried throughout a YEAR for any such cost as is given.

¶ For the rest, he seems to be simply very fortunate in having low expenses to contend with, but I should like to have details of his salaries—what people he employs and how much he pays to each.

¶ How are Bills Payable put on both sides of the ledger? How are the two items of Bills Receivable arrived at—what do they cover—and how do they get onto both sides?

Compare Standing With Former Years.

¶ To know where you stand you must show what you had a year ago for comparison with what you have now. In this way only can you tell whether you have made any real progress. I have no basis for the impression and yet I feel somehow that my friend is doing too much work for too little pay—in other words, gives away too many premiums, and he also gets prices which are insufficient to cover cost of handling plus a fair net margin. This is very apt to be the case with business called "wholesale" by retailers. They forget that they are not equipped to do a wholesale business, hence cannot get anything out of it when they have to meet real jobbers' competition.

A TRADING STAMP TROUBLE.

The Grocers' and Merchants' Association of Portland, Oregon, has just been made defendant in a \$75,000 suit filed by the trading stamp concern known as the Hamilton Corporation. The suit, it is said, comes as a result of that body's active campaign against the use of trading stamps.

The vigorous protest which the Portland retailers have waged against the trading stamp is characteristic of the activity of both Oregon and Washington merchants, and has had the support of many merchant bodies throughout the United States, and the combined efforts of the North-Western retailers, together with the growing anti-trading stamp sentiment, have, it is claimed, served to make the "sledding" both hard and expensive for the trading stamp concerns trying to do business there.

The complaint filed by the Hamilton Corporation, distributors of the "Hamilton Coupon," alleges that the Portland Merchants' Association had used its influence to prevent the use of its coupons in such a manner as to restrain and damage its trade to the extent of \$25,000. It asks in return three times the amount of the damage done, as provided under the Act of July 2, 1890.

Edmonton, Alta., Aug. 10.—The crop situation in the West this season is quite varied.

From present appearances there will be a very large quantity of grain harvested but it is doubtful if upon the whole there will be as much in the aggregate as last year.

Judging from the most reliable sources of information, Manitoba will produce according to present indications a bumper crop. In Saskatchewan the situation is more mixed. In the northern parts of the province reports indicate an excellent crop also in the south-eastern section the large district south and east of Moose Jaw and Regina known as the Weyburn district. In the south-western part of the province the Maple Creek country, there is a wide section where from present indications the crop will be much below the average. The rainfall there has been very deficient and crops have suffered badly. The same conditions prevail to a great extent in the Kindersly section in the Goose Lake district.

In Alberta a similar situation prevails to that in Saskatchewan. The northern sections of the province promise well—in fact were never better. The south-western part from MacLeod to the Foot Hills is also good, and to all appearances an abundant harvest will be reaped. In the large section east of MacLeod—the Lethbridge country and as far north as Medicine Hat—the dry weather has seriously affected the crops.

In some of these sections late rains have improved conditions but were too long in coming to be of material value.

It must be borne in mind, however, that farming methods through a large part of the West have materially changed during the last two years and the failure of a crop does not mean to the farmers of the district where it occurs what it would have done a few years ago.

Mixed farming has largely taken the place of the all-grain methods formerly prevailing, and should there be a fair amount of moisture during the latter part of the season it will naturally help the farmers out.

Owing to the warm and comparatively dry weather the harvest in most sections will be earlier than usual. So far there has been an absence of hail storms except in a few isolated places, making

the damage from this source very slight.

The question of outside help for harvesting the crop is being considered, and it is generally felt that owing to the shortness of the straw in many places, thus requiring less men to handle it, and taking into consideration the number of unemployed and partially employed around the towns and cities, there will not be the necessity of bringing the crowd of helpers from the Eastern provinces there was formerly. Taking the West as a whole the outlook is good.

ENORMOUS RISE IN RENTS AND OTHER EXPENSES.

(Continued from page 26.)

expense is on a higher basis. We have had to increase our turnover greatly, and at the same time curtail the addition of new help to overcome the handicap. We do this by good advertising, a full stock, high quality goods and fair prices."

SYDNEY, C.B.—In fourteen years, one dealer here says rents have gone up 100% and wages 50%. Net profits, he adds, like the majority of others, have not kept pace with these advances, due to increased competition, particularly from weak men who are carried along by wholesalers. "Buying often, carrying small stocks, quick turnovers, watching accounts closely, and buying against advancing markets" are his methods for overcoming the increase in costs.

CHANGE IN WHOLESALE FIRM.

Davidson & Hay, Limited, wholesale grocers, Toronto, have sold to Armstrong and Pafford, Limited, of which A. H. Pafford is president and F. C. Armstrong is vice-president. Mr. Pafford has been connected with Davidson & Hay, Limited, since August 4, 1887, when it was known as Fitch and Davidson.

F. C. Armstrong has been connected with the grocery trade for twenty-five years, first with Smith and Keighley and for the past seventeen years with Warren Bros., Limited. Mr. Armstrong has been salesmanager of Warren Bros., for a number of years.

The Young Co., Limited, of North Bay, Ont., who owned Davidson & Hay, Limited, will continue business as usual at North Bay and Sudbury.

Press Opinions on the Postmaster-General and His Recent Conduct

THE ATTEMPT of Hon. L. P. Pelletier, Postmaster-General, to ascribe political motives to the opposition to his Postal Bill and to secure the co-operation of Conservative newspapers in making political capital out of the result, was warmly condemned by the C. P. A. Convention. The attitude of the press of Canada can be judged from the following typical editorial references which have occurred during the past month and the latter part of June:—

Pelletier Tries to Fool Mail Clerks

Times, Moose Jaw, Sask.

Hon. L. P. Pelletier, the Nationalist Postmaster-General in the Borden government, is now busily engaged in the endeavor to put on the shoulders of Liberal Senators the blame of his own failure to increase the wages paid to railway clerks and certain other post office employees. Having double-crossed these civil servants, Mr. Pelletier is now trying to "get from under."

At the recent session, the Postmaster-General introduced a certain piece of legislation which may roughly be said to be in two parts. One provided for wage increases for railway mail clerks and other employees; the other gave arbitrary power to the Postmaster-General to fix whatever rates he pleased on newspapers and other second-class mail matter.

Immediate exception was taken to this latter part of the Bill. Newspaper publishers, in particular, objected to a plan which would completely reverse the former practice and allow the Postmaster-General to exercise arbitrarily his own sweet will as to the postal rates which should be charged. The provision came in for much criticism in the Senate. Eventually, an amendment was made to the measure in the Upper House. Mr. Pelletier refused to accept the Senate proposal and killed the Bill.

But the Senate amendment had nothing to do with the matter of the wages to be paid mail clerks and other employees. The Liberals in the Upper House were ready that the provisions giving increased pay to these post office workers should become law. They offered no amendment whatever to the provisions relating to wages.

If Mr. Pelletier had been sincere in his professions of desire to obtain better pay for postal employees it would have been an easy matter to have allowed the legislation to pass without the sections relating to control of postal rates, but with the other sections providing for increased wages for the clerks. But that was not Mr. Pelletier's game. The provisions as to wages were placed in the Bill simply and solely for the purpose of helping the Postmaster-General obtain the arbitrary power which he sought for himself. It wasn't the postal authorities whom Mr. Pelletier had in mind when he framed the Bill, but the interests of L. P. Pelletier and some of his political friends.

He played an insincere game with the mail clerks and now seeks to fool them again by a hypocritical mis-statement of the case as it is.

Spite

Times, North Bay, Ont.

The Postmaster-General has announced his intention of advancing the newspaper postal rates to an extent which we fear will put some papers entirely out of business. This arbitrary proposition is thought by many to be a bit of spite on the part of the P. M. G. against the press for the influence brought to bear against his attempt to have an Act passed to give him absolute control in postal rates. Why should a man seek for control of such an important piece of business. It looks like a piece of high-handed work and should be put down without a dissenting voice of the whole nation.

The Senate a Useful Institution

Economist, Markham, Ont.

The Senate recently amended and thus practically rejected another Government measure which has won for it the approval of the Press of Canada, irrespective of party lines. The Bill in question was one from the Post Office Department, dealing with matters of routine including an increase of salaries for some clerks. There was no objection to most of the clauses but when the Bill was well advanced in the House of Commons it was discovered that it contained a section which gave the Postmaster-General a new, and, many members thought, a dangerous power. The postal rate on newspapers is fixed by Parliament. The Bill proposed that hereafter the rates should be fixed by the Postmaster-General. This

was giving to one man an arbitrary power, a practice which does not accord with democratic Government, and the press of Canada are indebted to the Senate for refusing to approve of this part of the Bill. The Senate in this case has certainly well served the purpose for which it was created, to check hasty and ill-considered legislation.

A Would-be Autocrat

Calgary Herald, July 7.

The Postmaster-General of Canada is evidently determined to revenge himself upon the publishers of the country, and incidentally upon the reading public for the defeat of his Bill by the Senate. He had issued a circular in which, by force of illegitimate interpretation of the present Postal Act, he proposes to increase the postage on newspapers from 100 to 800 per cent., the smaller dailies being the ones that would most severely feel the new rate. In addition, the Postmaster-General has dug up an old regulation of the department, dating from fifty years ago, which he says he will use to impose a charge of one cent on every copy of every newspaper delivered by postmen in the cities of the Dominion.

The Postmaster-General evinces the disposition of a tyrant in his present attitude. If anything was needed to justify the Senate in refusing to place the power of fixing newspaper postal rates in his hands it is the spirit he shows in the circular just issued. Mr. Pelletier is evidently not the man to be trusted with a power so vital to a great industry and to the public at large.

The surprising thing is that Mr. Pelletier appears to have the endorsement of the Borden Government in his remarkable position. It is probably through negligence that the administration has permitted him to go so far in this matter. Mr. Pelletier tried to shove his Bill through Parliament without giving the Press Association an opportunity to discuss its details. He falsified the position of the press to his colleagues in the House of Commons. He misrepresented the press to the Premier. It would be well for the Government to check up Mr. Pelletier and to see that the newspaper reading public is protected against his activities, otherwise the Government will have to bear the responsibility for a course of action which will be resented alike by publishers of newspapers and by the public that reads them.

This subject is one which will engage the attention of the Canadian Press Association at its meeting in Toronto during the present week.

Designed as a Threat

Halifax Echo, June 27.

Mr. Pelletier's announcement to-day is designed principally as a threat to show the newspaper publishers what might happen and to give him a lever in compelling a readjustment of rates according to what are his ideas of what the traffic will bear.

The Department says the new rates will not go into effect until all the publishers have been duly notified. In reality Mr. Pelletier expects that the newspaper men will ask for a conference and that some compromise will be agreed upon. It is very unlikely that he will attempt to really enforce the rates, of which he has given notice to-day.

Pelletier's Double Cross

Recorder, Halifax, N.S.

An article of canned stuff is just now making the rounds of the Tory press, to the effect that the Liberal majority in the Senate has killed Mr. Pelletier's Bill for increasing the salaries of railway mail clerks and certain other post office employees. The objective of the article from the Ananias Bureau is of course to make these civil service men blame the Liberals for preventing the salary advance. The truth is that Pelletier himself killed the Bill and thus cheated the men out of their dues. That portion providing for the increase in salaries was altogether admirable, but along with this went a clause giving arbitrary power to the Postmaster-General TO FIX WHATEVER RATES HE PLEASED ON NEWSPAPERS AND OTHER SECOND-CLASS MATTER. The giving of such arbitrary power was objectionable in the extreme, particularly as it put the postage of newspapers entirely at the sweet will of a partisan head of a Government department. Under such a system it can easily be imagined what outrageous discrimination could be practised to the detriment of all fairness. No Cabinet Minister in the history of the Dominion could have been entrusted with such arbitrary powers, least of all the present incumbent of the Postmaster-Generalship. The Senate justly refused to allow this clause to go through, and Mr. Pelletier to whom the clause was the all important feature of the Bill, refused to allow the amended Bill

to pass. In other words, because he is not to be permitted to fix postal rates on newspapers, etc., at his own sweet will he refused to allow a salary increase to a whole army of poor men whose salaries are inadequate to meet the tremendously high cost of living obtaining at the present time.

Another Senate Rejection

Journal of Commerce, Montreal.

The Senate, which was heartily abused by the Liberals in the early days of the Laurier Government when it rejected the Yukon Railway Bill, and just as heartily abused by the Conservatives when last year it rejected the Borden Government's Naval Aid Bill, has recently refused its assent to some Government Bills under circumstances which win for the upper chamber a large measure of approval from men of both political parties. The majority which rejected the Bill to recoup the Farmer's Bank depositors included many Conservatives, and the Senate's action receives warm approval in influential Conservative circles. Now the Senate has materially amended, and thus practically rejected, another Government measure under circumstances which are likely to win for the upper chamber, to a very large extent, the approval of the Press of the country, irrespective of party lines. The Bill in question was one from the Post Office Department, dealing with several matters of routine, including an increase of salaries for some clerks. To the greater part of the Bill there was practically no objection. But when the Bill was well advanced in the House of Commons the discovery was made that it contained a section which gave the Postmaster-General a new and, many members thought, a dangerous power. The postal rates on newspapers are at present fixed by Parliament. The new Bill proposed to provide that hereafter the rates should be fixed by the Postmaster-General. There was no reason for supposing that the present Postmaster-General would be more disposed than any other Postmaster-General to make exorbitant charges to the Press. But there was a widespread feeling, voiced strongly by the representatives of the Canadian Press Association, that the power was capable of being abused, and that there was no good reason why, in this case, Parliament should surrender its power to any Minister. In an effort to reach a compromise the Postmaster-General agreed to fix a minimum charge beyond which he could not go, and to make the rates, when fixed, subject to the approval of the Treasury Board, who were to hear the representations of any parties who might be dissatisfied with the Minister's decision. In this shape the Bill came back to the Senate on Wednesday.

The fixing of a maximum rate which the Minister could not exceed was, to some extent, an improvement. The appeal to the Treasury Board, however, was quite illusory. The Treasury Board cannot be made, in this public way, an effective court of appeal from a Minister's decision. In the routine work of the Board a valuable service may be done by imposing a check on the hasty action by a Minister. In that case the proceedings are practically of a confidential character. The world may never know that a difference has existed. The Minister, if he is wise, and if the matter is not of vital importance, will accept the judgment of the Board, withdraw his recommendation and readjust the business accordingly. It would be quite a different matter, however, to put the Board in the position of being obliged to publicly reject the recommendation of one of the Ministers. Under the British system there must be solidarity of action among Ministers in reaching decisions. Minor differences must be waived in order that a common ground may be reached. When the moment arrives for announcing a decision the Ministers must stand together. As they say one, so must they say all. A Minister may hold serious objections to what is being done, but if he remains a Minister he must be silent; he cannot be permitted to express a difference with his colleagues.

This well established and necessary rule of Cabinet Government makes it impossible to treat the Treasury Board as a public court of appeal from a Minister's decision. The Treasury Board is simply a committee of the Cabinet. It cannot be expected that such a committee will submit one of their colleagues to the humiliation of a public rebuke by rejecting a recommendation publicly made by the Postmaster-General. How far this situation was considered by members of the Senate we do not know. The Senate apparently seized upon the essence of the Bill respecting newspaper postage. The present law leaves Parliament to fix the rates. The Postmaster-General proposed to transfer that power to himself, with the limitations above mentioned. The Senate thought Parliament should hold fast to its power, and, therefore so amended the Bill as to provide that the rates fixed by the Postmaster-General should not take effect until approved by Parliament. This, of course, would practically leave the matter where it now is, and that apparently will not be satisfactory to the Postmaster-General. It is hardly probable that the Press of either political party will be inclined to quarrel with the Senate for its action in this case.

The Postmaster-General's Attempt to Establish an Autocracy

Canadian Railway and Marine World, Toronto.

On other pages of this issue considerable space is devoted to a Bill introduced at the Dominion Parliament's recent session, by the Postmaster-General in which a most barefaced attempt was made to give the occupant of that position even more autocratic powers than he already possessed, and to take from a large section of the people rights which should be inalienable.

We say deliberately, and without fear of successful contradiction that a determined attempt was made to smuggle this Bill through Parliament, without at least two of the interests affected, viz., newspaper publishers and electric railway companies, being aware of its contents. It was not distributed to the press in the usual way, nor even to those who subscribe for copies of all Bills in order to keep posted. That the attempt to keep the contents of the Bill from those interested was deliberate, is proved by the fact that a person who wrote a permanent official of the Post Office Department on May 6, asking for a copy of the Bill (two days after it had been read a third time), received an answer from that official, dated May 8, stating that the Bill would not be printed until it had been signed by the Governor-General. This was an absolute untruth as *Canadian Railway and Marine World* had a day or two previous to the date of that letter secured a copy of the Bill, and we cannot believe that the untruth was unintentional. We cannot imagine that a permanent official, occupying such a prominent position as the one referred to does, was unaware that it was necessary that the Bill should be printed before it could be passed in the Commons. When he gave the answer above stated, the Bill had not only been printed for submission to the Commons, but it had been reprinted as passed by the Commons, and for submission to the Senate. When the discussion on it opened in the Commons the Postmaster-General gave an evasive answer as to the effect of some of the amendments proposed, and anyone reading the official report of his remarks cannot fail to come to the conclusion that there was a deliberate attempt to deceive.

The rate of postage to be paid by newspaper publishers for the transportation of their papers has, ever since Confederation, been vested in Parliament. The objection to the Postmaster-General's attempt to take that power from Parliament, and confer it upon himself, is not a question of rates. The publishers object to it because they want stability, and because they do not want to be in the power of any one man, who could change rates as often as he might see fit, and who would have absolute powers of discrimination. Many of them particularly object to such powers being vested in the present Postmaster-General who has shown himself impervious to argument or reason, and they object to his successors, whoever they may be, having such power, but they do not object to paying a reasonable rate, to be settled by Parliament. The question of newspaper postage rates has been before the Postmaster-General for months. He had ample time to prepare a tariff and present it to Parliament, but he broke faith with the Canadian Press Association, and attempted to steal a power which no one man should possess.

