

**PAGES
MISSING**

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, SEPTEMBER 3, 1915

No. 36

Windsor Salt

**puts all Retailers
on the same basis**

There are no cut prices—no special discounts—no secret rebates—to any dealer, on “WINDSOR” and “REGAL” SALT.

Every Retailer pays his jobber just what all other retailers pay—and *they all buy through jobbers.*

The price, and the quality, are guaranteed and upheld. As a result, “WINDSOR” and “REGAL” TABLE SALT is asked for and used in practically every home in Canada.

You don't have to struggle for a turnover with this steady seller. You don't have to overcome a preference for other brands.

The market has been made for you, by advertising and quality.

The one-price line is the square-price line. Stand by the brand that gives a square deal to all retailers.

The Canadian Salt Co., Limited

Windsor, Ontario

CANADIAN GROCER

EDDY
ESTABLISHED A.D. 1851.

DOMESTIC SIZE

"SILENT 5's"
"SAFELIGHT"
"RED BIRD"
"GOLDEN TIP"
"BUFFALO"
"HOME"

POCKET SIZE SAFETIES

"CAPITAL"
"EDDY"
"EDDYSTONE"
"COMET"



Here 64 Years Ago! Here Now! Here in the Future!
WHY?

Because no matter who comes, or who goes, Eddy has made, is making, and will continue to make the very best matches which science can produce, from the very best materials that money can buy.

This has been proved in the past and will be proved again in the future.

The count, the wood in the sticks, and the burning qualities of the head have improved to a point, that we ourselves would not have thought possible, even a year ago.

Order a few cases—there are many brands and sizes to choose from—order now, and next month, and next year, we shall be here to fill your order.

Note too that each box in every case will be just as good as the sample you will be shown.

Remember—The best matches come from

EDDY

SOLD BY LEADING WHOLESALERS EVERYWHERE

POCKET SIZE

"PONY SILENT"
"EVER READY"
"COMET SILENT"
"SESQUI 50's"

WAX VESTAS

In 7 Sizes

FLAMERS

AND

GASLIGHTERS



Buy your Lantic Preserving Sugar
in 10 and 20 Pound Bags

This insures your getting the same pure Cane Sugar of extra quality that you would get in the Lantic 2 and 5 pound Cartons. You can also get Lantic Sugar in 100 pound bags—either fine or coarse granulation as you prefer. Don't risk your Preserves. Make sure that they will turn out right by using Lantic Sugar.

LABELS FREE
Send your address and small Red Ball Trade Mark from bag or top end of carton and we will mail you book of 50 assorted Fruit Jar Labels, printed and gummed ready to put on. The Atlantic Sugar Refineries Limited MONTREAL.

Sales Helps That Help Sales

Here are a couple of our series of newspaper advertisements—reduced in size—that have been appearing throughout the preserving season in the leading publications from coast to coast. They show what we have been doing all summer to boost the demand for

Lantic Sugar

They are practical sales helps that help sales. We hope you have profited by them, and are selling more Lantic Sugar than ever.

Keep up your stock of 2 and 5 pound cartons as well as 10, 20 and 100 lb. bags.

The Atlantic Sugar Refineries
LIMITED
MONTREAL



"I make sure that my Peaches and Pears will turn out right by using Lantic Sugar"

JAR LABELS FREE
—Send your address and small Red Ball Trade Mark from bag or top end of carton and we will mail you book of 50 assorted Fruit Jar Labels—printed and gummed ready to put on the jars.

The Atlantic Sugar Refineries Limited Montreal

"I prefer getting my Preserving Sugar in 10 or 20 pound bags. I can get Lantic Sugar in 100 pound bags also—or in 2 or 5 pound cartons.

"As long as the Red Ball is on bag or package, I know that the sugar within is absolutely pure cane sugar—unequalled in quality, granulation and sparkle.

"This is why I insist on having Lantic Sugar for my Pears and Peaches, and buy it in 10 or 20 pound bags in order to get the genuine cane sugar".

Put Some "Pep" Into Your Raisin Sales

Tobacco was little used until Sir Walter Raleigh proved how pleasant it was. Now the whole world smokes.

Raisins had small sale until Griffin & Skelley's Brand showed housewives how really delicious raisins could be. Their choice, fresh, full-flavored goodness made raisins more desired by more people more frequently.

Let Griffin & Skelley's put "Pep" into your raisin sales. Whether your customers prefer the seeded or seedless brand, or both, you'll realize how quickly and surely *quality* goods can create bigger business for you.

Get your wholesaler to supply you now.

The Best—Always the Best—Only the Best

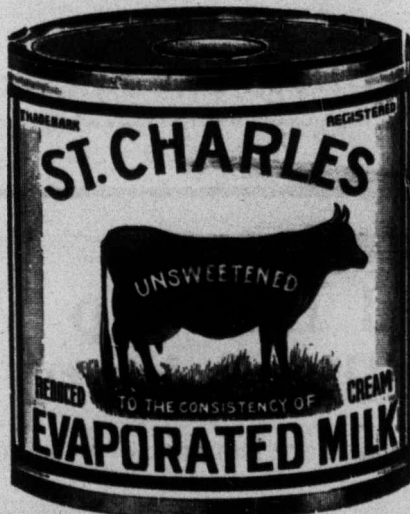
AGENTS:
Arthur P. Tippet & Co.
Montreal





Three Leaders

in quality and sales and new custom. Get them bringing you these profitable advantages by putting in the fore in your displays.



Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL

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



The Responsibility back of SUN-KIST Fruits makes it a dependable brand to buy.

SUN-KIST

DRIED FRUIT TALKS

Like Good Coffee and Tea

Good dried fruits—like good coffee and tea—win trade, hold trade and make satisfied customers—a pretty valuable asset you'll agree.

SUN-KIST Prunes are the Kind which makes folks say, "I never knew Prunes were so good"—

They are the Kind *your customers want*—the Kind you can recommend—the Kind they come back for and the Kind you build business on—*that's the Kind of Prunes you want*, and—

Don't forget that other varieties of the SUN-KIST Kind are just as good, whether canned or dried—they are the Kind of fruits you should connect with.

Nothing but the best selection of the best fruits from the best districts in California where the best fruits grow.

Packed—and backed—by 50 years' experience.

Wholesale Distributors In Every Territory—Ask Them

PLACE YOUR FALL ORDER NOW

SUN-KIST

Canned Fruits
Canned Vegetables
Dried Fruits and Raisins

Make Your Store a SUN-KIST Store



Our Sampling Wagon

Sometime during the year our sampling man will leave samples of

Shredded Wheat

in every home in your town. These samples are delivered by our own men from our own automobiles especially built for that purpose. Why do we sample so extensively? It is the only way we can convey an intelligent idea of Shredded Wheat Biscuit. It is a reminder to those who have used it and an introduction to those who do not know the cleanest, best cereal food in the world.

MADE IN CANADA

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

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

77-L



A blast from the North

dry, cold and swift, is no more insurance against loss from spoilage than the dry cold circulating air of the **Arctic Refrigerator**.

The construction is such that the air cannot remain still, but is in constant motion (it circulates) and carries off all foreign odors which otherwise might taint susceptible articles such as butter and lard, etc.

Every dollar invested in an Arctic is a producer—The Arctic is a gilt-edge investment.

Write for Catalogue.

John Hillock & Co., Limited

Makers of High-Grade Refrigerators and Fish Cases

TORONTO

Every Grocery List Should End Up With a Package of Dr. Cassell's Tablets



In nearly every home in Canada there is a case of "nerves" which could be corrected by the timely use of Dr. Cassell's Tablets. You get nine chances to the druggist's one to sell them to your customers, so why not cash-in on your advantage by keeping a natty display on a counter or show-case, and by calling attention to the efficiency of this famous and proven "Old English Remedy"?

We're spending \$60,000 in consumer advertising to help the dealers of Canada to create a demand and to reap the splendid profit of 50% on a big annual turnover. Now is your time to go after this business.

Send trial order.

Dr. Cassell's Medicine Co., Limited
MANCHESTER, ENG.

Agents for Canada: **Harold F. Ritchie Co., Limited**
10-14 McCaul St. Toronto

Right at the Front with "AYLMER" JAMS

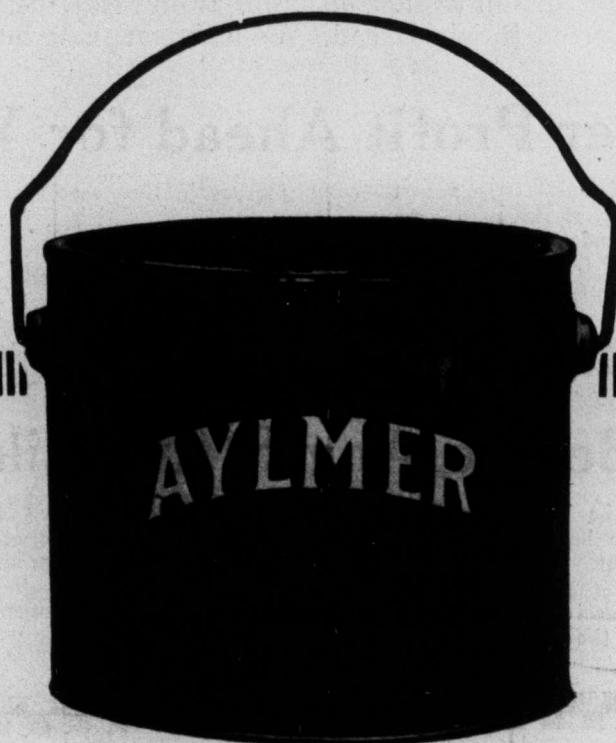
You should see the way His Majesty's Tommies and Jolly Jack Tars go after "Aylmer" Jam. "Aylmer" Jam is made an important part of the fighter's diet.