This is not a political question. As soon as the contents of the Bill leaked out, protests from newspaper publishers all over Canada, irrespective of their politics, poured into Ottawa, but Mr. Pelletier treated them with absolute contempt. When the Bill first came up in the Senate, Sir Mackenzie Bowell, an ex-Conservative Premier and the ex-Government leader in the Senate, said: "Although I appear as a seconder, I do not approve of the Bill and I am not to be committed to it." The representations of the Canadian Press Association were presented by the chairman of its postal committee, P. D. Ross, who is a close personal friend of Mr. Borden, and is the proprietor of the *Ottawa Journal*, which is generally recognized as the Government organ at the Capital. The Managing Director of *Canadian Railway and Marine World*, Conservative though he is, joined hands with the other opponents of the Bill, and did everything possible to ensure its defeat, which was finally accomplished.

The Postmaster-General is trying to make political capital out of the action of the majority in the Senate. They simply granted the request of the Canadian Press Association, which was worded as follows: "Resolved, that the executive of the Canadian Press Association hereby respectfully appeals to the Senate to strike out of Bill 147 the clause empowering arbitrary changes of newspaper postage."

During the discussions on the Bill, and after its defeat, the Postmaster-General made several open threats against publishers and others who opposed it, and there is no doubt that if he remains in the cabinet he will have to be reckoned with again in connection with this subject. The Premier is now conversant with the facts. Believing as we do in his high-mindedness and absolute probity we cannot think that he can approve of such arbitrary methods, and we look to him to restrain his colleague.

Interview With Tea Man on Market Situation

P. C. Larkin Believes That Unless Something Unforeseen Happens Tea Will be Plentiful in Canada — Russia, He Points Out, Will Not Produce so Much.

ALTHOUGH many in the trade are looking towards a high tea market, veteran tea men are not in accord with this idea.

P. C. Larkin, of the Salada Tea Co., was asked by Canadian Grocer representative what the tea situation is, to which he replied:

"As far as I can see there is more than enough tea to go around; that is there have been some millions of pounds more shipped from India and Ceylon this year than there was in the same period of last year."

He was asked what effect the war would have.

"Well, in what way could it effect it? Let us see. Russia takes about 40,000,000 lbs. of Ceylon and India tea per year. As far as I can see they will not be able to get 40,000,000 lbs. or anything like that amount this year for her services will certainly be interrupted. This will leave very much larger quantities for London to deal with. Therefore the war, if anything, ought to make Ceylon and India teas cheaper, rather than dearer.

"To be sure there are other things which would effect it. In the first place the war risk insurance has cost us as high as 20 per cent. of the value of our tea, but it is now down to slightly over 4 per cent. Freights may be a little higher, but even these charges might be counter-balanced by there being more tea going to auction in London than there were purchasers for."

Mr. Larkin was asked if there was not an embargo on tea, and replied that there was an embargo, that no tea can leave London at present, but that tea has likely been included in an embargo on all foodstuffs, and as soon as the Government see that there is more tea than they will have any need for, in all likelihood they will raise the embargo, realizing that it should not be applied to tea. Therefore he expects the embargo to be off this week.

He was then asked about prices.

"We will do our utmost," he replied, "to keep prices exactly as they are and as far as we can see, although the boomsters are at work, tea will not advance. If any retailer is foolish enough to be talked into stocking up heavily with tea he is certain to be landed with teas to the profit of the boomsters, but to his own financial loss."

"Why should he load up with tea of any kind?" he asked. "In six months it will go off flavor at least to the extent of a penny per pound and in a year, if he holds it that length of time, if he bought it at the lowest market price, we would hate to give him within five cents per pound of what he paid for it because it will have gone off fully that much in flavor."

"The retailer will be wise to buy his tea just as he requires it and just as he has been doing for years back. That is as far as I can see with my forty-five years' experience in the trade."

WINDOW DRESSING CONTEST.

Winners in Competition Instituted By Lever Bros.

Toronto, Aug. 13.—The window dressing contest of Lever Bros., announced some time ago, has been judged and results are announced herewith. Eastern Canada was divided into three districts, Ontario, Quebec, and Maritime Provinces, with four prizes in each of \$50, \$35, \$10 and \$10, respectively, and twelve consolation prizes of \$5 each. The judging was done from numbers only so that the decisions were entirely impartial.

The following dealers won prizes:

Ontario.—1st prize, Bruce McDougall, Ingersoll, Ont.; 2nd prize, D. M. Brown, 119 Herkimer street, Hamilton, Ont.; 3rd prize, Hutchison Bros., Bracebridge, Ont.; 4th prize, Peebles & Hobson, Hamilton, Ont.

Other winners were: Puckett & Sailey, Oshawa, Ont.; F. A. Nixon, Barton street east, Hamilton, Ont.; Wilbur Simons, c/o Samuel Suddaby, 93 Oxford street, Brantford, Ont.; Edw. Armstrong, Barrie, Ont.; A. G. Bain & Co., Hamilton, Ont.; Bradley & Son, St. Catharines, Ont.; W. H. Hilton, 39-41 Quebec street, Guelph, Ont.; J. D. Rymal, 62 Barton street east, Hamilton, Ont.; Miss M. Milson, 151 Brock avenue, Toronto, Ont.; C. R. Temperton, 1248 Gerrard street, Toronto, Ont.; T. B. Gilchrist, c/o W. J. Armstrong, Campbellford, Ont.; John S. Gibson, c/o Marks, Clavet, Dobie Co., Ltd., Port Arthur, Ont.

Quebec.—1st prize, Eng. Brais, 709 St. Lawrence boulevard, Montreal, Que.; 2nd prize, Geo. V. Kneen, Maisonneuve, Que.;

3rd prize, Murphy Bros., 331 St. Catherine street west, Montreal, Que.; 4th prize, W. M. McGuire, c/o Co-Operative Grocery Co., 293 St. Antoine street, Montreal, Que.

The other winners were: J. L. Durand, Three Rivers, Que.; J. S. Tardiff, 175 Rue St. Jean, Quebec, Que.; W. Biltcliffe, 350 Victoria avenue, Westmount, Montreal, Que.; Annex Provision Co., 1750 Clark street, Montreal, Que.; B. Berman, 200 Van Horn avenue, Montreal, Que.; Epicerie Belgo, Shawinigan Falls, Que.; Edward Upton, 358 Bourgeois street, Montreal, Que.; John Sullivan, 131 Laurier west, Montreal, Que.; G. M. Ginbord, 385 Grand Trunk, Montreal, Que.; P. P. Boileau, 70 St. Viateur W., Montreal; Thos. Grace, Gracefield, Que.; George D'All, c/o Mr. D. Hamilton, 71 Fairmount street west, Montreal, Que.

Maritime Provinces.—1st prize, Donald A. Stuart, c/o A. E. Eardley, Fredericton, N. B.; 2nd prize, R. T. Caldwell, mgr. Yerxa Grocery Co., Halifax, N.S.; 3rd prize, Messrs. Stewart & Son, 167 Queen street, Charlottetown, P.E.I.; 4th prize, Henry Candle, Truro Market, Ltd., Truro, N. S.

Prizes were also awarded to: S. E. Weir, 384 Charlotte street, Sydney, N.S.; Miss Margaret O'Callaghan, 120 Edward street, Halifax, N.S.; R. N. McNeil, 1244 Victoria road, Whitney Pier, C.B., N.S.; Gerald Mulligan, c/o Messrs. Brace, McKay & Co., Summerside, P.E.I.; Percy L. Cook, c/o W. P. Crosby, Yarmouth, N.S.; T. D. Cooke, merchant, Isaacs Harbor, N.S.; L. J. Leben, Box 102, Truro, N.S.; Miss Grace C. Fraser, Rexton, N.B.

There were 106 entries from Ontario alone and about 160 altogether.

BOARD OF TRADE CONVENTION POSTPONED.

Canadian Grocer received the following wire on Tuesday from T. Williams, of Moncton, N.B., secretary of the Maritime Board of Trade, which explains itself:—

Editor Canadian Grocer.—Owing to the European war and the disturbed trade conditions resulting therefrom, it has been considered advisable to postpone the meeting of Maritime Board of Trade to a more favorable time, of which ample notice shall be given out.

Robt. Benson and G. R. French, of Benson & French, retail grocers, St. Catharines, Ont., were in Toronto on Wednesday on a buying trip. They visited the Toronto office of Canadian Grocer before returning home.

THE CLERKS' DEPARTMENT.

A RESOURCEFUL CLERK.

The resourceful salesman is worth money to his employer. If the clerk cannot find arguments to sell the customer extra goods he would be much better employed at some other calling. On the other hand if he has at all times the reason at his tongue's end just why an article should be bought then he is on the fair road to success.

A traveler tells how a certain grocer is anxious to eliminate as many of the three for quarter goods as possible and instructs his salesmen to sell rather two for twenty cents. He maintains that no regular ten-cent article should be sold for three for a quarter.

"The other day in this store," says the traveler, "a customer asked the clerk how much canned tomatoes were. 'Two for twenty cents,' was the reply, but it was not the whole selling talk. He followed it up by stating that he would advise the customer to take two tins as sometimes one will not go around, and even if the two were not necessary, the other could be kept without any difficulty and used at any time. That young man had no trouble whatever in making the sale and he told me after-

wards that by this method he sells almost every time the two cans. It takes the customer's mind for one thing off the supposition that she might get three cans for a quarter and gives her in the second place a reason for taking two tins instead of one. And it removes the probability of her asking if they were three for a quarter if the clerk had said '10 cents.'"

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PIMENTO AND PIMENTO CHEESE.

A Vancouver clerk writes asking the difference between Pimento cheese and McLaren's Imperial cheese. Without going into the formula of Pimento cheese it may be said that it is cream cheese with pimento spice in it. The same clerk asks what pimento is. Pimento is an aromatic spice made from the dried unripe berry of the Pimento tree. This is an evergreen tree common in many tropical countries. The berries are light and brittle each containing two dark brown seeds. They are called allspice from the fancy that they have the flavor of cinnamon, cloves and nutmegs combined. Pimento is sometimes called Jamaica pepper.

THE ENCYCLOPEDIA

CREAM OF TARTAR.

Cream of tartar is refined argol, or tartar, a substance found in the juice of grapes and obtained as a precipitate after its fermentation. It has an acid, cooling taste, and is used in the preparation of summer drinks, as an aid in raising bread and cakes, etc.

There are usually from one to three inches of dark "grounds" or lees at the bottom of a full barrel of new wine after it has stood long enough to settle. After a certain time the lees are removed in a "cake" and then dried and broken up till they are about the size of common sand and of a pinkish tinge. This product is sold to tartar manufacturers.

In refining, the powdered lees is put into vats of hot water, cooked for about two hours, and then run off into shallow receivers around which the crystals speedily form in a thick mass. The same water is used repeatedly as it always holds a certain quantity of tartar in solution.

Tartar from wine that has been cleared with plaster is richest in tartaric acid, while that formed in wine that is cleared with eggs is richest in cream of tartar. The tartar takes a tinge of pink or cream, as the wine in which it forms is red or "white."

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DRIED FRUIT CROWNS.

The word "crown," as commercially applied to dates, figs, raisins and some other food products, signifies "grade" or "quality." The higher the number used as a prefix, the choicer the grade—9 crowns raisins being, for example, a little choicer than 8 crowns, etc.

GUARDING AGAINST FLOUR CORNER.

The Mayor of Sudbury has been given the power to purchase 1,000 bags of flour in the open market, to be sold at about cost to the citizens. It is alleged that attempts were being made to corner the flour market there, and complaints were being received from householders. These "alleged attempts" may be simply rumors of the calibre that had the German navy almost annihilated during last week.

Sand

I observed a locomotive, in the railroad yard, one day;
It was waiting at the roundhouse, where the locomotives stay;
It was panting for the journey, it was coaled and fully manned,
And it had a box the fireman was filling full of sand.

It appears that locomotives cannot always get a grip
On their slender iron pavements, 'cause the wheels are apt to slip;
So when they reach a slippery spot, their tactics they command,
And to get a grip upon the rail, they sprinkle it with sand.

It's about this way with travel along life's slippery track,—
If your load is rather heavy, and you're always sliding back;
If a common locomotive you completely understand,
You'll provide yourself in starting with a good supply of sand.

If your track is steep and hilly, and you have a heavy grade,
And if those who've gone before you have the rails quite slippery made,
If you'd ever reach the summit of the upper tableland,
You'll find you'll have to do it with a liberal use of sand.

If you strike some frigid weather, and discover to your cost,
That you're liable to slip upon a heavy coat of frost,
Then some prompt, decided action will be called into demand,
And you'll slip 'way to the bottom if you haven't any sand.

You can get to any station that is on life's schedule seen,
If there's fire beneath the boiler of ambition's strong machine;
And you'll reach a place called Flushtown at a rate of speed that's grand
If for all the slippery places you've a good supply of sand.

CURRENT NEWS OF THE WEEK

Quebec and Maritime Provinces.

J. W. Gorham, commission merchant, Halifax, N.S., died recently.

Geo. Bain & Co., wholesale confectioners, Montreal, have registered.

H. Blais, a Montreal grocer, sustained a fire loss recently. He was insured.

John English, general merchant, Nackawick, N.B., is succeeded by J. F. McGuire.

The Atlantic Sugar Refining Co., with plant at St. John, N.B., will open for operations in the course of a week or more. The building is nine storeys high, and the establishment covers an area of seven acres, with a floor space of 175,000 square feet.

Ontario.

The Meadow Gold Butter Co., of Toronto, has assigned.

J. R. Thorne, grocer, Toronto, has disposed of his business.

A. H. Bourgeau, an Ottawa grocer, is advertising his stock for sale.

Herbert Steel, general merchant, Union, Ont., has disposed of his business.

Berlin, Ont., retail merchants and clerks will hold their first annual excursion and picnic on August 19 to London.

The Ottawa Retail Grocers' Association held its annual excursion to Carleton Place last week. They were accompanied by a Highlanders band, and spent a very pleasant day.

The grocery store of J. C. Burke, Lindsay, Ont., was entered recently by thieves and about \$12 in cash and a small quantity of tobacco and cigars taken. J. C. Bates' store, also in Lindsay, was burglarized, a small amount of silver being taken.

Niagara Falls Pickles, Limited, is the name of a new company formed at

Niagara Falls, Ont. The provisional directors are H. F. Naisbett, Thos. R. Stokes, Geo. B. McClelland, Albert Barbeau, of Stamford, Thos. E. Nichols and Jos. Forde. They propose to manufacture pickles of all kinds, and will also make catsups and other products of vegetables and fruits. They are taking over the business of the Naisbett-Billings Co.

Western Canada.

John Sturrock has resigned as assistant secretary of the Edmonton Retail Merchants' Association, Edmonton, Alta., to engage in other business.

F. G. Dawson, a wholesale provision merchant, Prince Rupert, B.C., has purchased the Daily News of that place. The present management will continue temporarily.

The salmon packing season is now under way in British Columbia, and shipments of new salmon have already been made. The price this year will undoubtedly be higher than a year ago.

What is said to be the largest single consignment of canned goods shipped to Edmonton, Alta., was received recently by one of the wholesale grocers. The shipment consisted of nine cars of tomatoes and one car of fruits.

Edmonton branch of the United Commercial Travelers' Association recently entertained 2,000 men, women and children at its annual picnic on Seba Beach, Lake Wabamun, and thus successfully closed the summer celebration, which began on July 20. One of the features of the outing was the assembling of the Indians on the Hobema reservation, an address by the chief, and dances by the braves. Thirty candidates were initiated during the week. Other items on the programme were theatre parties, receptions and a fancy dress parade.

THE CIGAR CORNER

No. 5.

DOUBLE DUTY ON CIGARS.

There is no article in the grocery store that comes more closely under the eye of the government, than cigars. The revenue officials get after them "both coming and going," so to speak. It is probable that the average grocer does not realize that the manufacturer of cigars has to pay a double duty on this line before he can ship it out to the trade.

On tobacco leaf coming into this country, the Government customs collect a duty of 28 cents a pound. It is only because the leaf is light that the duty does not put up the price of cigars and tobaccos to a prohibitive figure. This duty is collected on what is known as standard weights of raw material, the weights being reckoned after extraction of moisture and government tests.

Every manufacturing plant has to house a government officer whose duty it is to see that no finished product leaves the factory without the government stamp. When the cigars are finished, labeled and packed in the boxes they are sent to the government bond department. Here they are held by the official under lock and key until the firm want to ship them out or until the second duty of \$2 per thousand cigars is paid. When this money has been handed over to the government, the manufacturer receives the official stamp which is pasted around the box. Every dealer has observed this stamp. It means that the

(Continued on page 47.)



When the grocers of Regina, Sask., picnicked recently at Regina Beach, the above photograph was taken of them.

Chaos Reigns Throughout the Grocery Market

No Stable Foundation on Which to Base Values — Upheaval Continues From Week Ago—Sugar Advances 50 Cents Cwt. and Practically All Other Staples Have Taken Same Course—Many Prices Withdrawn.

QUEBEC MARKETS.

Montreal, Aug. 13.—War conditions in their wildest and most erratic form prevail in the grocery market; there is apparently no foundation on which prices may be said to rest—the prices which are being charged the retailer depend so far as can be learned on the individual views of the wholesalers themselves, and here there is a big difference of opinion, as the price ranges indicate. When it is stated that a milling company is quoting \$2.75, and some wholesalers are charging up to \$4; when the mills ask an increase of 1c a pound for rice, and the wholesalers in some cases make it 2c; when sugar advances 50c a cwt. at a jump; when package teas retain their level and bulk stocks are quoted up 4c lb.; when there are differences of several cents a pound on dried fruits between wholesalers; when jobbers advise withdrawing all prices for spices: when one wholesaler asks \$3.10 for beans and another wants \$4.20—then there is some idea of the state that the market is in.

Price quotations are of little use to the grocer. He must depend upon his wholesaler. It has been the endeavor generally in the tables this week to give both the up and down of the range—and it will be the tendency for the prices to go towards the latter. Rice, sugar and flour are given on the mill basis with advances which are warranted by advances at original markets, but in many cases higher figures are being held out to the grocers.

There would appear to be two factions in the market, and the high price party are almost sure to gain headway. So far as can be learned up to the present time adjustments are being made by each house individually, and there has been nothing like concerted action.