Here at home, "Aylmer" Brand is 'right at the front' in quality Jams. Just the choicest of Canadian fruit and pure granulated sugar, prepared with the care and watchfulness of the "Aylmer" method.

Get "Aylmer" Brand Jams 'right at the front' of your displays.

Dominion Cannery, Limited

HAMILTON, ONTARIO



Announcing

to the grocery trade the enlarged plans and policies of the California Associated Raisin Company for the promotion and increased sale of

SUN-MAID RAISINS

and

CALIFORNIA RAISIN BREAD

Made with Sun-Maid Raisins

This is the first of a series of advertisements appearing in this magazine. Their purpose is to acquaint you with our great National Campaign which will take place during the coming year commencing in August. This campaign, briefly, will consist of numerous plans to increase the consumption of Sun-Maid Raisins. But the most important consideration—so far as *you* are concerned—is that *Raisin Bread* will also be featured — creating a double demand among your customers.

So this campaign is really of primary benefit to *you*, for you will make the profit on this bread in addition to that on Sun-Maid Raisins. Your baker will supply you with California Raisin Bread. We have set the wheels in motion in the Bakery trade.

Greater Profit Ahead for YOU

Glance for a minute at the first page advertisement appearing in the national magazines, reproduced in the upper right-hand corner (about one-sixth actual size). Think of the influence a whole series like this will have on American housewives—your customers.

Then let us hint at some other features—such as local newspaper advertisements, window displays, etc., which are available for your use if you merely

join us in the great plan we will lay before you.

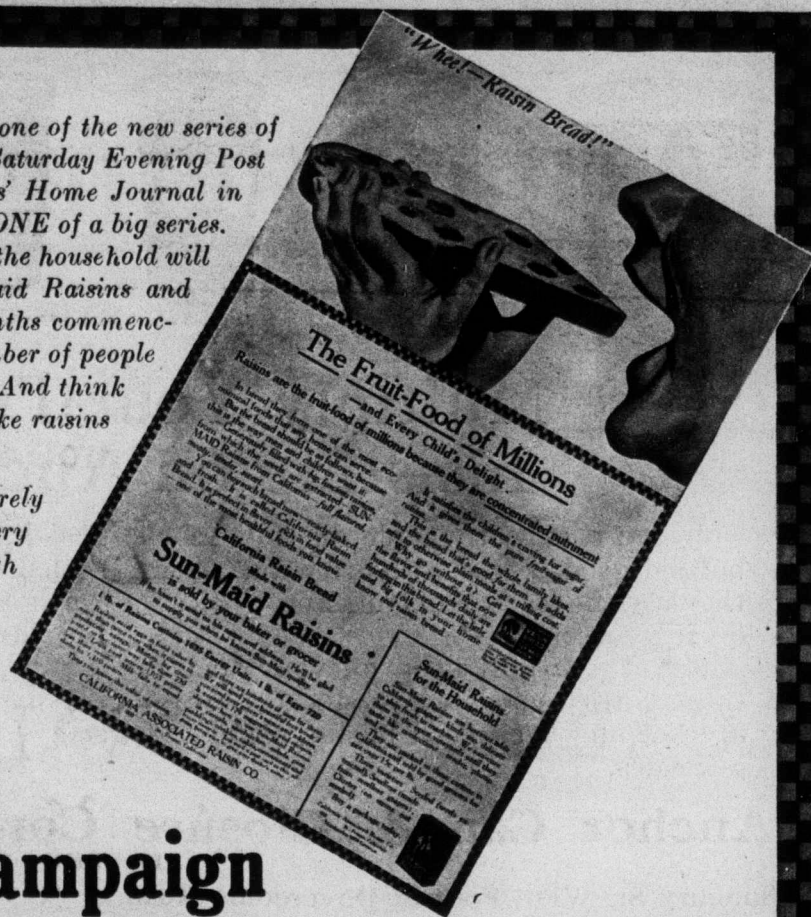
Remember this country-wide campaign is to be handled in a big way—not in one section—but nationally. People in your own town will be systematically approached—not one time and in one way—but many times and in several ways, so that your store will be identified with a big national movement to popularize raisins and raisin bread.

Never Before Any Effort Like This

This is bound to be the biggest and most effective sales campaign ever carried out for American grocers. Nothing has ever been so complete—nothing so carefully strategized. This big drive will surprise even you as it comes out. You will say that this campaign has won for you additional business and new profits. Of course the grocers who see the possibilities and begin to cash in on the energy and expenditures back of this campaign will receive the largest returns. So even though this campaign will have its own tremendous force, you can get the greatest benefit from it if you become an active part of it.

This is merely the first page of one of the new series of advertisements. It appears in the Saturday Evening Post on August 28th and in the Ladies' Home Journal in September. Remember this is but ONE of a big series. Every housewife who buys food for the household will receive the message about Sun-Maid Raisins and California Raisin Bread in the months commencing with August. Consider the number of people who will read these advertisements. And think of the other ways we will use to make raisins a part of every meal.

Bear in mind, too, that this is merely ONE form of raisin advertising. Every housewife will be appealed to through every effective channel.



Nation-Wide Advertising Campaign

Later we will announce more in detail the scope of this unprecedented advertising campaign. We want you to know all about it, so you can be prepared to meet the demand created. But here we merely want you to know when it commences and to assure you of its power. This advertising campaign will be backed by an intensive sales campaign—the like of which has never yet been known. Never before has there been such a campaign to give you a double demand like this. We help you to sell bread. We help you to sell package raisins.

Millions Will Want Raisins and Raisin Bread

When this great force is let loose, you will be affected. Besides an increase in package sales you will be able to build up a new and profitable business on raisin bread, for this plan has been studied for months. Thousands have been consulted. Experi-

ments and investigations have been made. The sole purpose, remember, has been to build up an every-day demand. We advise you to immediately prepare for this campaign by familiarizing yourself with every detail.

How to Capitalize on This Big Idea

The first thing to do is to write us at once for our plans to help you. Then study them. Then signify your intention of taking advantage of this opportunity. We will immediately give you all the information and keep you posted as to every move. We will explain all we are going to do to increase raisin demand and consumption. Prepare now for your share of the profits by writing at once, or sending in the attached coupon.

CALIFORNIA ASSOCIATED RAISIN CO.

Hearst Building, Chicago Home Office, Fresno, California 113 Hudson St., New York

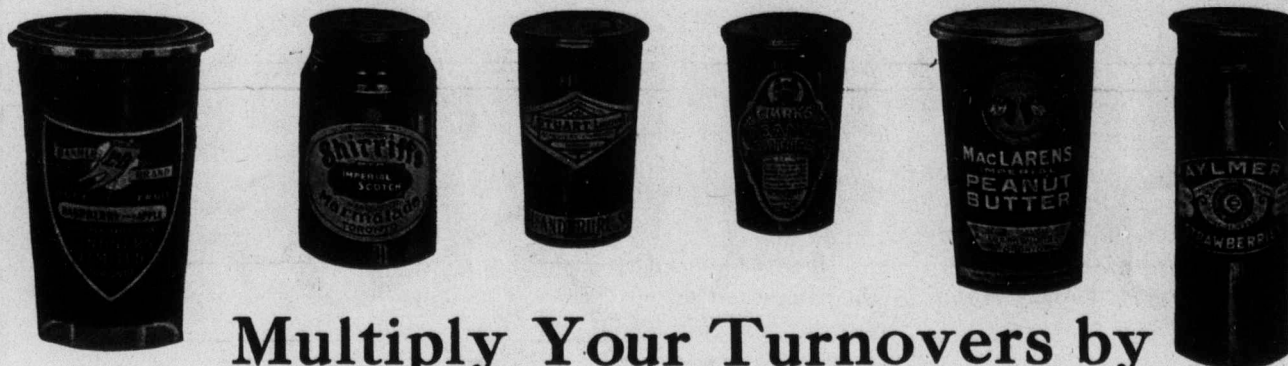
71
Send me at once details of the national campaign about to start in which Sun-Maid Raisins and California Raisin Bread are featured.

Name

Street

City Province.....

Mail this to the nearest office of the California Associated Raisin Company



Multiply Your Turnovers by Insisting on Anchor Caps

You can't expect people to buy much bottled goods of whose purity and flavor they are the least doubtful. You wouldn't do it yourself.

And yet you still keep on your shelves those bottled goods whose uncertain caps are keeping back good business and bigger sales.

Insist on having all your bottled goods sealed with the absolute security of Anchor Caps, which retain the goodness, the flavor, the quality the manufacturer first put into them. Get your jobber to supply you goods with Anchor Caps and see what a difference they will make in your turnovers. Ask him to-day.

Anchor Cap & Closure Corporation of Canada
LIMITED

Sudbury St. West, Foot of Dovercourt Road

TORONTO, CANADA

When you sell
HEINZ
57
VARIETIES
PURE FOOD PRODUCTS

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

H. J. HEINZ COMPANY

Canadian Factory:—Leamington, Ont.