Those who took the lead in putting prices on a higher level point out that in the first place the advances have largely been made on imported stocks, which are in short supply, and that when these supplies are done and none coming forward they will be in the position of having to conduct business without returns. Supplies are short, because the war came like a bolt from the blue at a season when stocks are always low, for there is usually little interruption to ocean traffic at this time of year. Other factors which are advanced are the increased cost of exchange, which, it is pointed out, means

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—

Another advance of 40c in flour. Cornmeal and rolled oats soaring. Mill feeds firm and slightly higher.

FISH AND OYSTERS—

Imported fish are higher. Lake fish plentiful. Getting ready for oysters. Lobsters getting scarce.

PRODUCE AND PROVISIONS—

Provisions very firm; hams higher. Lard is advancing. Butter takes jump upward. Fresh eggs dearer. Cheese market unsettled.

FRUITS AND VEGETABLES—

Lemons up to \$8. Spanish onions advancing. Only local vegetables now. Potatoes cheaper. Canadian apples in.

GENERAL GROCERIES—

Sugar advances 50c cwt. Molasses up 3c at least. Spices up 5c to 10c lb. Teas, fruits, nuts, rice, etc., show a big range of quotations.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—

Hogs advanced sharply, followed by rises in hams, bacon, backs, barrelled pork and lard. Butter up about 3c.

FRUITS AND VEGETABLES—

Lemons advance over a dollar a case, due to the cutting off of shipments and the nearing of the end of the season. Canadian peaches and plums on the market. Tomatoes arriving freely, and price is down.

FLOUR AND CEREALS—

Flour up again, as well as rolled oats, oatmeal and practically all cereals.

GENERAL MARKETS—

Sugar, except in case of one firm, up 50 cents. Corn syrups and starch advance. Prices withdrawn on foreign nuts and Mediterranean dried fruits. Cream of tartar up to 40c a pound, and all spices advance. Rice advanced another 50c per cwt. Tapioca and sago up at least a cent a pound. Beans advance again. Canned goods up 2½c a dozen.

MANITOBA MARKETS.

GENERAL GROCERIES—

Sugar up 50c. Corn syrups up 20c case. Currants up 1 to 2c. No market on coffee. Beans, peas and barley up in Ontario. Rice and tapioca market affected. Advance in shelled walnuts.

FLOUR AND CEREALS—

Prices very uncertain. Feed prices not affected much. Rolled oats to be higher.

FRUITS AND VEGETABLES—

Raspberries and cherries off market. Grape fruit hard to secure. Onions and new potatoes down.

PRODUCE AND PROVISIONS—

Provision market firms. Shoulders selling 15c. Butter supply short. Egg receipts will drop off now.

as much as three cents a gallon on a couple of cargoes of molasses now coming into Halifax, and also the higher war insurance which is sure to be in effect for some time after there is a resumption of traffic unless there is a very decisive victory for the British navy.

Sugar, flour, tea, oatmeal, cornmeal, rice, beans, peas, all canned goods, molasses, spices, nuts, currants, raisins, butter—all have taken material advances in price—the extent of those advances it is hard to definitely say at the present time so far as the trade is concerned.

SUGAR.—The war scare has hit the sugar market a severe jolt, as is indicated by an advance of 50c a hundred, which follows the increase of 10c a week ago. The jump which quotations took on Tuesday is one of the biggest that has been seen in Canadian business, and refiners report that the situation is strong on the increase, and that orders are only being taken to the extent of the actual requirements of the wholesaler. For instance, where an order would have been taken from a customer for a thousand barrels, this same customer will now find himself cut down to a hundred, and he is not likely to get that if the refiners feel that he is going in on the market on a speculative basis. The advance came coincident with a big change in prices in New York, where sugar is now selling around 6 cents, and in Canada it is likely to be found that some will take advantage of the occasion to lift the prices above the usual spread between the refiner and the consumer. A big increase in the demand on the part of the consumers and very short stocks is stated as one of the main reasons for the advance, with the difficulty in securing shipments of raw material as an important influence; but it rather looks as though war may have entered the raw market as a speculative influence. For the future there is the damage to the beet sugar crop of Europe to be taken as an important factor. The situation is reported to be worse in England than on this side.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	5 06
20 lb. bags	5 15
2 and 5-lb. cartons	5 35
Second grade, in 100 lb. bags	4 90
Yellow Sugars—	
No. 3	5 00
No. 2	5 10
No. 1	4 65
Extra Ground Sugars—	
Barrels	5 45
50 lb. boxes	5 75
20 lb. boxes	5 85
Powdered Sugars—	
Barrels	5 45
50 lb. boxes	5 65

CANADIAN GROCER

25 lb. boxes	5 65
Paris Lump—	
100 lb. boxes	5 80
50 lb. boxes	6 00
25 lb. boxes	6 10
Crystal Diamonds—	
Barrels	5 85
100 lb. boxes	6 00
50 lb. boxes	6 10
Cartons and half cartons	7 15
Crystal Dominoes, cartons	7 25

DRIED FRUITS.—In dried fruits the war influence is felt, although the extent is governed by the attitude of the different wholesalers. On the one hand, there are houses which state that they are staying with the old basis, while in others there are increases of as high as 50 per cent. To cover the market, the range has been greatly widened with reference to peels, currants, dates and certain raisins. Quotations which are given for figs and Valencia raisins must be considered as purely nominal, as these lines are practically cleared out, and it is questionable if they are to be had. Prunes, instead of following the trend of the market, are reported in some quarters to be a little easier, which is probably accounted for by the fact that California will be handicapped in export operations.

EVAPORATED FRUITS.		
Apples, 50-lb. boxes	0 11	0 11½
Nectarines, choice	0 09	0 09½
Peaches, choice	0 14	0 15
Pears, choice	0 16	0 20
Apricots		
DRIED FRUITS.		
Citron	0 16	0 20
Lemon	0 15½	0 14½
Orange	0 11½	1 12
Currants—		
Amalias, loose	0 07	0 11
Amalias, 1-lb. pkgs.	0 08½	0 12½
Philatras, fine, loose	0 07	0 11
Dates—		
Dromedary, package stock, per pkg.	0 10	0 13½
Faris, choicest	0 11	0 14½
Hallowee, loose	0 06½	0 09
Hallowee, 1-lb. pkgs.	0 07½	0 11
Figs—		
Finest, 6 crown, about 12 lbs.	0 13	0 15½
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Prunes—		
40 to 50, in 25-lb. boxes, faced.	0 12½	0 13
50 to 60, in 25-lb. boxes, faced.	0 11½	0 12
70 to 80, in 25-lb. boxes, faced.	0 10	0 10½
80 to 90, in 25-lb. boxes, faced.	0 09½	0 09½
95 to 100, in 25-lb. boxes, faced.	0 06	0 06½
60 to 70, in 25-lb. boxes, faced.	0 10½	0 11
Raisins—		
Malaga table, box of 22 lbs., according to quality	3 00	6 60
Muscatsels, loose, 3 crown, lb.	0 10	0 06½
Sultana, loose	0 10	0 15
Lower grades Sultana, 1 lb. pkgs.	0 11	0 18
Valencia, new	0 06	0 06½
Seeded, fancy	0 09	0 10½
Seeded, choice	0 19	0 19

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

NUTS.—Nothing like definite quotations can be given in this department. Here the prices are the figures of individual firms which have different views on the effect of the war and its consequences. The table which is given represents as nearly as can be gauged the high and low of the range. It will be noted that pecans and peanuts, which, of course, are American stocks, are unchanged.

Shelled walnuts, per lb.	0 50	0 57
Shelled almonds, 25-lb. boxes, per lb.	0 50	0 56
Finest filberts	0 14	0 20
Pecans—		
3 crown	0 17	0 18
Large	0 18	0 20
Giants	0 21	0 22
Almonds	0 20	0 27
Walnuts, Grenoble	0 30	0 32
Brazils, new	0 14	0 16
Peanuts, No. 1. 1½c; No. 2	0 11	0 11
Peanuts, No. 3. ¾c; No. 4	0 09	0 09

RICE.—Another increase of half a cent a pound—50c cwt.—has been announced during the week, which makes

a total advance of a cent a pound since the war announcement. At the same time the grocer will find that there is a big range in quotations he is offered, and there are houses which have increased their prices to double the advance made by the mills—in other words, they have put the figures up \$2 a cwt. The rice situation is serious from the fact that stocks of raw material are light, and it is not possible to get shipments forwarded. These shipments are tied up in London and Burmah, according to advices which have been received by wire. The situation is similar in the United States, as is indicated by a telegram which has been received from a New York house, which states that October shipments will be the first for brown rice. This house also asks Montreal for a quotation on cleaned Rangoons and Siam suitable for export. The direct influence in the matter of price increases is the high cost of exchange which has been the result of the unbalancing of financial conditions.

Rangoon Rices—		Per cwt.
Rangoon "B"		4 30
"C.C."		3 90
India bright		4 15
Lustre		4 25
Fancy Rices—		Per cwt.
Mace		5 50
Pearl		5 50
Imperial Glace		5 90
Sparkle		6 10
Crystal		6 10
Snow		6 50
Ice drips		6 45
Carolina head		8 10

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 1½c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—		Per lb.
Bags, 224 lbs.		0 86½ 0 07½
Half bags, 112 lbs.		0 06½ 0 06½
Quarter bags, 56 lbs.		0 06½ 0 06½
Velvet head Carolina		0 10 0 11
Sago, brown		0 05 0 06½

DRIED VEGETABLES.—It is practically impossible to give any idea of the standing of the market for dried vegetables. The situation is very unsettled and the quotations will depend to a large extent upon the individual relations of the buyer and seller. Quotations sought in the wholesale section showed a range with as much spread as a dollar a bushel. The figures which are given here are an effort to give some idea of the top and the low of the market, and will not be found of much practical assistance in gauging the market.

Beans—		
Hand picked, per bush.	3 20	4 45
Canadian white, per bush.	3 10	4 20
Yellow, per bush.	3 35	4 50
Yellow eyes, per bush.	3 85	5 00
Lima, per lb.	0 10	0 11
Peas, per bushel	3 00	3 50
Peas, Imperial green, per bush.	3 10	3 60
Barley, pot. per bag	4 00	4 50
Barley, pearl	5 00	6 00

SPICES.—There are advances all through the spice market, but the situation is so unsettled that quotations are purely nominal, and the figures which have been set down in the following table are intended merely to give some idea of the general trend, and there will be found to be a big spread between the figures of different houses. One of the leading spice firms stated that it would be better to give no figures at all, but

merely to state that there had been increases of 5c to 10c a pound throughout the list, and that with no shipments being received nothing more definite could be given. Figures quoted should be considered in relation to this statement.

	5 and 10 lb. Tins.	¼ lb. pkgs., doz.	¼ lb. tins, doz.
Allspice	0 19-0 22	0 80-0 90	0 90-1 00
Cassia	0 27-0 32	0 90-1 08	0 90-1 08
Cayenne pepper	0 30-0 35	0 86-1 09	1 08-1 33
Cloves	0 35-0 40	1 25-1 11	1 25-1 26
Cream tartar	0 38-0 43	1 30	1 30
Curry powder	0 40		
Ginger Cochon	0 23-0 25		
Ginger, Jamaica	0 27-0 32	0 80-1 00	0 90-1 10
Mace	0 85-1 10		3 00
Nutmegs	0 33-0 35	1 08	1 80-2 40
Peppers, black	0 23-0 25	0 90-0 98	1 03-1 13
Peppers, white	0 33-0 34	1 15-1 30	1 30-1 70
Pastry spice	0 25-0 32	0 80-1 10	0 90-1 35
Pickling spice	0 20-0 25	0 85	0 95
Turmeric	0 20-0 22		

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

Carlamon seed, per lb. in bulk	2 00	2 50
Carraway—		
Canadian		0 12
Dutch		0 20
Cinnamon, Cylon, per lb.		0 60
Mustard seed, bulk		0 18 0 22
Celery seed, bulk		0 35 0 45
Cayenne Chillies		0 25 0 30
Shredded cocoanut, in pails		0 20 0 25

MOLASSES.—The first advance made in the price of molasses was 3c a gallon, which represents what is figured as the actual increased cost of importation at original quotations at primary ports, although at the present time a couple of cargoes being brought to Halifax represent practically everything in transit or likely to be brought in until the new market opens about the first of the year. This three cents would only cover increased freight charges, insurance and high exchange, and does not represent what wholesalers might be warranted in asking on the basis usually figured that 1c a lb. in crease in raw sugar means an increase of 7c a gallon in the price of fancy molasses. However, the sentiment which was encountered seemed to indicate that prices would not be pushed in this department on account of the fact that stocks in the hands of the trade throughout the country are generally good, while wholesalers also have plenty on hand, and new importation would not recommence in the general course of events for some months yet.

Barbadoes Molasses—		Prices for Island of Montreal.	
		Fancy.	Choice.
Punchons		.33	.31
Barrel		.36	.34
Half barrels		.38	.37

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

Corn Syrups—		
Barrels, per lb. 5½c; ¼ bbls. 5¼c; ½ bbls. 5 04		
Pails, 30½ lbs., \$1.00; 20 lbs. 90c		1 25
Cases, 2 lb. tins, 2 doz. in case		2 50
Cases, 6 lb. tins, 1 doz. in case		2 85
Cases, 10 lb. tins, ¼ doz. in case		2 75
Cases, 20 lbs. tins, ¼ doz. in case		2 70
Maple Syrups—		
Pure, per 5½ lb. tin		0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal. 1 00		
Maple sugar, pure, per lb.		0 10 0 11

COFFEES.—Coffees are very firm in sympathy with the general markets, and some wholesalers have raised all their cheap brands to the outside of the range which has been quoted. No important changes would appear to be warranted in this department.

Coffee, Roasted—		
Regotas		0 27 0 30
Gautemala		0 20 0 25
Jamaica		0 24 0 28

CANADIAN GROCER

Java	0 32	0 35
Maricao	0 25	0 25
Mexican	0 28	0 30
Mocha	0 30	0 32
Rio	0 20	0 22
Santos	0 23	0 24
Chicoory, per lb.	0 12	0 13

BULK TEAS.—The situation as regards bulk teas appears to be very much upset, and at one important house the word "chaos" summed up description of market by the manager. He stated that prices had advanced 4c at least, but that it was impossible to give a basis of any kind for quotations. One of the large wholesale houses reports an advance of 4c to date throughout the range, putting the cheapest gunpowders at 16½c; cheapest Japans at 18c, and the cheapest Ceylon blacks at 18½c.

PACKAGE TEAS.—The tea market to a large extent promises to be controlled by the package business, and information comes from one of the biggest houses in the Dominion that there has been no advance made to date, and that there is none in sight at the moment. This concern specializes in Ceylons and Indians; and their attitude is very reassuring. The head of the concern stated that stocks were coming forward, and he believed that a naval battle would clear the air so that there would not be much interruption to business.

MACARONI AND VERMICELLI.—Further advances are announced by some of the wholesalers with regard to imported alimentary pastes, which have been raised an additional 3c to a basis of 12c for macaroni. On the other hand, there are Canadian manufacturers of the same lines who are advertising that there will be no advance in prices, and that orders will be taken on the old basis.

WINES.—In wines a further advance of a dollar a case is announced, bringing the total increase to \$2, with \$1 a gallon on bulk.

ONTARIO MARKETS.

TORONTO, Aug. 13.—Wholesale grocers or at least many of them were at their wits end this week trying to make things meet. The war has created such an upheaval in prices that none of them ever experienced before and with retailers hot on the trail for certain goods and the wholesalers not being able to supply them there were some worried faces to be seen. The biggest trouble was with sugar. So great has been the demand that the refiners have been unable to fill it and wholesalers in many cases were practically out of the article. Only small quantities would be sold to any one firm and in some instances no new orders were being received until all old contracts were filled—not even at an advance of 50 cents a hundred. There is pretty much of a famine in sugar but this may only last until supplies are more plentiful or until prices have reached a point that buying

on the part of the consumer will be checked.

Naturally, wholesalers are active these days, but, of course, the situation is not at all normal. A great many advances have occurred almost all along the line. Tea, rice, tapioca, sago, beans, cream of tartar and all spices, spot nuts and canned goods are all higher due either directly or indirectly to the European situation.

SUGAR.—No market of the entire lot has been followed with greater keenness than that of sugar. In Canadian Grocer of two weeks ago it was pointed out that with a general European war the sugar market would be sure to go up and hinted that even the rise would equal a cent a pound at least. A week ago last Monday it advanced 10 cents per cwt, as stated in last week's issue. Then on Tuesday of this week, first thing in the morning, a rise of 50 cents a hundred occurred, making a total rise of 60 cents since the outbreak of the war. It looks, too, as if there would be further advances before the top rung of the ladder has been reached, and the original suggestion that

OCEAN INSURANCE DROPS.

Prior to going to press Canadian Grocer was informed that the insurance rate has dropped from about 10 per cent. to about 2 per cent. This information will help to clear the air and bring about more normal conditions.

the increase might be a cent a pound bids fair to be realized.

It should be said here, however, that the Canada Sugar Refining Co. has not made the advance of 50 cents. The local price of Redpath sugar therefore remains at \$4.61 from wholesalers to retailer, deliveries being made on old contracts only on this basis. The demand has been so keen for sugar that the refiners state it is difficult and almost impossible to keep up with orders and the wholesalers have been worried by the retail trade for sugar on order. The St. Lawrence, Acadia and others have some sugar for delivery and it is this keen demand coupled with the world's situation which led them to advance the price. It is, however, being found very difficult to keep up with retail demand so keen does everybody appear to be after sugar. Refiners are selling only in limited quantities and even in some cases with some firms there is little or no sugar for delivery, at least not on new contracts.

In the United States the market for refined has gone up from \$4.30 to \$6.00. Many enquiries have been received in New York from the United Kingdom for refined and naturally since the supplies of raws have been cut off from the European continent, refiners in Great Britain are competing with us for Cuban raws.

This is the main cause of the advancing market.

Late indications were that some refiners were withdrawing from the present market entirely and delivering only on old contracts.

Extra Granulated Sugars, Montreal, Refined—per 100 lb.	
100 lb. bags	5 11
25 lb. bags	5 21
10 lb. bags	5 26
2 and 5 lb. cartons	5 41
Second grade granulated, 100-lb. bags	5 01
Nova Scotia refined, 100-lb. bags	5 01
Western Ontario refined, 100-lb. bags	5 01
Extra Ground Sugars—	
Barrels	5 51
50 lb. boxes	4 71
25 lb. boxes	5 91
Powdered Sugars—	
Barrels	5 31
50 lb. boxes	5 51
25 lb. boxes	5 71
Crystal Diamonds—	
Barrels	5 86
100 lb. boxes	5 86
50 lb. boxes	5 96
Paris Lump—	
100 lb. boxes	5 86
50 lb. boxes	5 96
25 lb. boxes	6 19
Cartons (30 to case)	7 91
Cartons (50 to case)	7 91
Crystal Dominoes, cartons	8 12
Yellow Sugars—	
No. 1	4 21
Barrels granulated and yellow may be had at 6c per cwt. above bag prices.	

SYRUPS AND MOLASSES.—In view of the advance in corn, starches and syrups have gone up with the rest. Starches advanced about a quarter of a cent a pound, and syrup about 10 cents a case.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 50	
5 lb. tins, 1 doz. in case	2 85	
10 lb. tins, ½ doz. in case	2 75	
20 lb. tins, ¼ doz. in case	2 70	
Barrels, per lb.	0 03½	
Half barrels, lb.	0 03½	
Quarter barrels, lb.	0 04	
Pails, 3½ lbs. each	1 85	
Pails, 25 lbs. each	1 35	
Molasses, per gallon—		
New Orleans, barrels	0 96	0 25
New Orleans, half-barrels	0 28	0 30
West Indies, barrels	0 22	0 24
West Indies, half barrels	0 24	0 26
Barbadoes, fancy, barrels	0 45	0 48
Barbadoes, fancy, half barrels	0 47	0 51
Maple Syrup—Compound—		
Gallons, 6 to case	4 40	4 80
½ gals., 12 to case	4 70	5 40
¼ gals., 24 to case	4 70	5 40
Pints, 24 to case	2 50	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 60
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case	6 95	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 90
Maple Sugar—		
Pure, per lb.		0 12½
Maple Cream Sugar—		
24 twin bars		1 80
40 and 48 twin bars		3 80
Maple butter, lb. tins, dozen		1 90

DRIED FRUITS.—From the standpoint of Mediterranean dried fruits the war came at a very inopportune time. Markets here are practically bare of currants, Sultana and Valencia raisins, dates, figs, etc. The retail trade has practically all there are and it is not only impossible at the present time to purchase from the Mediterranean, but no cables are passing between shippers and importers. Even should these two situations be favorable to purchase there is still another drawback. Importers couldn't pay for goods as the banks won't issue credits. The situation is therefore a complicated one and difficult to fathom. The presence of the war means at least an advance of three cents extra on currants, even should the price in Patras remain the same as before. Retailers buying Mediterranean dried fruits from those wholesalers who have them will have to pay more. Sultana and Valencia raisins

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are quoted a cent higher, currants a cent and package dates are up. California prunes and raisins are as yet unchanged:

Apples, evaporated, per lb.	0 10%	0 11
Apricots—		
Standard, 25 lb. boxes	0 16%	0 18
Choice, 25 lb. boxes	0 18	0 18½
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 10	0 12
Orange	0 10	0 12
Citron	0 16	0 17
Currants—		
Filiatras, per lb.	0 07½	0 08
Aamalas, choicest, per lb.	0 08	0 08
Patras, per lb.	0 08½	0 09
Vostizzas, choice	0 10	0 10
Vostizzas, shade dried	0 11½	0 12
Cleanest, ½ cent more.		
Dates—		
Paris, choicest, 12-lb. boxes	0 08½	0 09½
Paris, choicest, 60-lb. boxes	0 08	0 08½
Package dates	0 07½	0 09
Hallowees	0 06%	0 06
Prunes—		
34-40s, California, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 13	0 14
50-60s, 25 lb. boxes	0 12½	0 13½
60-70s, 50 lb. boxes	0 10½	0 11
70-80s, 50 lb. boxes	0 10	0 10½
80-90s, 50 lb. boxes	0 09½	0 10
90-100s, 50 lb. boxes	0 08	0 08½
25-lb. boxes, ¼c more.		
Peaches—		
Standard, 50-lb. boxes	0 08	0 08½
Choice, 50-lb. boxes	0 09	0 10
25-lb. boxes, ¼c more.		
Raisins—		
Sultana, choice, new	0 09	0 10
Sultana, fancy, new	0 11	0 13
Valencia	0 08½	0 10
Seedling, fancy, 1 lb. packets	0 10½	0 11
Seedling, choice, 1 lb. packets	0 10	0 10
Seedling, choice, 12 oz.	0 08½	0 09½
Seedless, 16 oz., packets	0 10½	0 11
Seedless, 12 oz., packets	0 08½	0 09

TEA.—Prices on bulk tea have advanced from 4 to 6 cents a pound on this market since the outbreak of war. The chief reason is the fact that there has been an abnormal demand, many retailers being anxious to replenish their supplies to guard against an uncertain future. Shipping routes are, of course, jeopardized to a certain extent and there is consequently not the ordinary amount of tea coming into the country. This also means that war risks and higher freight are to be reckoned with all of which has been responsible for the advance in tea.

RICE AND TAPIOCA.—This has been one of the most sensitive markets of them all during the war crisis. Last week we announced a rise in price of 50 cents per hundred and this week again quotations have to be revised to the same extent. This means an advance of a cent a pound all round in rice, tapioca and sago. Holland has prohibited the export of tapioca from their possessions in the East Indies and should Great Britain do the same this market will go skyward.

Rice—		
Rangoon, per lb.	0 04	0 05
Rangoon, fancy, per lb.	0 05	0 06
Patna, per lb.	0 06	0 07½
Japan, per lb.	0 06½	0 08
Java, per lb.	0 07	0 08
Carolina, per lb.	0 11	0 12½
Sago—		
Brown, per lb.	0 06	0 06½
White, per lb.	0 06	0 06
Tapioca—		
Bullet, double goat	0 10½	0 10½
Medium pearl	0 06½	0 06½
Seed pearl	0 06	0 06½
Flake	0 10½	0 10½

NUTS.—No information is coming through from the European nut districts and it does not look as if many will be imported from that continent this year. Should the war continue until after the harvest, walnuts and almonds will be a scarce article this Christmas. For old nuts prices are up two to three cents and for shelled almonds the trade will have

to pay from four to six cents more. There are, of course, no prices being quoted importers on French nuts.

In shell—		
Almonds, Tarragona	0 15	0 15½
Brazils, medium, new	0 11	0 12
Brazils, large, washed, new	0 12	0 12
Chestnuts, peck	1 75	1 80
Filberts, Sicily, new	0 12	0 13
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 10½	0 11
Peanuts, fancy, roasted	0 09½	0 10
Pecans	0 17	0 18
Walnuts, Grenoble, new	0 18	0 19
Walnuts, Bordeaux	0 12	0 16
Walnuts, Marbots	0 17	0 17
Shelled—		
Almonds	0 50	0 50
Filberts	0 27	0 27
Peanuts	0 11	0 12
Pecans	0 55	0 60
Walnuts, new	0 45	0 46

BEANS.—This, too, has been an unfortunate time for beans. It is a between season when beans were pretty well sold up and the new crop will not be harvested for some time to come. It did not take long, therefore, for the advance to set and now beans to the trade are around \$3 per bushel for Canadian primes and around \$3.50 for hand-picked. Lima beans are up as well as dried peas.

Beans—		
Canadian primes	3 00	3 00
Canadian H. P.	3 50	3 50
Yellow eyes	3 00	3 25
Brown	3 25	3 25
Lime	0 69	0 10
Peas, blue, Canadian, per bush.	2 50	3 00
Peas, whole, white, per bush.	2 00	3 00

SPICES.—Before the war became general Canadian Grocer pointed out that cream of tartar would necessarily advance should France be drawn into the fray. In Toronto to-day it is up at least 40 cents per pound and no doubt holders could obtain almost any price they have a mind to ask. Celery seed has advanced to around 45 cents and all other spices have advanced as stated in last week's issue. Manufacturers are advancing Rio and Santos coffee and if the Government at Ottawa place a tax on coffee coming into the country for war revenue purposes all coffees will go upwards.

Spices—		
Allspice, ground	Compound, per lb.	Pure, per lb.
Allspice, whole	0 12	0 14-0 15
Cinnamon, whole	0 11	0 13-0 16
Cinnamon, ground	0 15-0 16	0 21-0 26
Cinnamon, Batavia	0 26-0 36	0 26-0 36
Cloves, whole	0 08-0 09	0 08-0 09
Cloves, ground	0 21-0 26	0 31-0 33
Cream of tartar	0 19-0 27	0 19-0 27
Curry powder	0 14-0 17	0 20-0 23
Ginger, Cochin	0 17-0 20	0 24-0 27
Ginger, Jamaica, ground	0 18-0 19	0 24-0 27
Ginger, Jamaica, whole	0 18-0 19	0 24-0 27
Ginger, African, ground	0 18-0 19	0 24-0 27
Mace	0 60-0 06	0 60-0 06
Nutmegs, brown, 64s, 82c;		
80s, 42c; 100s		0 37
Nutmegs, ground, bulk, 47c;		
1 lb. tins		0 57
Pastry spice		0 27
Peppers, black, ground	0 12-0 16	0 19-0 22
Peppers, black, whole	0 17-0 25	0 22-0 22
Peppers, white, ground	0 17-0 25	0 22-0 22
Peppers, white, whole	0 17-0 25	0 22-0 22
Pickling spice		0 17
Turmeric		0 26-0 28

CANNED GOODS.

The advance of 2½ cents announced by the canners has been followed generally throughout the trade which applies throughout the line of peas, corn, tomatoes, etc. Canned salmon is very strong, advances of 20c a dozen being reported in some quarters. French canned goods are on the upward tendency and further increases in prices of \$2 the case—a total of 4c a tin—are reported by

some of the wholesalers. Canned meats are in such a position that some jobbers have withdrawn quotations altogether. There is no information yet as to how new goods may come in but under the circumstances the situation will undoubtedly be very strong.

MANITOBA MARKETS.

Winnipeg, Aug. 10.—War affected market about August 1, and has been gradually bringing chaos, until now all big staple lines are withdrawn, and manufacturers and big importers withhold quotations, and refuse to sell at any price until conditions are better known. This applies to many Canadian manufactured goods as well as foreign. There has been a large advance in canned meats, with a rumored advance to come in pork and beans. There is a tendency on the part of retailer and consumer to stock up heavily, which tendency is being discouraged by wholesalers, and in turn by manufacturer. If all sales were taken that are being offered, the volume would be practically doubled.

If the war keeps on, and special steps are not taken to establish and maintain trade routes, little or no goods will be secured from Europe during the coming season. The present high rate of exchange makes the importation of many lines prohibitory, and has brought the cost of goods about 30 per cent. above normal.

SUGAR.—Market went up 10 cents following declaration of war, 50 cents again on Tuesday, and is still going up, due to scarcity of raw material. Eastern manufacturers or some of them are said to have retired from market. Jobbers can see nothing but further advance ahead. Raw sugar advanced 1¼c during the week in New York, and some New York refineries advanced 1¼c on refined. Corn syrup is up 20 cents case, and Canadian corn starch ½c lb.; all other starches ¼c, and when new prices quoted, will undoubtedly be higher. Molasses and maple syrup are not affected.

Sugar, Eastern—		Per cwt. in sacks.
Extra standard granulated	5 80	
Extra ground or icing	6 00	
Powdered	5 80	
Lumps, hard	6 45	
Montreal, yellow	6 10	
Sugar, B.C.—		
Extra standard granulated	5 50	
Yellow sugar	4 85	
Bar sugar	5 65	
Icing sugar	5 85	
Powdered sugar	5 65	
H. P. lumps	6 35	
Sugar packed in barrels, 5c per cwt. more.		
Sugar, Western Ontario—		
Sacks, per 100 lbs.	6 40	
Barrels, per cwt.	5 35	
Bales, 20 lbs., per cwt.	5 40	
Powdered, barrels	5 45	
Powdered, 50s	5 70	
Powdered, 25s	5 05	
Powdered, 25s	6 35	
Icing, barrels	6 00	
Icing, 5%	6 25	
Icing, 25s	6 40	
Icing, pills	6 30	
Cut loaf, barrels	6 10	
Cut loaf, 5%	6 35	
Cut loaf, 25s	6 60	

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B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	2 85
5-lb. tins, 1 doz. to case, per case	3 20
10-lb. tins, 1/2 doz. to case, per case	3 00
20-lb. tins, 3 tins to case, per case	2 95
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	
Barbadoes	Per gal. 0 49
New Orleans	0 31
Maple Syrups—	
Imperial quarts, case, 2 doz.	5 40
Imperial 1/2 gals., 1 doz.	5 55
New, pure, 1/2 gal., case	9 00
New, pure, 1/4 gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—No California

fruits affected yet to any extent by war, but if it continues they will be advanced, as it will be impossible to secure European goods on this market. Spot currants have been advanced from 1 to 2 cents, and little chance of getting new currants from Greece until new trade routes are established. Dates may be expected to advance early. Smyrna, Sultana raisins and extra selected Valencias will be advanced. At present jobbers see no chance of getting fruit from Mediterranean this year, and even if things do settle up, for the next few weeks deliveries will be erratic, late, and prices high.

Apples, evaporated, new, 2 1/2 doz.	0 13	0 13 1/2
Apricots, choice, 25's	0 15 1/2	0 15 1/2
Apricots, choice, 10's	0 16 1/2	0 16 1/2
Apricots, standard, 25's	0 14	0 14
Currants—		
Dry clean	0 08 1/2	0 08 1/2
Washed	0 09 1/2	0 09 1/2
1 lb. package	0 09	0 09
2 lb. package	0 16	0 16
Vostizzas, 1 lb.	0 11	0 11
Dates—		
Hallowi, loose, per lb.	0 08 1/2	0 08 1/2
Hallowi, 1 lb. pkgs.	0 07	0 07
Fari dates, 12-lb. boxes	1 00	1 00
Peaches—		
Standard, 25-lb. boxes	0 06 1/2	0 06 1/2
Choice, 25-lb. boxes	0 07 1/2	0 07 1/2
Choice, 10-lb. boxes	0 08 1/2	0 08 1/2
Extra choice, 25-lb. boxes	0 08 1/2	0 08 1/2
Prunes, in 25-lb. boxes—		
90 to 100	0 07 1/2	0 07 1/2
80 to 90	0 08 1/2	0 08 1/2
70 to 80	0 10 1/2	0 10 1/2
60 to 70	0 11 1/2	0 11 1/2
50 to 60	0 12 1/2	0 12 1/2
40 to 50	0 13 1/2	0 13 1/2
Raisins, Valencias—		
Extra select Valencias, 28's, box	2 15	2 15
Raisins, Sultanas—		
California	0 09 1/2	0 09 1/2
Smyrna	0 12 1/2	0 12 1/2
Raisins, Muscatels—		
3 crown, loose, 50's	0 08 1/2	0 08 1/2
3 crown, loose, 25's	0 09	0 09
Choice seeded, lb.	0 09 1/2	0 09 1/2
Extra fancy seeded, lb.	0 10	0 10
Raisins, Australians—		
Levias, 56-lb. boxes	0 08 1/2	0 08 1/2

TEAS AND COFFEES.—No difficulty experienced in buying tea in the East, but if the present rate of exchange maintains, tea is bound to advance 3 to 4 cents, depending on rate. Retailers are buying steadily, only one or two having shown signs of excitement by buying heavily. Brokers declare no cause for alarm. There is no market on coffee. There will be no transaction in Rios until August 16. Santos No. 4 being held in New York at 3c above last prices quoted. Advances are looked for next week.

BEANS.—Three-pound pickers are up to \$2.20, and in the Ontario market price is up about 50c bushel. Manitoba markets only advanced a small part of that amount, but will doubtless go higher. Barley and peas are up in Ontario 10c per bag, but no advance in Manitoba peas yet.

Beans—	
Austrian, hand picked	2 40
3 lb. picker	2 20
Cal. Lima, per lb.	0 65 1/2

Barley—	
Pot, per sack, 98 lbs.	3 15
Pearl, per sack 98 lbs.	4 65
Peas—	
Split peas, sack, 98 lbs.	3 30
Whole peas, bushel	2 00

SASKATCHEWAN CROP AND MARKET SITUATION.

Regina, Sask., Aug. 12.—(Special).—The excessively hot spell experienced throughout Saskatchewan during the greater part of the month of July has ceased, and has been followed by a week of comparatively cool and welcome weather. The danger was that wheat was ripening too fast, but now with the advent of cool weather, this difficulty has been largely overcome.

With declaration of war, local market has shown a steady advance in certain staple commodities, largely imported from Europe. Sugar has shown the most notable advance, having climbed 30 cents from Monday, August 3, to Thursday, August 6.

Following the upward trend of the wheat market, the price of flour was increased 15 cents by local wholesalers on Thursday, August 6, making the second advance within a week. Lemons have climbed from \$8.50 per case to \$10; and beans have also shown a strong upward tendency. Other commodities having been advanced are coffees, currents and rice.

Sugar has caused more concern on the local market than any other commodity, as a result of the abnormal strength of the New York market, where it advanced more than a dollar since the first of the month.

Produce and Provisions—	
Butter, creamery, per lb.	0 26
Butter, dairy, No. 1, 18c; No. 2,	0 14
Cheese, per lb.	0 15 1/2
Eggs, fresh, per doz.	0 15
Lard, 5's, per case	7 30
Lard, 5's, per case	7 25
Lard, 10's, per case	7 20
Lard, 20's, each	2 35
General—	
Beans, Ontario, per bushel	2 75
Coffee, whole roasted, Rio	0 17
Eyap, apples, 50's	0 12 1/2
Potatoes, new, per bushel	1 75
Rolled oats, 30's	0 68
" " " " "	2 36
Flour, 98's, \$3.20; rolled oats, 80's	2 10
Rice, per cwt.	4 00
Sugar, standard, gran., per cwt.	5 57
Sugar, yellow, per cwt.	5 17

Canned Goods—	
Apples, gals., case, \$1.61-\$1.91, doz.	3 82
Corn, standard, per 2 dozen	2 21
Peas, standard, per 2 dozen	2 00
Plums, Lombard	2 10
Peaches	2 21
Strawberries and raspberries	4 20
Tomatoes, standard, per dozen	2 65
Salmon, Sockeye, 4 doz. talls, case, 15	9 50
Red springs, 15	6 70
Cohoos, 1's, 98; humpbacks, 1's	4 25
Fruits—	
Lemons	10 00
Oranges	4 00

NEW BRUNSWICK MARKETS.