Warehouse:—Toronto

Continental Grocery Bags

Let the fame of the name be your guide in buying.

REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—

As witness the reputation, (DOMINION WIDE), of the

Continental Grocery Bags

Here are bags whose PRESENT PERFECTION is the cumulative result of constant effort and perfect methods in manufacture. Let this well-won fame decide your choice of Bags, and you will "close the avenue of future regrets."

The Continental Bag & Paper Co., Limited

Manufacturers

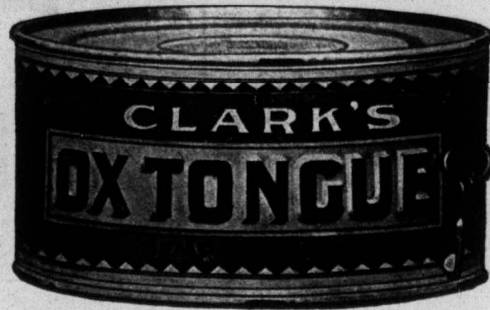
Ottawa

Branches: MONTREAL and TORONTO
Agencies throughout Canada

CANADIAN GROCER

CLARK'S OX TONGUE

The Finest
Ox Tongues



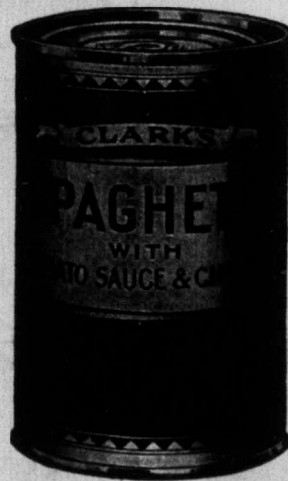
Cured and
cooked to
perfection.

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

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A high-
grade food
delicacy



A
popular
favorite

SEASONABLE AND READY SELLERS
W. CLARK, Limited, Montreal

Clark's

Judge the Eureka by the High Esteem in which it is held



No grocer or butcher after once using the Eureka would think of having any other form of refrigeration.

For over twenty-eight years it has saved the majority of butchers and grocers not only from loss of profit but loss of custom; and has helped to create new business for them.

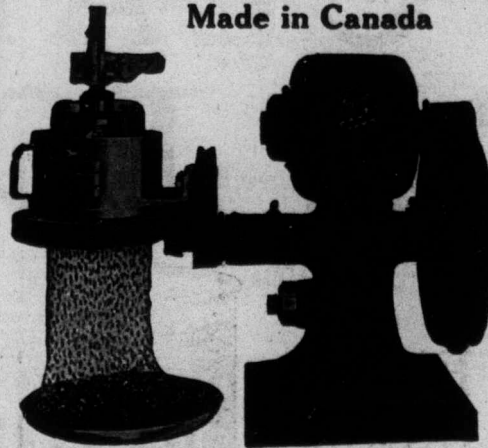
The Eureka's system of cold, dry air circulation is conceded scientifically correct by those who know, and the greatest profit-earner by those who use.

Get the catalogue to-day; write for it now.

Eureka Refrigerator Company
31 Brock Ave. Limited TORONTO

Freeman's Electrical

Made in Canada



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

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

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

More Than Ever in a Class by Itself

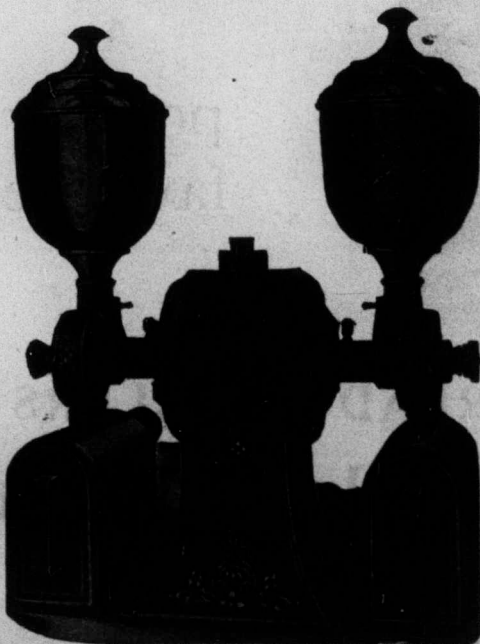
One of our 12 new models.

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

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

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



BRUSHES

For Every Purpose

That the housewife can think of—floor brushes, clothes brushes, shoe brushes, dust brushes, crumb brushes, every possible kind of brush comes in the Keystone Brand.

And every one is "KEYSTONE" quality—the "make-'em-come-back-for-more" kind—the kind you ought to handle.

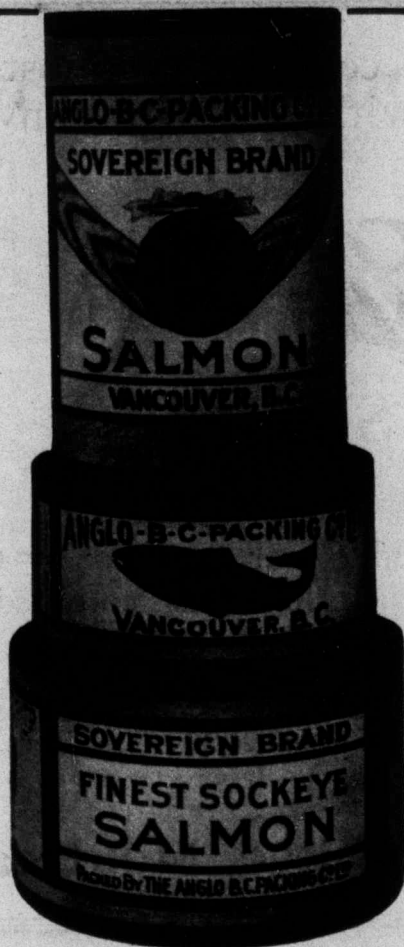
For prices, etc., write

Stevens-Hepner Co., Limited

Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.





Are you coming to the Canadian National Exhibition?

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

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

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

HARGREAVES (CANADA) LIMITED

33, FRONT STREET E., TORONTO.

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

Indian Chief Brand CLAMS



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

**QUALITY FIRST
IS OUR MOTTO.**

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

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

Shaw & Ellis, Pocologan, N.B.

AGENTS:

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



The confidence of the housewife in Wonderful Soap is shown in the heavy sales most grocers are experiencing.

You can get your share of these good sales just as quickly as other grocers by getting Wonderful Soap prominently before your customers. Plan an attractive and striking window display to-day.

Guelph Soap Co.

Guelph, Ont.

IF you are catering to an average community, most of your customers have grown up with the firm conviction that

Redpath

Extra Granulated SUGAR

is the purest and best that can be had.

This is but natural, because from "Ye Olde Sugar Loafe" of 1854 to the Sealed Carton of Extra Granulated, Redpath has consistently led in the development toward perfect sugar.

So when you fill sugar orders with REDPATH Cartons and Cloth Bags you satisfy well-founded preferences and win your customers' good-will.

Canada Sugar Refining Co., Limited, Montreal

Gold Standard



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

¼ lb. Tins ½ lb. Tins
1 lb. Tins

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

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

THE CODVILLE COMPANY, LIMITED

BRANDON

MOOSE JAW

WINNIPEG

SASKATOON

CANADIAN GROCER

Give them the Best

St. Lawrence

Granulated

100% Pure Cane.

BUY
STARBRAND

"Made in Canada"

**Cotton Clothes Lines
and Cotton Twine**

Cotton Lines are as cheap as Sisal or Manila
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

BLACK JACK

**QUICK
CLEAN
HANDY**

½-lb. tin—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBER**

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

Tartan
BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656


We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

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

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

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


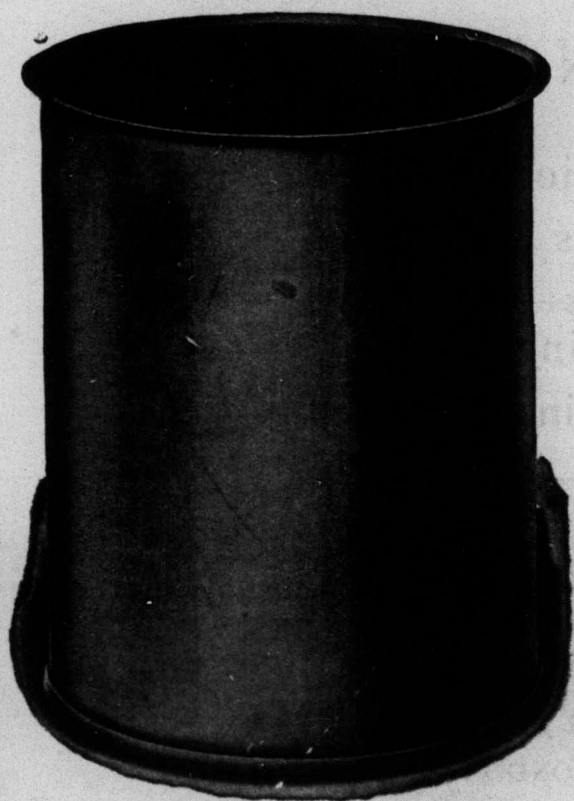
BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



SYMINGTON'S
(Regd. Trade Mark.)
COFFEE ESSENCE
PEEDS ALES

Brings delight to the busy housewife. So quickly and easily prepared, so delicious—One bottle makes 40 cups. A splendid seller and profit-maker. Your wholesaler can supply you.