St. John, Aug. 13.—Markets are unsteady, because of the war, and are subject to almost daily change. A shortage in flour exists locally, some dealers having heavy orders given cannot be filled. Millers are now declining to give quotations. All markets have stiffened with wide jumps in different staples. Most notable advances are in sugar, barreled

pork and beef, with markets especially firm. Cereals are higher. New vegetables are cheaper, and potatoes are down to \$1 bushel for new stock. No old ones are on market. Eggs have advanced, and butter is firmer.

WHY CANADA SHOULD BE CONFIDENT.

The Financial Post of Canada will have the following reassuring editorial in its issue of August 15:—

In view of the events taking place in Europe, which will constitute an epoch of perhaps unprecedented importance in history, we appeal strongly to all Canadian business men and to all who hold securities or investments of any kind to meet the present situation with calmness and confidence. Our first duty, at any cost, is to aid in Greater Britain's sustenance and defence, and our next duty, not less important, is to keep the business of the Dominion moving as near normally as possible.

Let it be remembered that while we must lay aside something to pay our share of the cost of the war, we have at our backs storehouses of natural wealth scarcely yet realized. As the calamities of Europe place a higher value on our wheat and other exportable crops, so will the same calamities—the taint of militarism and conscription—make the peaceful land of Canada more attractive to some of the best people of Europe whose hopes and lands, generation after generation, have been despoiled or devastated by war. At the present instant Canada stands practically immune from the physical menace of war; our fields are giving their wealth to the harvester, while many of our other sources of wealth are yielding their bounty in greater proportions than ever. Wealth production is proceeding and the opportunities for still greater production are not, other than temporarily, diminishing. This continent, including Canada, will profit largely and speedily by the changes in the world's currents of trade during the war. Many of our factories will have their production much stimulated by the international necessities of war conditions and Canada will continue to get at least its share of available British capital, diminished though this will no doubt be for a time. Under the circumstances, therefore, the one great essential to keep business moving is confidence, and Canadians, probably of all nations of the world, have least excuse to offer for any lack of it.

"In the unprecedented and critical situation that exists," says Sir George Paish, "it is of the greatest importance that everyone should endeavor to act as if great events were not impending. Were confidence seriously disturbed business would come practically to an end, and our ability to face the difficulties that may be in front of us would be seriously impaired. Therefore, it is of vital importance that, as far as possible, the events that are now taking place should not interfere with the daily life and the daily work of the nation. Orders should be given, factories should be run, and everything should be arranged to maintain, as far as possible, the productive power and the income of the country.

"But for this to be accomplished the situation must be faced with courage and confidence on the part of everyone. Investors must continue to invest, bankers must continue to lend, the Stock Exchanges must continue to deal, and everyone according to his ability must endeavor to work hard in order that individual incomes, and therefore the income of the whole nation, may be maintained at the highest possible level.

"A little over a century ago, when the nation was at war with Napoleon, its income was a very small one, being less than one-eighth of what it is at present. In a comparatively short space of time the British people succeeded in raising about £1,000,000,000 of money for war purposes, and so great was their confidence and courage that at the end of the great war, which severely taxed their resources, they were stronger and wealthier than they had been at the beginning."

Canada's natural wealth is yet barely touched. From any temporary lull in our progress from whatever cause, we can, therefore, recover ourselves more quickly than did the Motherland after her world-struggle of a century ago, if our people are of the same heart and industry. Lack of courage on the part of Canada, with consequent stagnation of our machinery of production, would do serious hurt to both Canada and Britain. Such unfortunate outcome we do not at all anticipate.

FLOUR and CEREALS

Rolled Oats, Oatmeal and Flour All Up Since Last Week

Keen Demand Due to War Scare the Principal Cause—Rolled Oats Advance Again About 30 Cents Per Bag—Flour Higher by 50 Cents Barrel—All Bulk Cereals Held at High Figures.

MONTREAL.

FLOUR.—A second increase in flour prices of 40c the barrel on the part of the millers created conditions in the trade which were little short of a panic, and it is a matter of speculation as to the advisability of as heavy buying as has taken place; but this, of course, relates to the attitude of the general public to a large extent, for it was the demand on the part of the consumer that decided the course of majority of the grocers. Millers say increases which have been made are fully warranted by the advances which have taken place in the price of wheat, but it should be remembered that until transportation facilities are afforded with Great Britain there cannot be any great volume of exportation. The air has been somewhat cleared so far as the milling trade is concerned by the course of the Dominion Government in taking a million bags for export, as this overcomes the difficulty which has arisen in connection with exchange, and also puts it up to Great Britain to guard the Atlantic route. It is significant, however, that the price is \$2.80 a bag, which should prove a big factor in keeping down the cost of food articles in England. In the rush for buying which the millers encountered in this country price schedules were not always adhered to, and we hear of cases where higher quotations were made in the hope of discouraging buying. The outlook in the flour business is very uncertain, and much depends upon a course of events which cannot be foretold.

Manitoba Wheat Flour—	Per bbl.
First patents	6 30
Second patents	5 80
Strong bakers	5 60
Flour in cotton sacks, 10 cents per barrel more.	

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 95	6 25
90 per cent.	5 60	5 80
Straight roller	5 40	5 60
Blended flour	5 45	5 85

CEREALS.—So far as some quotations from the wholesalers to the trade are concerned, there is no longer any bearing of the price of the supply men and what the grocer may be called on to pay. In the table which follows the price of the grinders to the jobbers is given on the one hand, and in contrast the prices which some of the wholesalers are putting to the trade. There are no definite prices for the trade to

work on; it is a question of getting supplies at the lowest possible price.

Cornmeal—	Per 96-lb. sack
Kiln dried	2 40 4 00
Softer grades	2 10 2 50
Rolled Oats—	99's in jute
Small lots	2 85 4 00
25 bags or more	2 75 3 90
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Small lots	3 20
Hominy, per 96-lb. sack	2 70 4 00

MILL FEEDS.—So unsettled are conditions pertaining to grain markets and milling industry in general, that it is practically impossible to foretell what the developments may be. On the one hand, there is the prospect that with the Government order for a million bags of flour, which would represent about 200,000 bags of mill feeds, the situation will at once ease off, because the prospects are that there will be no mill feeds wanted in the export trade for the immediate present. On the other hand, the rapid advance in the price of wheat to its present high level would on the face of it warrant much higher prices than are now in force, and if it were possible to export, quotations would undoubtedly go higher. As it is, there is a disposition on the part of the mills to hold what feeds they have, and agents do not appear anxious to get orders.

Mill Feeds—	Car lots, per ton
Bran	23 00
Shorts	26 00
Middlings	29 00
Wheat moulee	29 00
Feed flour	31 00
Mixed chop, ton	31 00
Crushed oats, ton	31 00
Barley, pot, 98 lbs.	2 75 3 00
Oat chop, ton	31 00
Barley chop, ton	31 00

TORONTO.

FLOUR.—Manitoba wheat flour is still on the up-grade, the advance from a week ago being in the neighborhood of 50 cents per barrel. Best grade of this flour is now selling to the trade in small quantities in the city at around \$6.50 per barrel, and in case deliveries are to be made outside the city the price is 10 cents higher. Second patents and strong bakers are relatively higher, the advance last issue being 50 cents. There is apparently little winter wheat flour being offered so that no definite prices can be quoted. Millers say that the gift of the Canadian Government of 1,000,000 bags should have little effect on the market, as it will not mean so much for three or four large mills. However,

should the ocean routes to the Old Country by any chance be kept closed, there would be an easing off in this market.

Manitoba Wheat Flour—	Small lots.	Car lots.
First patent	6 50	6 40
Second patent	6 00	5 90
Strong bakers	5 80	5 70
Flour in cotton sacks, 10c per bbl. more.		

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

CEREALS.—As explained last week, the cereal market suddenly took on activity with the outbreak of European hostilities. The first advance was in the neighborhood of 20 cents per bag, as announced last week, but since that time advances of 50 cents have been made, making a total of about 3/4 of a cent a pound. Oatmeal has gone up similarly, and practically all other cereals have advanced

Barley, pearl, 98 lbs.	5 00
Buckwheat grits, 98 lbs.	5 50 6 00
Corn flour, 98 lbs.	2 50 3 00
Cornmeal, yellow, 98 lbs.	2 50 2 65
Graham flour, 98 lbs.	4 00
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.	2 75
Peas, split, 98 lbs.	4 50
Rolled oats, 90-lb. bags	3 15 3 25
Rolled wheat, 100-lb. bbl.	3 40 3 55
Rye flour, 98 lbs.	3 50
Wheatlets, 98 lbs.	4 00
Whole wheat flour, 98 lbs.	4 00

MILL FEEDS.—There appears to be no immediate chance for mill feeds to decline, even in the face of the advance in flour. Oats are dear in view of the war, which has put up the price of chop feed, and all feeds are firm.

Mill Feeds—	Mixed cars, per ton
Bran	23 00 25 00
Shorts	25 00 27 00
Middlings	27 00 29 00
Wheat moulee	29 00 30 00
Feed flour, per bag	1 55 1 60

WINNIPEG

FLOUR AND CEREALS.—Milling companies not anxious to give prices, owing to uncertainty existing following outbreak of war. Prices to-day are: First patents, \$6.10; seconds, \$5.50; strong bakers', \$4.80; rolled oats bringing \$2 and oatmeal \$2.40. Total advance to date in flour is 80c barrel. Retailers buying freely on basis of a full advance. Consumer evidently buying in larger quantities than usual. Feeling is that prices will be up again next week. Much depends on action taken by Canadian Government following action of British Government in taking over mills. Shipments to Europe are interfered with.

Feed prices not affected much, but are firm, with indications of advance. Bran is quoted \$20 ton, and shorts \$22.

Manitoba Wheat Flour—	Per bbl.
First patents	6 10
Second patents	5 50
Strong bakers'	4 80
Cereals—	
Rolled oats, per 80 lbs.	2 00
Oatmeal, fine, standard and gran'd, 98 lbs.	2 40

FRUIT & VEGETABLES

Lemon Market Advances Sharply; Market Will Soon Be Cleared

Supply on North American Continent in Small Compass and No New Fruit Will Arrive From Italy Before November—Present Shipments Tied Up—Tomatoes More Plentiful—Canadian Plums and Peaches Arrive.

MONTREAL.

GREEN FRUITS.—In fruit market sensation of the week is the rapid advance in lemons as result of the war news and the prospects that supplies from the Mediterranean will be held up for some time. Prices thus far have almost doubled since a week ago. The range is now put at \$7. to \$8 the case, and the latter figure seems to be the more general; no doubt these prices may go higher with a continuance of hostilities and a strong demand for the limited stocks. There does not appear to be any reason why there should be any important advance in other supplies of fruit. Pine apples have been practically wound up and are not being quoted generally. New Canadian apples are now in the market and the reports indicate that there is going to be a big crop. Raspberries being just about wound up; some cherries are still coming from Ontario and the price is a little higher. Canadian peaches have been offered but they have been of secondary quality as yet; with the crop failure in the Niagara belt as the result of frosts only small shipments are looked for and prices will undoubtedly be high.

Apples—		
Dutchess	2 75	4 00
No. 1 Winesaps, box		3 00
California, basket	1 75	2 00
Bananas, crate	2 00	2 50
Grapefruit, 54-64-80-96 size, case	5 00	6 00
Grapes, Cal., box	2 75	3 00
Cocoanuts—		
100 to 150 size		4 25
Lemons, Messina—		
Extra fancy, 300 size		8 00
Fancy, 300 size		7 50
Choice, 300 size, bags		7 25
Limes, small boxes		1 25
Oranges—		
California, late Valencia, 175-200-215-250	4 00	
California, 125-150 size, box	3 75	
California, 80 and 90 size, box	3 50	
Raspberries, per box	0 18	
Blueberries, basket		1 40
California cantaloupes, per crate of		
about 45	4 50	5 50
Watermelons, each	0 50	0 60
Peaches, per box	1 50	1 75
Plums, per crate	1 75	2 00
Apricots, per crate		2 00
Cherries, California, box		3 00
Pears, Cal., box	3 25	3 75
Canadian cherries, per basket	0 90	1 00

VEGETABLES.—There are no shipments of vegetables being imported at the present time, and local grown supplies are sufficient for the market. Prices are moderate. There are better supplies of tomatoes coming forward from Ontario now and prices were somewhat lower; Quebec tomatoes are also quoted.

The effect of the war is only seen with regard to Spanish onions which are going up in price materially on the prospects of shipments from Spain being held up. Red onions are now quoted at \$4.50 for hundred pound bags and Spanish are up to \$5.50 and selling strong. Montreal potatoes are now coming into the market freely with the result that importations have ceased and the price has receded to \$3 the barrel.

Asparagus, Canadian, basket	1 75
Beans, wax, basket, Canadian	0 75
Beans, green, basket, Canadian	0 75
Beans, native, bushel, 17-20 lbs.	1 50
New beets, doz.	1 75
Cabbage, per dozen	0 75
Cabbage, new, per bbl.	2 00
Carrots, new, doz.	0 40
Cauliflower, native, doz.	1 50
Cucumbers, dozen	0 50
Celery, bunch	1 00
Egg plant, per dozen	2 50
Lettuce, head, per doz.	0 50
Curly lettuce, per box, 3 to 4 doz.	2 50
Mushrooms, basket, 4 lbs.	0 50
Onions—	
Spanish, per case	5 50
New Egyptian, per lb.	0 05 1/2
Native, per doz. bunches	0 40
Red, 100-lb. bags	4 50
Parisian, new, per doz. bunches	3 00
Parley, Canadian, per doz. bunches	0 60
Peas, native, bushel, 17-20 lbs.	1 00
Peppers, green, 3/4 qt. basket	0 75
Potatoes—	
Montreal, new, bag	1 25
Montreal, new, barrel	3 00
Potatoes, new, sweet, Jersey, hpr.	2 50
Radishes, per doz. bunches	0 25
Rhubarb, dozen	0 15
Spinach, Montreal, in boxes	0 80
Sour grass, per box	1 00
Turnips, Quebec, bag	1 50
Turnips, Canadian, bag	1 00
Tomatoes, Mississippi (4-bkt. crate)	1 50
Tomatoes, Jersey, bushel crates	1 50
Tomatoes, Ontario, basket	0 75
Quebec, box	2 25

TORONTO.

GREEN FRUITS.—The oft disparaged lemon holds the spot light on the fruit stage this week. Lemons have advanced from 50 cents to a dollar a case since a week ago, and it may be only a question of time until they are as scarce as the countries of Europe not engaged in the war. It is predicted they will go up here to \$7 per case before they disappear from the market. The present supply of Italian lemons in all America is 96,000 boxes (outside of California) and 41,000 are being sold this week. Even if shipments were to start from Italy now there would not be sufficient to last until their arrival. The next crop will not be on the market until November. The whole lemon situation resolves itself into a question of supply and not so much one of price. Apart from the fact that there are Canadian

peaches and plums on the market, there is little else of interest in this market.

Apples, Can., basket	0 20	0 45
Bananas, per bunch	1 50	2 00
Blueberries	1 50	1 75
Cantaloupes—		
Canadian, basket	0 35	0 50
Crates		3 00
Cherries		0 60
Cocoanuts, sack		3 75
Gooseberries, basket	0 50	0 60
Oranges—		
California, late Valencia	3 25	3 75
Lemons, Verdilla	5 50	6 00
Limes, per 100		1 25
Lawtonberries, per box	0 10	0 11
Plums, box, U.S.	2 00	2 50
Plums, Can., basket	0 50	0 60
Pears, California, box	2 75	3 00
Peaches, Can., white, large, basket	0 50	0 60
Peaches, 1/2 baskets, fancy	0 65	0 75
Peaches, Cal., crate	1 25	1 50
Raspberries, box		0 15
Red currants, basket		0 60
Watermelons	0 40	0 50

VEGETABLES.—Tomatoes arrived in large quantities at the beginning of the week, and there was a consequent drop in prices. There appears to be a good crop of tomatoes in the country and if supplies come along as well as anticipated tomatoes will undoubtedly be considerably lower in a week or ten days. New potatoes show little decline from a week ago. This is one market that the war seems unable to reach and conditions are normal.

Beets, Canadian, new, doz. bunches	0 20	0 30
Beans, Canadian, basket	0 25	0 30
Cabbage, Canadian, crates	1 00	1 25
Carrots, Canadian, new, doz. bunches	0 25	0 30
Cauliflower, crate		1 50
Cucumbers, Canadian, basket	0 25	0 40
Celery, doz.	0 35	0 40
Corn, per doz.	0 12	0 15
Lettuce, doz.	0 15	0 30
Mushrooms, per lb.	0 60	0 75
Onions—		
Green, long, doz. bunches	0 20	0 30
Texas onions, 50-lb. crate		3 00
Spanish, big, crate		4 50
Green peppers, basket	0 50	0 60
Potatoes, new, Canadian, per bag	1 30	1 50
Parley, basket		0 25
Rhubarb, per dozen		0 30
Spinach, Canadian, bush.	0 40	0 50
Tomatoes, Canadian, basket	0 50	0 60
Radishes, Can., per doz.		0 25
Watermelons	0 50	0 60

WINNIPEG.

GREEN FRUITS.—Washington apples being offered at \$1.75. Grape fruit is worth \$6.50 a case, and is very scarce. All cherries are off this market. Lemons have advanced since war broke out, and will soon be practically unobtainable. California Valencia oranges are up slightly, and raspberries are off the market. Little new fruit coming in, and the demand is normal.

Apples—		
Washington		1 75
Bananas, lb.		0 04 1/2
Grapefruit, 54-64-80 size, case		6 50
Lemons—		
California		8 00
Messina		7 00
Melons, per dozen		7 00
Oranges—		
California Valencia		4 00
Peaches, fresh, Cal.		1 40
Plums, fresh, Cal.		2 00

VEGETABLES.—Mostly home-grown fruit is now being handled here by gardeners. Prices are reported reasonable. California onions are down to \$.350, and new potatoes down to \$1.35.

Green pepper, crate	5 00
Head lettuce, Minnesota, hampers	3 00
Head lettuce, Cal., crate	4 50
Leaf lettuce, doz.	0 25
Onions—	
Cal., 100-lb. sacks	3 50
Parley, per doz. bunches	0 40
New potatoes, per bush.	1 35
Tomatoes, Ont., case	1 25

PRODUCE & PROVISIONS

Bacon, Hams, Pork, Lard and Butter All Advance This Week

Hog Prices Move Upwards—War Scare Partly Responsible—Higher Prices Likely Should Shipping to Old Country Be Resumed—New Cheese Also Higher.

MONTREAL.

PROVISIONS.—Situation in provision market is very firm with the outlook for the future very unsettled. The developments will depend largely upon the possibilities of making shipments across the Atlantic, and with anything like a resumption of traffic and a demand from England higher prices may be expected. An increase of a cent a pound for hams; one dollar a barrel for barreled pork and an advance of one cent a pound throughout the range of pure lard are noted, while compound lard has been marked up half a cent. Lard has been quoted at very low figures for some months and it did not take very extensive influences to affect the market.

Hams—		Per lb.
Medium, per lb.	0 19	0 20
Large, per lb.	0 18½	0 19
Bacon—		
Plain, bone in	0 22	
Light, per lb.	0 19	
Boneless	0 25	
Peameal	0 25	
Bacon—		
Breakfast, per lb.	0 18	0 19
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 27
Hams, roast, per lb.	0 28	0 28
Shoulders, boiled	0 26	
Shoulders, roasted	0 27	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		Per bbl.
Heavy short cut mess	28 50	
Heavy short cut clear	28 50	
Clear fat pork	28 00	
Clear pork	27 50	
Lard, Pure—		Per lb.
Tierces, 50 lbs. net	0 13½	
Tubs, 50 lbs., net	0 14½	
Boxes, 50 lbs., net	0 13½	
Pails, wood, 20 lbs., gross	0 14	
Pails, tin, 20 lbs., gross	0 13½	
Cases, 10-lb. tins, 60 in case	0 14½	
Cases, 3 and 5-lb. tins, 60 in case	0 14½	
Bricks, 1 lb., each	0 14½	
Lard, Compound—		
Tierces, 50 lbs., net	0 10½	
Tubs, 50 lbs., net	0 11	
Boxes, 50 lbs., net	0 11½	
Pails, wood, 20 lbs., net	0 11½	
Pails, tin, 20 lbs., gross	0 12	
Cases, 10-lb. tins, 60 in case	0 12	
Cases, 3 and 5-lb. tins, 60 in case	0 12	
Bricks, 1 lb., each	0 13	
Hogs—		Per cwt.
Dressed, abattoir killed	12 75	13 00

BUTTER.—The situation is firm and advances of three to four cents have been made during the week. This is hard to reconcile with the fact that there is no change of export business which would probably develop had it not been for the war outbreak. However, the fact remains that we are now on the fall make and receipts show a falling off from last season while at the same time there is beginning to be a much stronger demand from the Western

coast and there are prospects that consignments from New Zealand may be seriously interfered with.

EGGS.—The top of the market continues to advance here and a cent higher is being paid for strictly fresh stock. The increase is result of stronger demand for strictly fresh eggs with the continuance of hot weather, and difficulty in securing dependable supplies.

CHEESE.—The cheese market, with export business cut off, is naturally quiet; prices remain the same but in the larger markets the figures are merely nominal for there is nothing being done. With the resumption of transportation facilities between Canada and England it may be expected that the situation will firm up but in the meantime business with the exporters is dead.

POULTRY.—There is not much change in the poultry market and a fair business continues. Broilers are somewhat higher and milk fed ducks are off a cent a pound.

POULTRY.		
	Live.	Dressed.
Fresh stock—		
Broilers, per lb.	0 21-0 23	0 23-0 25
Ducks, milk fed	0 14-0 15	0 17-0 18
Fowl	0 15-0 17	0 16-0 18
Geese	0 15-0 18	0 15-0 18
Turkeys, spring	0 20-0 23	0 20-0 23
Turkeys, old Tom	0 20-0 23	0 20-0 23
Milk fed chickens, lb.	0 20-0 23	0 20-0 23
Milk fed broilers, lb.	0 25-0 28	0 25-0 28

HONEY.—Honey market continues without feature, with little business being done.

White Clover Buckwheat		
	per lb.	per lb.
Honey—		
Barrels	0 11½	0 08
Tins, 60 lbs.	0 12	0 08
Tins, 30 lbs.	0 12½	0 10
Tins, 5 and 10 lbs.	0 12½	0 10
Comb, 13-14 oz. section	0 20	0 15-0 16

TORONTO.

PROVISIONS.—Practically all provisions have taken an advance since a week ago following the upward trend of hogs. Live, fed and watered hogs are quoted at from \$10.25 to \$10.40 per hundredweight, and this has resulted in the inevitable. Hams went up about a cent a pound; backs are up a cent; bacon from a half to a cent; barreled

pork advanced a couple of dollars and pure lard went up a ½ cent. It cannot altogether be said that the war has been the cause of this as no shipments are as yet being made to the Old Country. Nevertheless, it appears that the situation abroad has something to do with the extra demand, although there is at the present time an evident scarcity of hogs.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 19	0 20
Large, per lb.	0 17	0 17½
Bacon—		
Breakfast, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 25
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	0 19½	0 20
Roll, per lb.	0 15	0 15½
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 14½	0 14½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 23	0 24
Shoulders, roast, per lb.	0 23	0 24
Barrelled Pork—		
Heavy mess pork, per bbl.	26 00	28 00
Short cut, per bbl.	30 00	32 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 12	0 12½
Tubs, 60 lbs., per lb.	0 12½	0 12½
Pails, 20 lbs., per lb.	0 12½	0 13
Tins, 3 and 5 lbs., per lb.	0 13	0 13½
Bricks, 1 lb., per lb.	0 13½	0 14½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10½
Tubs, 50 lbs., per lb.	0 10	0 10½
Pails, 20 lbs., per lb.	0 10½	0 11
Hogs—		
F.O.B., live, per cwt., off car.	9 00	9 25
Live, fed and watered, per cwt.	10 25	10 40
Dressed, per cwt.	14 00	14 50

BUTTER.—This market has taken another sharp advance, wholesale provision dealers quoting from two to three cents higher. The war may be having some effect on butter but the causes are generally considered at present time to be local. Pasture has not been good and although the rains of Sunday and Monday have helped to overcome this, yet they will have no immediate effect on the market. The additional moisture, however, will mean a later pack.

Butter—		
Creamery prints, fresh made	0 28	0 30
Separator prints	0 24	0 26
Dairy prints, choice	0 23	0 25
Dairy, solids	0 20	0 22

EGGS.—The general public are to be congratulated on the fact that since the outbreak of war they have made little or no scramble for eggs. Probably they have been wise enough to understand that the egg packer can look after the keeping of them better than they, and if so they deserve double congratulations for their foresight. At any rate the price of eggs remains constant in the face of rises on all sides. The war seems as yet to have had no effect.

Eggs, case lots—		Per dozen.
Strictly new laid, in cartons	0 28	0 29
Selects	0 26	0 27
Straights	0 24	0 25
Trade eggs	0 20	0 21

CHEESE.—New cheese has been abiding its time for a considerable period, but at last has taken a tendency to advance here. Wholesalers quote new cheese

CANADIAN GROCER

this week at a ¼ cent rise. Montreal shippers have been withdrawing their buyers from various cheese boards at the request of the banks. The latter pointed out that as no cheese could be sent out of the country, it would only have to be held in Montreal storage and as the banks would have to finance the purchases they figured on relieving the strain as far as possible. Factories are, therefore, holding their cheese in storage in many cases.

Cheese—
 Old, large 0 16½ 0 17
 Old, twins 0 16¼ 0 16½
 New, large 0 14 0 14½
 New, twins 0 14¼ 0 14¾

HONEY.—Apparently no attention is being given to honey by the wholesale dealers. The holdover was large and this has given the market a dull tinge.

Honey—
 Clover, bbls., per lb. 0 09½ 0 09½
 60 30-lb. tins, per lb. 0 09½ 0 10¼
 10 6-lb. tins, per lb. 0 10½ 0 11
 Buckwheat, bbls. 0 06½ 0 07
 Buckwheat, tins 0 07 0 07½
 Comb 1 75 2 00

POULTRY.—Ducks are lower by a couple of cents a pound and not quite so many. Chickens are coming along.

Fresh Stock—
 Live Dressed.
 Fowl 0 13 0 14
 Spring chicken, lb. 0 18 0 25
 Turkeys, young 0 15 0 18
 Turkeys, old Tom 0 13 0 15
 Ducklings 0 11 0 13

WINNIPEG.

PROVISIONS.—Market firms up considerably during week, and look for advance, due to dropping off of receipts of live product. Shoulders are up to 15c. Lard is firming.

Cured Meats—
 Hams, per lb. 0 21
 Shoulders, per lb. 0 15
 Bacon, per lb. 0 26
 Long clear, D.S., per lb. 0 14
 Mess pork, bbl. 28 00

Lard—
 Tierces 0 1¼
 Tubs, 50s 5 37
 Pails, 20s 2 22
 Cases, 5s 6 82
 Cases, 3s 6 90

BUTTER.—Market much firmer. Supply dropped off a little, and excessive hot weather reflects on quality. Advance is not unlikely.

Butter—
 Creamery, Manitoba 0 27
 Dairy 0 19 0 24
 Cooking 0 12 0 16

CHEESE.—Firm at same quotations. Expect big demand will raise price.

Cheese—
 New, large 0 16 0 16
 New, twins 0 16½ 0 16

EGGS.—Fair delivery, but hot weather brought forward considerable quantity of inferior stock. Will be steady cropping off in receipts from now on, and gradual increase in price.

Eggs, extra first 0 18
 Checks 0 12
 Extra, in cartons 0 24

FISH AND OYSTERS

MONTREAL.—The war situation is already having its effect in this market where there is a general advance this week in imported fish, such as Holland and Scotch herrings and all kinds of tinned herrings. In a word all supplies that are supposed to be drawn from for-

eign markets have gone up in price. The stocks that are supplied from our own waters are in abundance and no increase in prices is expected at least for the moment. All species this week are in fairly good supply, even the lake fish which up to now had been a little scarce are making a better showing. The reports so far are that cod and herrings are fairly plentiful and no shortage is expected. It is reported that the catch of halibut and salmon on the Gaspé coast has been quite above the average and lower prices than last year for this season are looked for. So far no contracts have been placed; a few firms have made quotations but without any results. The trade is getting ready for the oyster business in bulk and shell; this generally commences at the end of the present month. Lobster fishing is practically closed in most districts of this country. From the open places very good supplies are being received and prices are comparatively reasonable. Smoked and prepared fish are quiet and until cooler weather no big orders are expected.

FRESH FISH.

	Montreal	Toronto
Halibut, fancy, express, per lb.	0 11	0 10
Haddock, fancy, express, lb.	0 05	0 06
Steak cod, fancy, express, lb.	0 07	0 07
Market cod, per lb.	0 05	0 06
Flounders, fancy, express, lb.	0 07	0 08
Gaspé salmon, per lb.	0 17	0 17
Chilled salmon	0 15	0 15
Buck shad, fancy, express, each	0 30	0 30
Roe shad, fancy, express, each	0 60	0 80
Dressed bullheads, per lb.	0 12	0 12
Brook trout, per lb.	0 30	0 30
Whitefish, per lb.	0 13	0 12
Lake trout, per lb.	0 13	0 10
Bluefish, per lb.	0 13	0 12
Herrings, per 100 count	1 60	1 75
Herring	0 07	0 07
Dore, per lb.	0 14	0 12
Mackerel, per lb.	0 11	0 11
Striped bass, per lb.	0 15	0 15
Pike, per lb.	0 08	0 08
Perch, per lb.	0 05	0 07
Sea bass, lb.	0 10	0 12
Carp	0 08	0 08
Eels	0 08	0 08

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	0 05	0 06
Haddies, 15-lb. and 30-lb. boxes, lb.	0 07½-08	08-09
Haddies, fillets, per lb.	0 11	0 11
Haddies, Niobe, boneless, per lb.	0 10	0 10
St. John blotters, 100 in box	1 20	1 20
Yarmouth blotters, 60 in box	1 20	1 20
Smoked herrings, medium, box	1 15	1 15
Smoked boneless herrings, 10-lb. box	1 20	1 15
Kipper herrings, selected, 60 in box	1 00	1 25
Kipper herrings, ordinary, 60 in box	1 10	1 20
Smoked salmon, per lb.	0 25	0 25
Chow herring, basket of 15 lbs.	1 75	1 80
Smoked eels	0 12	0 10
Smoked halibut	0 20	0 20

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—Gaspé, large, per lb.	0 12	0 12
Salmon, red—steel heads, per lb.	0 12-13	0 12-13
Salmon, red—sockeyes, per lb.	0 10-11	0 11
Salmon, red—Cohoos or silvers, lb.	0 10	0 11
Salmon, pale qualla, dressed, per lb.	0 07-07½	0 08½
Salmon, pale qualla, dressed, per lb.	0 07-07½	0 08½-09
Halibut, white western, large and medium, per lb.	0 07½-08	0 08
Halibut, eastern chicken and medium, per lb.	0 10-11	0 10
Mackerel, bloater, per lb.	0 07-08	0 08
Haddock, medium and large, lb.	0 05½-06	0 07-08
Market codfish, per lb.	0 06-06½	0 07-08
Strak codfish, per lb.	0 06½-07	0 08
Canadian sales, per lb.	0 08	0 08
Blue fish, per lb.	0 16-17	0 16

FROZEN—LAKE AND RIVER.

	Montreal	Toronto
White fish, large, per lb.	0 10-11	0 10-11
White fish, small tullbees, per lb.	0 06½-07	0 06½-07
Lake trout, large and medium, lb.	0 11-12	0 12
Brook, dressed or round, lb.	0 08-10	0 09-10
Pike, dressed and headless, lb.	0 06½-07	0 08
Pike, round, per lb.	0 06-06½	0 07-08

PICKLED FISH.

Salmon, Labrador, tierces 300 lb.	21 00	0 00
Salmon, Labrador, bbls. 200 lbs.	15 00	0 00
Salmon, Labrador, half bbls., 100 lbs.	8 00	0 00
Salmon, B.C., bbls.	15 00	14 00
Sea trout, Riffin's Bay, bbls., 200 lb.	12 00	0 00
Sea trout, Labrador, bbls., 200 lb.	11 50	0 00
Sea trout, Labrador, half bbls., 200 lb.	6 50	0 00
Mackerel, N.S., bbls. 200 lb.	12 00	0 00
Mackerel, N.S., half bbls., 100 lb.	7 00	0 00
Mackerel, N.S., pails, 20 lb.	1 75	0 00
Herrings, Labrador, bbls.	6 00	0 00
Herrings, Labrador, half bbls.	3 00	0 00

Herrings, Nova Scotia, bbls.	5 00	0 00
Herrings, Nova Scotia, half bbls.	3 25	0 00
Lake trout, half bbls.	8 00	0 00
Quebec sardines, bbls.	5 00	0 00
Quebec sardines, half bbls.	2 75	0 00
Tongues and sounds, per lb.	0 10	0 00
Scotch herrings, imported, half bbls.	8 00	0 00
Holland herrings, imported milkers, hf bbls.	5 00	0 00
Holland herrings, imported milkers, kegs	0 75	0 00
Holland herrings, mixed, half bbls.	6 00	0 00
Holland herrings, mixed, kegs	0 65	0 00
Lochtyne herrings, kegs	1 25	0 00
DRIED AND PREPARED FISH.		
Dried codfish, medium and small, 100 lb.	7 50	7 50
Dried hake, medium and large, 100 lb.	7 00	0 00
Dried pollock, medium and large, 100 lb.	7 00	0 00
Dressed or skinless codfish, 100-lb. case.	7 00	7 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs.	0 07½	0 08
per lb.	0 07	0 07
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 30-lb. boxes	0 10	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, ½-lb. each, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15
BULK OYSTERS, CLAMS, ETC.		
Standards, solid meats, gal.	1 80	0 00
Standards, ordinary, gal.	1 50	0 00
Selects, per gal.	2 00	0 00
Best clams, imp. gallon	1 50	0 00
Best scollops, imp. gallon	2 00	0 00
Best prawns, imp. gallon	2 00	0 00
Best shrimps, imp. gallon	2 25	0 00
Sealed best standards, quart cans, each	0 35	0 45
Sealed best select, quart cans, each	0 45	0 45
OYSTERS, CLAMS, MUSSELS AND SHELL FISH		
CRUSTACEANS, ETC.		
Cape Cod shell oysters, per bbl.	12 00	0 00
Malpeque, shell oysters, selected J.A.P., per bbl.	10 00	0 00
Malpeque, shell oysters, C.C.L., bbl.	12 00	0 00
Clams, per bbl.	6 00	0 00
Mussels, per bbl.	6 00	0 00
Live lobsters, medium and large, lb.	0 23	0 30
Boiled lobsters, medium and large, lb.	0 16	0 16
Soft shelled crabs, doz.	0 80	0 80
Winkles, bush.	3 75	0 00
Little Necks, per 100	1 25	0 00

SELLS BANANAS BY THE HAND.

In regard to the handling of bananas, a Quebec, P.Q., dealer, says: "We purchase only one or two bunches at a time and generally a green or half-green one so that they will not ripen too rapidly. As soon as they are ready for sale we push them strongly at 25 and 20 cents per dozen. When, too, a customer asks for a dozen we ask her to come closer to the bunch and suggest that it would be better to take a whole hand. Generally a hand contains a dozen and a half or two dozen, so that we often make a sale of a half or a dozen extra by pointing out to the customer that bananas keep better and look better by the hand.

We stock oranges only in small quantities and do not allow them to be spoiled by the heat. We purchase only good stock.

THE CIGAR CORNER.

(Continued from page 38.)

cigars have been liberated by the bond official and that the duty has been paid.

The bond house in the cigar plant is a large humidor just as is the warehouse for the finished product as pointed out in one of the previous articles. While there they receive the required amount of moisture, and are always in a mature condition when required for shipment.

From the above it will be seen that irrespective of the quality of the leaf or the quality of the cigar, the duty is the same. Manufacturers therefore prefer making good cigars to poor ones because the operating expenses plus the duty are practically the same in both cases. The bulk of the duty is of course paid on the raw material.