Thos. Symington & Co., London and Edinburgh
Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

Sanitary Cans

"The Can of Quality"

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

Sanitary Can Company
LIMITED

NIAGARA FALLS, ONTARIO

A Real Education

A trip through the different buildings at Toronto's Big Fair is a real education and a very pleasant holiday.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us, either at our Front Street offices or at our booth in the Manufacturers' Building. We would like very much to meet you personally—perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

T. H. Estabrooks Co., Limited

7 Front Street East, Toronto

P.S.—We would urge visiting merchants and clerks to make themselves known at our booth, as a table will be specially set apart for the entertainment of themselves and friends accompanying them.

T. H. E. Co., Limited.

WINNING THE BUYER'S FAVOR

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

Custard Powders

We are the Selling Agents for WHITE'S CUSTARD POWDERS AND JELLY CRYSTALS.

CUSTARD POWDERS IN THE FOLLOWING SIZES:—

6 oz. Tins (cs. 72)	\$0.90 Dz.
10 oz. Tins (cs. 72)	1.35 Dz.
16 oz. Tins (cs. 36)	2.10 Dz.

(VANILLA, LEMON and ALMOND FLAVORS)

Notwithstanding the extra cost of importation, we are maintaining the old selling prices which are lower than most other lines. The quality is unquestionable and we will appreciate a trial order.

JELLY CRYSTALS—ALL FLAVORS
(Cartons 1 or 3 Doz., 80c per Doz.)

WRITE, WIRE OR PHONE AT OUR EXPENSE—ADEL. 1057, 941, 867.

Warren Bros. & Co.

LIMITED

Queen and Portland Streets
TORONTO, ONT.

Manufacturers' Agents and Brokers' Directory

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

NOTICE TO MANUFACTURERS of Canadian, American or British Products.

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

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

ONTARIO.

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

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

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

Prompt Service.

FOR SALE

Fancy Creamery Butter, Selected Eggs,
Fancy Dressed Poultry. Grocer Orders
our Specialty.

Mann, Laurie & Co.

Phone 1577. London, Ont.

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

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

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT

Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1751.
Edmonton - - - - Alberta

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

WATSON & TRUESDALE
Wholesale Commission Brokers and
Manufacturers' Agents.
120 Lombard Street
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ADVERTISING.

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

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



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

How is it Affecting You?

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



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

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



Note these prices:

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

ORDER NOW.

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

There is Always Room for a GOOD MAN!

Canadian Grocer's Condensed Ad. Column found him the job. This is what he says:

"Thanks for advertisement in the Grocer. I am now suited and am making a start on Monday. I may say your paper is a Champion Medium for Practical Grocers, not 'shopmen,' who are wanting a berth. Rest assured I shall boom the Grocer wherever I go."

Are you wanting a job? Perhaps you have something for sale or are wanting a Clerk, a Salesman or a Manager? Among the readers of "Canadian Grocer" you will find just the man you are looking for to fill the bill.

CANADIAN GROCER



Keen's Oxford BLUE

—it's the blue your grandmother used—it's the blue your customers' grandparents, their parents and they themselves have always used. To them it's THE BLUE, the only blue that they care to trust the bluing of their fine fabrics to.

How is your stock of Keen's Oxford Blue?—the blue of blue.

AGENTS FOR THE DOMINION OF CANADA

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

DOMINION GOVERNMENT

DEPARTMENT OF AGRICULTURE

FRUIT BRANCH

GROWN IN CANADA

PLUMS—

The earlier varieties have been on the market for some time, but the later and best varieties for canning and eating are now being offered. Have your customers been supplied yet?

PEACHES—

The clingstone varieties are over. The Crawford type (freestone) is now being offered in limited quantities but should be at the best about the 15th of September.

The crop of peaches is a big one and will require special effort on **YOUR** part to market it.

WILL YOU HELP?

CANADIAN GROCER

VOL. XXIX

TORONTO, SEPTEMBER 3, 1915

No. 36

Common Teas Down: Fine Advance

Fine Teas Come From Top of Plant and With High Prices to the Planter He is Tempted to Pluck Coarser Leaves Below—Result is That Quality Tends to Deteriorate—Coarse Plucking Illustrated.

THESE has been discussed in these columns now for several weeks the fact of a light decline, from week to week, in the price of common teas coupled with the still firm and even advancing market which obtains in the case of fine grade teas. It was shown last week that another decline took place amounting to practically a cent on common teas, and medium teas too went down a half a cent at the London auctions. It was suggested, too, that as long as conditions remained as they were, we should probably see a further decline in the price of common teas but stated that there was no outlook, no sign on the horizon, of anything but high and firm prices for fine teas.