No Boost In Our Prices

Fortunately we have a big supply of flour on hand and are glad to announce that for some time at least we can supply

Hirondelle
(Swallow)
L'Etoile
(Star)

brands of Macaroni, Vermicelli, Spaghetti at the regular prices.

For deliciousness and quality they are unsurpassed by any imported.

Order early from your
wholesaler.

C. H. Catelli, Limited
Montreal

AGENTS

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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

COOK'S FRIEND BAKING POWDER.

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

ROYAL BAKING POWDER.

Sizes	Per doz.
Royal—Dime	\$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 85

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

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5c tin, 40c per doz.; 4-oz. tin, 65c per doz.; 6-oz. tin, 90c per doz.; 8-oz. tin, \$1.20 per doz.; 12-oz. tin, \$1.60 per doz.; 16-oz. tin, \$2.25 per doz.; 3-lb. tin, \$5 per doz.; 5-lb. tin, \$9.50 per doz.

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

100 books and over, each	0 03½
500 books to 1,000 books.	0 03

For numbering cover and each coupon, extra per book, ¼ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.80.
White Swan Barley Crisps, per doz., \$1.
White Swan Self-rising Buckwheat Flour, per doz. \$1.
White Swan Self-rising Pancake Flour, per doz. \$1.
White Swan Wheat Kernels, per doz., \$1.50.
White Swan Flaked Rice, \$1.
White Swan Flaked Peas, per doz., \$1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack....	\$2 15
Raspberry, red heavy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 7½

Jellies.

Red Currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 55
Gooseberry,	1 85
Grape	1 85

marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 20

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Freight allowed up to 25c per 100 lbs.

Strawberry	0 69	0 95
Black currant ...	0 13	0 13
Raspberry	0 13	0 13

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

Get in
while the
market is
readjusting
itself

This is your opportunity to break in on the vast Western market. We are right on the ground with seven large warehouses and a large staff of efficient salesmen ready to place your goods before the buyer in a way that will produce certain results.

We have an intimate knowledge of the commercial conditions, and we will give you conscientious, thorough, and satisfactory service. We handle goods on a commission basis, and are open for any line not competing with those we already carry.

Write us for terms and particulars.

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers
HEAD OFFICE, WINNIPEG, MAN.

Branches:

LETHBRIDGE, REGINA, SASKATOON
EDMONTON, CALGARY, VANCOUVER

A tip on the side, Mr. Grocer

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

PRICES:

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

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

Malcolm's Condensing Co.

St. George, Ontario



Canadian National Exhibition

PEACE YEAR

America's Greatest Livestock Show
Acres of Manufactures
Exhibits by the Provinces
Exhibits by Dominion Government
Exhibits by West Indies

Grenadier Guards Band

Dragoons' Musical Ride
Auto-Polo Matches
Circus and Hippodrome
Dozen Shows in Single Hour
Boy Scouts' Review
Canada's Biggest Dog Show

Babylon

Greatest Oriental Spectacle ever
presented on Continent.

Paintings from England, Scotland,
United States and Canada
Educational Exhibits
Goods in Process of Making
Athletic Sports
Aero-Hydroplane Flights
Great Water Carnival

Creator's Famous Band

Score of other Bands
Dozen Band Concerts Daily
Chesapeake and Shannon
Biggest Midway ever
Peace Year Fireworks

International Peace Tattoo

10 Bands 400 Musicians

Aug. 29th 1914 Sept. 14th
TORONTO

Unsweetened Chocolate.		
Supreme chocolate, 1/4's, 12-lb. boxes, per lb.	0 35	
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80	
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90	
Sweet Chocolate— Per lb.		
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes.....	0 40	
Queen's Dessert, 6's, 12-lb. boxes	0 40	
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35	
Diamond, 8's, 6 and 12-lb. boxes	0 20	
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25	
Diamond, 1/4's, 6 and 12-lb. boxes	0 26	
Icings for Cake—		
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2 lb. packages, 2 doz. in box, per doz.....	0 90	
Chocolate Confections Per lb.		
Maple buds, 5-lb. boxes..	0 37	
Milk medallions, 5-lb. boxes	0 37	
Chocolate wafers, No. 1, 5-lb. boxes	0 31	
Chocolate wafers, No. 2, 5-lb. boxes	0 26	
Nonpareil wafers, No. 1, 5-lb. boxes	0 31	
Nonpareil wafers, No. 2, 5-lb. boxes	0 26	
Chocolate ginger, 5-lb. boxes	0 31	
Milk chocolate wafers, 5-lb. boxes	0 37	
Coffee drops, 5-lb. boxes..	0 37	
Lunch bars, 5-lb. boxes..	0 37	
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 86	
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85	
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 37	
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 37	
Nut milk chocolate, 5c bars, 24 bars, per box	0 85	
Almond nut bars, 4 bars per box	0 95	
EPP'S.		
Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.		
In 1/4, 1/2, and 1-lb. tins, 14-lb. boxes, per lb.	0 35	
10c tins, 3 doz. in box, doz.	0 90	
JOHN P. MOTT & CO.'S.		
G. J. Estabrook, St. John, N. B.; J. A. Taylor, Montreal; P. O.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.		
Elite, 10c size (for cooking) doz.	0 90	
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85	
Nut milk bars, 2 dozen in box	0 80	
Nut milk breakfast cocoa, 1/4's and 1/2's	0 36	
Nut milk, No. 1 chocolate, 1/4's	0 30	
Nut milk Navy chocolate, 1/4's	0 26	
Nut milk Vanilla sticks, per gr.	1 00	
Nut milk Diamond chocolate, 1/4's	0 24	
Nut milk plain choice chocolate liquors	20 30	
Nut milk sweet chocolate coatings	0 20	
WALTER BAKER & CO., LTD.		
Premium No. 1, chocolate, 1/4 and 1/2-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins., 30c. lb.; German's sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 24c lb.; Caracas sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 32c lb.; Cinqueme sweet chocolate, 1-5-lb.		
cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags, 31c lb. Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box; Caracas tablets, 5c cartons, 20 tons to box, 65c.		
The above quotations are f. o. b. Montreal.		
CONDENSED AND EVAPORATED MILK.		
BORDEN MILK CO., LTD.		
East of Fort William, Ont.		
Preserved— Per case.		
Eagle Brand, each 4 doz. \$	6 00	
Reindeer Brand, each 4 doz.	6 00	
Silver Cow Brand, each 4 doz.	5 40	
Gold Seal Brand, each 4 doz.	5 25	
Mayflower Brand, each 4 doz.	5 25	
Purity Brand, each 4 doz.	5 25	
Challenge Brand, each 4 doz.	4 50	
Clover Brand, each 4 doz.	4 50	
Evaporated (Unsweetened)—		
St. Charles Brand, small, each 4 doz.	2 00	
Peerless Brand, small, each 4 doz.	2 00	
St. Charles Brand, Family, each 4 doz.	3 00	
Peerless Brand, Family, each 4 doz.	3 00	
Jersey Brand, Family, each 4 doz.	3 00	
St. Charles Brand, tall, each 4 doz.	4 50	
Peerless Brand, tall, each 4 doz.	4 50	
Jersey Brand, tall, each 4 doz.	4 50	
St. Charles Brand, Hotel, each 2 doz.	4 25	
Peerless Brand, Hotel, each 2 doz.	4 25	
Jersey Brand, Hotel, each 2 doz.	4 25	
St. Charles Brand, gallons, each 1/2 doz.	4 75	
"Reindeer" Coffee and Milk, "large," each 2 doz.	4 80	
"Reindeer" Coffee and Milk, "small," each 4 doz.	5 50	
"Regal" Coffee and Milk, each 2 doz.	4 50	
"Reindeer" Cocoa and Milk, each 2 doz.	4 80	
WHITE SWAN SPICES AND CEREALS, LTD.		
WHITE SWAN BLEND.		
1-lb. decorated tins, lb.	0 35	
Mo-Ja, 1/2-lb. tins, lb.	0 32	
Mo-Ja, 1-lb. tins, lb.	0 30	
Mo-Ja, 2-lb. tins, lb.	0 30	
Presentation (with tumblers) 25c per lb.		
MINTO BROS.		
MELAGAMA BLEND.		
Ground or bean— W.S.P. R.P.		
1 and 1/2	0 25 0 30	
1 and 1/2	0 32 0 40	
1 and 1/2	0 37 0 38	
Packed in 30's and 50-lb. case. Terms—Net 30 days prepaid.		
FLAVORING EXTRACTS.		
SHIRIFF'S.		
Quintessential.		
1 oz. (all flavors), doz.	1 05	
2 oz. (all flavors), doz.	2 00	
2 1/2 oz. (all flavors), doz.	2 30	
4 oz. (all flavors), doz.	3 50	
6 oz. (all flavors), doz.	4 50	
8 oz. (all flavors), doz.	6 50	
16 oz. (all flavors), doz.	12 00	
32 oz. (all flavors), doz.	22 00	
Discount on application.		
CRESCENT MFG. CO.		
Mapeleine— Per doz.		
2-oz. bottles (retail at 50c)	4 50	
4-oz. bottles (retail at 90c)	6 80	
8-oz. bottle (retail at \$1.50)	12 50	
16-oz. bottles (retail at \$3)	24 00	
Gal. bottles (retail at \$30)	15 00	

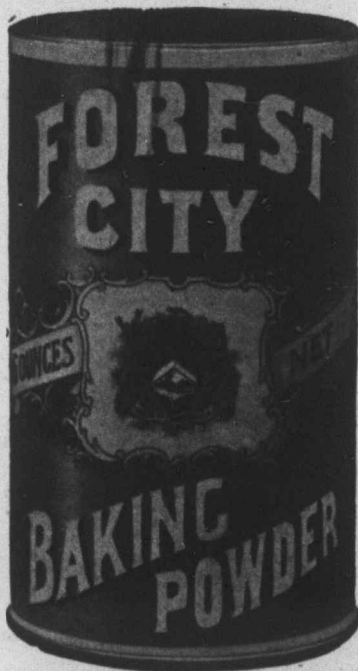
The different flavor and
60% profit make
“BORDO”
Chocolates
the leader



The distinctly different flavor (only one), rich and delicious, catches the popular fancy and 60 per cent. profit, and the steadily growing demand appeals to the grocer.

This leading confection should be the leader in your store as it is in thousands of others. Write to-day for a liberal sample and decide when you taste the taste whether you should not make “Bordo” your leader too.

THE MONTREAL BISCUIT COMPANY
THE ORIGINATORS MONTREAL



—makes the
baking good

When the housewife uses Forest City Baking Powder the result is light, fine-grained, tasty baking.

To the dealer it means a satisfied customer and continued patronage.

Forest City has been a home favorite for over 25 years.

Stock and Display.

Gorman, Eckert & Company

London

LIMITED

Ontario

Western Selling Agents
Mason & Hickey, Winnipeg

Cooked Hams

This is the Season for Cooked Meats. Are you cultivating this trade on your provision counter? You will find it both profitable and attractive. Let us send you particulars.

F. W. FEARMAN CO., Limited
Hamilton, Ont.

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits*. They are *known* for *quality*, and carry the best trade with them.

Packed for export in air-tight tins. Send an order to the nearest agent.



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

CARR & CO. CARLISLE ENGLAND

SUMMER FRUITS

Cantaloupes
Genuine Sweet Deckers
California Pears
Plums

Finest Georgia Peaches
 In 6-Basket Crates

Watermelons **New Potatoes**
Lemons **Oranges** **Limes**

and a full assortment of local Fruits and Vegetables

Importers from All Parts of the World

WHITE & CO., Limited, Toronto

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.
 Tierces 0 1 7/4
 Tubs, 60 lbs. 0 10 1/2
 Pails, 20 lbs. 0 .08
 Tins, 20 lbs. 0 10 1/2
 Cases, 3 lbs., 20 to case .. 0 11 1/2
 Cases, 5 lbs., 12 to case .. 0 11 1/2
 Cases, 10 lbs., 6 to case .. 0 11
 F. O. B. Montreal.

MARMALADE.

SHIRRIFF BRAND. "SHREDDED."

1 lb. glass (2 doz. case) \$1 90 \$1 80
 2 lb. glass (1 doz. case) 3 20 3 30
 4 lb. tin (1 doz. case) . 5 50 5 25
 7 lb. tin (1/2 doz. case) 8 60 8 25

"IMPERIAL SCOTCH."

1 lb. glass (2 doz. case) \$1 60 \$1 55
 2 lb. glass (1 doz. case) 2 80 2 70
 4 lb. tin (1 doz. case) 4 80 4 65
 7 lb. tin (1/2 doz. case) 7 75 7 50

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins.
 D. S. F., 1/4-lb. \$1 40
 D. S. F., 1/2-lb. 2 50
 D. S. F., 1-lb. 5 00
 F. D., 1/4-lb. 0 85
 F. D., 1/2-lb. 1 45
 Per jar.
 Durham, 4-lb. jar 0 75
 Durham, 1-lb. jar 0 25

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand.
 Prices for Quebec.

1 lb. pks. Loose.
 Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases... 7 6 1/2
 Egg noodles, case 10 lbs., loose; cases 60 pks., 1/2 lb. each 7 1/2 7

Marguerite Brand.

Same assortment as above 6 1/2 6

Catelli Brand.

Vermicelli, Macaroni, Spaghetti, 30 lbs. (loose) 5 1/2
 30 lb. cases, 1 lb. pks. 5 1/2
 Terms, Net 30 days.

Ontario.

L'ETOILE (STAR) BRAND.

Freight Prepaid.

1 lb. pkg., 25 cases or more .07 1/2
 1 lb. pkg., less than 25 case lots 07 1/2
 5 lb. box, loose, per lb. 05 1/2
 10 lb. box, loose, per lb. 05 1/2
 21 lb. loose, long, per box 1.50
 Terms net 30 days.

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz 1 80
 Straight.

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

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 doz 2 50
 Straight.

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

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

RICHARDS' PURE SOAP.

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

Richards' Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPHTHA.

Prices—Ontario and Quebec:

Less than 5 cases \$5 90
 Five cases or more 4 85

STARCH.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS

and BRANTFORD BRANDS.

Boxes. Cents.
 Laundry Starches—
 40 lbs., Canada Laundry... .06
 40 lbs., Boxes Canada white gloss 1 lb. pks.06 1/2
 48 lbs., No. 1 white or blue, 4 lb. cartons07
 48 lbs., No. 1 white or blue, 3 lb. cartons07
 100 lbs., kegs, No. 1 white. .06 1/2
 200 lbs., bbis., No. 1 white. .06 1/2
 30 lbs., Edwardsburg silver gloss, 1 lb. chrome pks. .07 1/2
 48 lbs. silver gloss, in 6-lb. tin canisters06
 36 lbs., silver gloss 6-lb. draw lid boxes06
 100 lbs., kegs, silver gloss, large crystals07
 28 lbs., Benson's Satin, 1-lb. cartons, chrome label07 1/2
 40 lbs., Benson's Enamel (cold water), per case .. 3 00
 20 lbs. Benson's Enamel (cold water), per case .. 1 50
 Celluloid—boxes containing 45 cartons, per case 3 00

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn07 1/2
 40 lbs. Canada pure corn starch06
 (120-lb. boxes 1/4c higher.)
 Casco Potato Flour, 30-lb. boxes, per lb.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.06
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.06 1/2
 First Quality White Laundry—
 3-lb. canisters, cs. of 48 lbs. .07
 Barrels, 200 lbs.06 1/2
 Kegs, 100 lbs.06 1/2
 Lilly White Gloss—
 1-lb. fancy cartons, cases 30 lbs.07 1/2
 8 in case07 1/2
 6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case .. .06
 Kegs, extra large crystals, 100 lbs.07
 Canadian Electric Starch—
 Boxes containing 40 fancy pks., per case 3 00
 Celluloid Starch—
 Boxes containing 45 cartons, per case 3 00
 Culinary Starches—
 Challenge Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .06
 Brantford Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .07 1/2
 "Crystal Maise" Corn Starch—
 1-lb. pkts., boxes of 40 lbs. .07 1/2
 (20-lb. boxes 1/4c higher than 40's.)

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST



is a success everywhere. You can make it a success in your store if you push it. It pleases the customer because of its cleansing power. It pleases the dealer because of our extensive, expensive, persistent, insistent advertising, which reaches everywhere and stimulates demand.

GOLD DUST practically sells itself.

MADE BY

The N. K. Fairbank Co., Limited
MONTREAL

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

Keeping up summer sales

is a problem with dealers who do not stock standard pack goods. Why not keep up your summer sales by handling the high quality, satisfaction-giving Brunswick Brand Sea Foods? Fish is a very desirable summer food—so easily digested, and healthful.

Brunswick Brand

has set the standard in fish foods.

Fish freshly caught in the famous Passamaquoddy Bay are scientifically packed a few moments after leaving the water.

They are steady sellers and allow a good profit.

Look over this list and fill in your stock to-day:

- | | |
|-----------------------|-------------------|
| 1/4 Oil Sardines. | Kippered Herring |
| 3/8 Mustard Sardines. | Herring in Tomato |
| Finnan Haddies | Clams [Sauce |
| (oval and round tins) | Scallops |

Connors Bros., Limited

Black's Harbor, N.B.



OCEAN MILLS, MONTREAL.

Chinese starch, 16 oz. pack., 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack., 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack., 4 doz. per case, \$3.12; Ocean Blanc Mange, all flavors, 8 oz. pack., 4 doz. per case, \$4; Ocean Borax, 8 oz. pack., 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 packages, per case, \$3; Ocean Baking Soda, 16 oz. pack., 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack., 3 doz. per case, \$6.75; Ocean Baking Powder, 8 oz. pack., 5 doz. per case, \$6.50; Ocean Baking Powder, 4 oz. pack., 4 doz. per case, \$3; Ocean Baking Powder, 3 oz. pack., 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lbs. tin, 10 tins per case, \$7.50; Chinese Washing Powder, 8 oz., 120 pack, per case, \$4.25; retail at 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size), 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz. per case, \$7.20.

SOUPS—CONCENTRATED

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Consomme, Tomato.

No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

COW BRAND BAKING SODA.

In boxes only.
Packed as follows:
5c packages (96) \$3 20
1 lb. packages (60) 3 20
1/2 lb. packages (120) 3 40
1 lb. 30 } Packages, Mixed. 3.30
1/2 lb. 60 }

SYRUP.

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

2-lb. tins, 2 doz. in case ... 2 50
5-lb. tins, 1 doz. in case ... 2 85
10-lb. tins, 1/2 doz. in case ... 2 75
20-lb. tins, 1/4 doz. in case ... 2 70
Barrels, 700 lbs. 3 1/4
Half barrels, 350 lbs. 3 1/4
Quarter barrels, 175 lbs. ... 4
Pails, 25 1/2 lbs. 1 95
Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 85
5-lb. tins, 1 doz. in case .. 3 20
10-lb. tins, 1/2 doz. in case.. 3 10
20-lb. tins, 1/4 doz. in case.. 3 05
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s, Tins, 2 doz. to case.
Quebec, per case \$1 35
Ontario, per case 1 50
Manitoba, per case 2 30
Saskatchewan, per case ... 2 60
Alberta, per case 2 70
British Columbia, per case. 2 40

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case 2 85
Manitoba, per case 3 40
Saskatchewan, per case ... 3 65
Alberta, per case 3 75
British Columbia, per case. 3 55

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P.

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

STOVE POLISH.

JAMES DOME BLACK LEAD.

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES.

Polish, Black and Tan Dos. 0 35
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleanser 1 15

TOBACCO.

IMPERIAL TOBACCO COMPANY.

(Empire Branch)

Black Watch, 6s 1/2 butts,
9 lbs., boxes 5 lbs. 0 45
Bobs, 5s, 1/2 cads, 12 lbs.,
1/4 cads., 6 lbs. 0 30
Bobs, 10s, 1/4 butts, 12 lbs.,
1/4 cads., 6 lbs. 0 30
Currency, 5s, 1/2 butts, 9 lbs.,
boxes 5 lbs. 0 30
Currency Navy, 10s, 1/4 cads,
12 lbs., boxes 6 lbs. 0 30
Stag Bars, 5 1-3s, 1/2 butts,
12 lbs., boxes 6 lbs. 0 30
Old Fox, 10s, 1/4 butts, 12
lbs., boxes 6 lbs. 0 40
Pay Roll, thick, 7 1/2s, 1/4
butts, 10 lbs., boxes 5 1/2
lbs. 0 50
Pay Roll, thin, 7 1/2s, 1/4 butts,
10 lbs., boxes 5 lbs. 0 50
Pay Roll, 7 1/2s, 1/4 cads, 12
lbs., 1/4 cads, boxes 6 1/2
lbs. 0 50
Shamrock bars, 6 2-3s, 1/4
butts, 12 lbs., boxes 6 lbs. 0 50
Empire, 6s, cads 15 lbs., 1/4
cads, boxes 6 lbs. 0 44
Empire, 12s, cads 15 lbs.,
1/4 cads, boxes 6 lbs. 0 44
Ivy, 7s, butts, 17 lbs., 1/4
butts, 8 1/2 lbs. 0 50
Great West, 8s 0 50
Regal, 9s, 0 70
Starlight, 7s, 1/4 butts, 8 1/2
lbs. 0 50

TEAS.

THE SALADA TEA CO.

East of Winnipeg.

Whole-sale, R'l.
Brown Label 1s and 1/2s .35 .30
Green Label, 1s and 1/2s .37 .35
Blue Label, 1s, 1/2s, 1/4s,
and 3/8s30 .40
Red Label, 1s and 1/2s .. .36 .50
Gold Label, 1/2s44 .50
Red-Gold Label, 1/2s55 .50

LUDELLA.

In 30, 60 and 80-lb. cases.

Black, Green or Mixed.

Blue Label 1/2s 0 21
Blue Label, 1s .. 0 20
Orange Label, 1s .. 0 23
Orange Label, 1/2s 0 24
Brown Label 1s and 1/2s .. 0 23
Brown Label, 1/2s 0 30
Green Label 1s and 1/2s 0 35
Red Label, 1/2s 0 40

UPTON'S KETCHUP

is steadily making friends for itself.

A friend made is always retained—because it is absolutely the best value on the market.

Write us for prices or ask your jobber.

THE T. UPTON CO.
Limited

Factory at Hamilton,
Sales Dept. at St. Catharines.

Everything in Fruit and the Best in Everything Foreign and Domestic

Fresh supplies of the very finest quality arriving every day. You can't do a wiser thing than place your orders for fruit with

THE HOUSE OF QUALITY

HUGH WALKER & SON
Established 1861

GUELPH and NORTH BAY



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

Retails at 10 Cents per Cake.

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Hot Weather Special on Brooms

only while they last.

4 String, No. 100, \$3.00 line at \$2.40
4 " " 200, \$3.20 " \$2.60
4 " " 300, \$3.60 " \$3.00

Regular goods.

Walter Woods & Co.
Hamilton

Paterson's Worcestershire



a delicious complement

to any fish, fowl or steak. Any kind of meat is made more delicious and has that appetizing tang so much desired by the English country gentleman at his hunting dinners and which is growing in great favor in Canada.

STOCK PATERSON'S FOR GOOD BUSINESS

Rowat & Co. Glasgow, Scotland

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

ORANGE MARMALADE.

BANNER BRAND.

	Price	Weight
	Per Doz.	Lbs.
12-oz. Glass Jars, 2 doz. to case	\$1.00	33
Special Tumbler, 2 doz. to case	0.95	30 1/4
2-lb. Gold Lacquered Tins, 2 doz. to case	2.10	49
		Pall. Lbs.
5-lb. Gold Lacquered Tins, 8 tins to case	0.42 1/2	41
7-lb. Gold Lacquered Tins, 8 tins to case	0.59 1/4	56
Freight prepaid up to 25c per 100 lbs. on five case lots and over.		

MELAGAMA TEA.

MINTO BROS., LIMITED.
45 Front St. East.
We pack in 60 and 100-lb. cases.
All delivered prices.

	Wholesale	Retail
Brown Label, 1-lb. or 1/2	.25	.30
Red Label, 1-lb. or 1/2	.27	.35
Green Label, 1-lb. or 1/2	.30	.40
Blue Label, 1-lb. or 1/2	.35	.50
Yellow Label, 1-lb. or 1/2	.40	.60
Purple Label, 1/4 only	.55	.80
Gold Label, 1/4 only	.70	1.00

JELLY POWDERS.

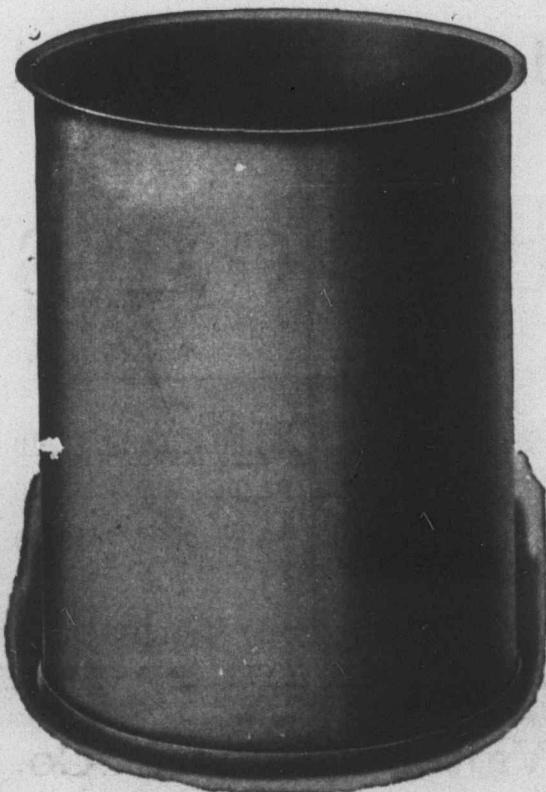
WHITE SWAN SPICE AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0.80
List Price.
"Shirriff's" (all flavors), per doz. 0.80
Discounts on application.
YEAST.
White Swan Yeast Cakes, per case 3 doz. 5c pkgs. 1.15

One pint of delicious Jelly for only 5c.



That's what your customers get from every package of Bee Brand Jelly Powder. A big seller everywhere. Extensive consumer advertising is creating demand. A trial will convince. Bee Brand stands comparison with 10c lines. Ask your wholesaler. Responsible agents will hear of a good proposition.

FORBES & NADEAU, Montreal, Que.



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO



For Big and Little Appetites.

Jell-O fits all kinds of appetites. Children love it, and grown-ups have adopted it as the representative American dessert.

Probably there is nothing else that is good to eat that furnishes so many good reasons for being popular.

JELL-O

is made in seven delicious flavors, it is inexpensive, and can be prepared for the table in a minute by anybody.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

The Money Market

General Business Conditions, Real Estate, Bond and Stock Developments

are discussed every week in

THE FINANCIAL POST OF CANADA

The service of The Post's Investor's Information Bureau is free to subscribers.
Write for Sample Copy. Published Saturdays. \$3.00 per annum.

THE FINANCIAL POST OF CANADA

"The Canadian Newspaper for Investors"
TORONTO, CANADA

Ain't this great
weather for

"St. Nicholas"

"The utmost in Lemons"

J. J. McCabe

AGENT

TORONTO, ONT.

Early Vegetables

*Tomatoes, Celery,
Lettuce, Radishes,
Etc.*

Fresh shipments arriving daily. Our prices are exceptional—let us quote. Prompt shipment assured.

Write, phone or wire.

LEMON BROS.

Owen Sound, Ontario

Buyers' Guide

Write us for New Price List of
WINDSOR SALT

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

You Want This
Taylor's Prepared Mustard
IN JARS

Over 100 years of success. A great deal different and a great deal better. Royalty has used it.

Agents Wanted
H. P. Taylor, 14 Place Royale, Montreal

Raw Materials and Equipment

Some of the largest bakers in America are placing the buying of their materials and equipment in our hands. They know that they get better value through us.

The Biscuit & Cracker Mfrs. Co.
105 Hudson St. New York City

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

**Irish Grocer, Drug, Provision
and General Trades' Journal**

If you are interested in Irish trade.

GRATTAN & CO., LIMITED
ESTD. 1825

The Original Makers of
BELFAST GINGER ALE

Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

COMBINÉ BARRAL

Preparation for preserving freshness of eggs.
A very simple process for preserving eggs
from one laying season to another without
losing any of their qualities.

REFERENCE AND CIRCULAR FREE.

Octavien Rolland, P.O. Box 2363, Montreal

HOLLAND RUSK

The many ways in which it can be served make it a quick seller
—a fast repeater. Keep it where your customers can see it, and
watch the sales grow.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



TWO CENTS PER WORD

You can talk across the continent for two cents per word
with a WANT AD, in this paper

THE "WANT AD."

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

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

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

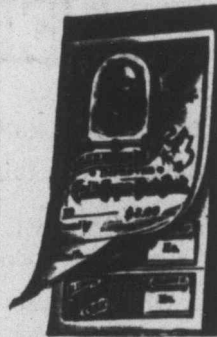
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

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

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

20th Century Retailing DEMANDS the use of

ALLISON COUPON BOOKS



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

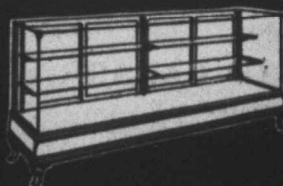
HERE'S HOW THEY WORK:

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

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

Before placing
YOUR ORDER
for

**SHOW CASES,
STORE FRONTS
ETC.**



Write us for full
particulars
and
estimates

**KENT, SON
& CO.**

261 King St. West
TORONTO

This Page Is The Clearing House for Grocers' Wants

WHAT HAVE YOU TO SELL?

This page will find a market for that Coffee Mill you are not using quicker than any other medium, BECAUSE it goes into the hands and is read from cover to cover by practically every progressive Grocer between the Atlantic and the Pacific.

Try it out.

Talk across Canada for two cents a word

CLASSIFIED ADVERTISING

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

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

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

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

COLLECTIONS

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

MISCELLANEOUS

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

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

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

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

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

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

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

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

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town, to look after the circulation of magazines. Work very remunerative. MacLean Publishing Company, 143-151 University Ave., Toronto, Ont. t.f.

ENERGETIC SALESMAN, AGE ABOUT 40, wanted. Must have grocery connection between Montreal and Quebec. White Swan Spices & Cereals, Pearl St., Toronto, Ont. tf

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.

FOR SALE

FOR SALE—ONE COFFEE MILL, MEAT slicer, Stimpson computing scale, cheese cutter, all in first-class condition. A snap. Apply Box 389, North Battleford, Sask.

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

FOR SALE — 240 AND 1200 PLATFORM scales, cheese cutter, coffee mill, oval front six-foot show case for candles. Box 56, Canadian Grocer, Toronto.

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

BUSINESS CHANCES

OPENING FOR GENERAL STORE AT Hubert, B.C., new town on main line Grand Trunk Pacific transcontinental railroad. Hubert is the trade center of the fertile Bulkley Valley, also supply point for great mining district. Train service has started, station and side tracts built, post office established, and Government bridge over Bulkley River, connecting highways, completed. Trade is waiting for right man to establish general store. For detailed information write R. L. Gale, Deputy Mining Recorder, Hubert, B.C.

FOR SALE—ONE OF BEST RETAIL GROCERY businesses in West. Turnover \$100,000.00 per year. Stock \$6,500.00, and all fresh. Fixtures and working stock \$3,500.00. Turn stock every two weeks. \$5,000 cash will handle. Address replies to G. B. M., Box 1073, Calgary. (814)

FOR SALE—THE STOCK AND FIXTURES of the largest and best equipped grocery and butcher business combined, on the best business corner in the progressive town of North Bay, Ont. Population about 14,000. This store did a cash business last year of over \$90,000.00. Long lease. Good reasons for selling. Apply to Box 85, North Bay, Ont.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in "Canadian Grocer."

Try it out.

Let the Customer Have Her Own Way

Don't offer a substitute for Shirriff's True Vanilla. There is none. She has a good reason for saying "Shirriff's" when she wants good vanilla extract. Don't disappoint her—sell her

Shirriff's True Vanilla

—fifty per cent. stronger than the Government standard. It is made from the finest Mexican Vanilla beans. By our special process full strength and the exquisite bouquet are retained.

If you are not handling Shirriff's, write us. We will arrange to have you supplied.



Imperial Extract Co.

Steiner and Matilda Streets

Toronto

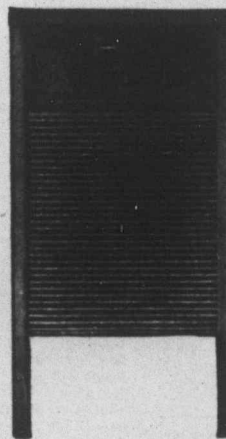
From Clothes-Pins Up

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

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

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

Your wholesaler can supply you.



The Wm. Cane
& Sons Co.
LIMITED
NEWMARKET
ONTARIO

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Commercial Collection Co.	61	National Licorice Co.	8
Connors Bros.	56	Nicholson & Bain	49
Continental Bag & Paper Co.	4		
Cowan & Co.	Inside back cover	O	
Crescent Mfg. Co.	17	O'Loane, Kiely & Co.	16
D		Oakey & Sons, John	17
Diamond, John	17	Ocean Mills	8
Distill Mfg. Co.	18		
Dominion Cannery, Ltd.	7	P	
E		Pascalls	2
Eckardt, H. P., & Co.	51	Patrick & Co., W. G.	16
Emerson, Bamford & Co.	60	Pennock, H. P., Co., Ltd.	16
Escott & Co., W. H.	16		
Eureka Refrigerator Co.	23	R	
F		Reckitt's (Oversea), Ltd.	64
Fairbank Co., N. K.	55	Rennie, Wm.	4
Fearman, F. W., Co.	53	Richards Pure Soap Co.	9
Forbes & Nadeau	58	Rock City Tobacco Co.	12
Fredricton Trade Press Assn.	2	Rolland, Octavien	60
Fretz, Limited	18	Rowat & Co.	58
Furnival-New	21	Ruttan, Alderson & Lound, Ltd.	16
Furuya & Nishimura	4		
G		S	
Galloway, J. H.	12	St. Lawrence Sugar Refining Co.	15
Genesee Pure Food Co.	59	Salada	23
Gorman, Eckert & Co.	53	Sanitary Can Co.	58
Guelph Soap Co.	10	Smith & Son, E. D.	3
H		Smith & Proctor	12
Hamblin, Brereton Co.	16	Spurgeon, H. G.	16
Hargreaves (Canada), Ltd.	5	Stuhr, C. F.	17
Heinz Co., H. J.	5		
Hendry, J. A.	52	T	
Hillock & Co., John.	9	Taylor's Mustard	60
Hobart Mfg. Co.		Tippet, Arthur P., & Co.	1
Inside front cover		Toronto Salt Works	60
Holland Rusk Co.	60	Tucketts, Limited	64
I		U	
Imperial Extract Co.	62	Upton & Co.	57
Irish Grocer	60		
J		W	
Jonas & Co.	23	Walker Bin & Store Fixture Co.	15
		Walker, Hugh, & Son	57
		Warren, G. C.	16
		Watson & Truesdale	16
		Welch Grape Juice	8
		Wellington Mills	17
		White, Cottell & Co.	10
		White & Co.	54
		White Swan Spices & Cereals, Ltd.	18
		Wiley, F. H.	16
		Woods & Co., Walter	57

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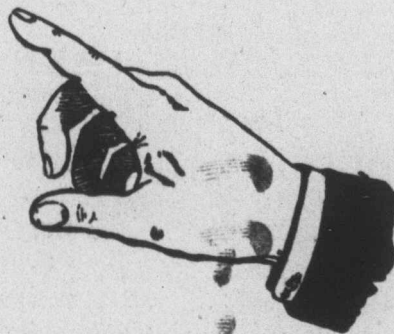
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pave the way for a big Cocoa business for you

The Cowan Co., Limited
Toronto, Canada

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FIVE ROSES FLOUR

and other LAKE OF THE WOODS products is now so far ahead of the visible supply, that we wish to reassure the trade that we consider this a merely temporary circumstance and after the first excitement has subsided we will, even in the face of prolonged campaigns in Europe, find ourselves within the next few weeks again in a position to handle all demands made upon us.

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Montreal, August 7th, 1914.