Governing Conditions.

What are the conditions which govern this? Why is it that in a year when teas of any kind are really wanted, when buying is exceptionally heavy, and when prices have soared for a period of practically twelve months, there should now be a slump in common teas which looks as if it might continue for some little time.

It is a matter of quality. The abnormal prices that are being paid and that have been paid for teas ever since December of last year tempt every planter to pluck coarsely. When teas are at a premium as has been the case now for some time, it is possibly natural that tea planters will endeavor to make as much money as possible by plucking every available leaf of tea. On this page is shown an illustration which indicates pretty clearly what is meant when it is said that the planter plucks coarsely. The further down the leaf is plucked the lower the quality becomes. A good deal of course depends upon the class of soil and the class of plant which is obtained from one particular garden.

really fine grade tea,—that is taking it altogether—the lower down it is plucked the more inferior becomes the quality. For fine tea, therefore, the upper leaves are plucked. This is indicated on the drawing on the page by line No. 1. No. 2 shows that a leaf lower down has been plucked and this indicates that the quality will be a little worse.

No. 3 line shows a leaf still lower and this indicates that the quality will be still further reduced. It is thus possible to see that if lower leaves are plucked the quality of tea is degraded. What would have been a fair tea, possibly a fine tea, if plucked at the top becomes a poor or even a bad tea by being pluck-

ed lower down. This would apply to the very finest garden at the highest elevation of 10,000 feet. If even planters of these gardens, so excellent in quality so far as external circumstances are concerned, are tempted to pluck a little more closely than they usually do, their tea, instead of being superfine, becomes barely good and low grown teas which when plucked finely would be passable, become bad.

Temptation Has Been Great.

Now, in view of the very high prices which have obtained for teas for some months there has been a temptation to the planter to make as much money as possible. In the sudden rush for him it has appeared to him that people wanted tea. They wanted good tea, and he may have been known before as a man whose garden yielded fine or fair tea. The temptation, however, to make a little more money, even by the lowering of the quality has been in some cases, too much. Lower and lower leaves have been plucked and tea that might have been fine has thus deteriorated, while some teas have been of exceptionally poor quality. You cannot deteriorate a common tea much without making it pretty bad.

This state of affairs—and there is no doubt it obtains in some sort—means that there has been an abnormal stock of common tea put on the market. Many teas that were fine and many that were fair have deteriorated and become common. Thus a greatly increased amount of common tea has found its way to the market and therefore there has been a great decrease in the amount of medium, fine and superfine tea.

Lower Prices on Low Grades.

Now it is easy to see the reason for the rise as announced in Canadian Grocer, in our market reports on fine

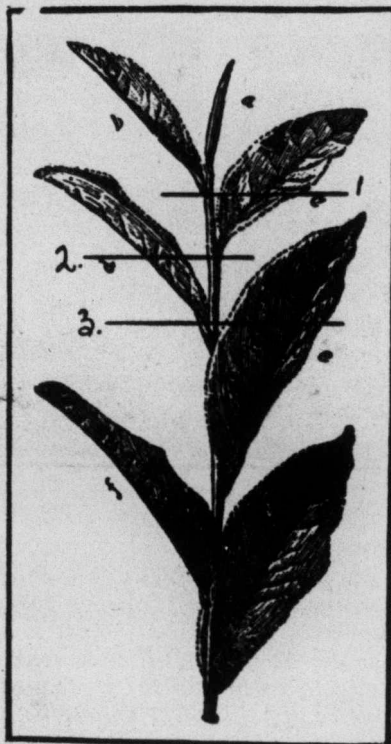


Illustration of a tea plant, showing how planters can lower the quality of the tea plucked.

CANADIAN GROCER

But whether the plant is average or teas recently. The exceptional dearth of medium and fine teas, due to this deterioration of the latter, has made medium and fine teas firmer and higher in price. As we say in our market we do not see any possibility of lower prices on good class tea at present. There is nothing in view that would indicate a decline in prices of good grades. On the other hand as long as common teas will fetch as much as 11d. or 1s. and even more than that it will be a temptation to the planter to continue pluck-

ing coarsely. There may, thus, be an overplus of common tea and supposing the demand fall off a little in the case of common tea (but not of fine tea), the market may ease off to a lower point than that at which it stands to-day. It must be remembered that the new crop Indians will soon be a factor and if there is an overplus of common teas on the market it is safe to presume that prices for such grades will ease.

But Not on Fine.

What has been said of course acts

inversely upon fine and fair teas. The very fact of the deterioration of teas means that the quantity of fine and superfine teas is smaller than ever and that pre-supposes a bigger demand therefore. The market has held firm and has even shown an advancing tendency now for some little time on really good grades of tea and as long as common tea, for the reason which we have indicated, remains more or less poor quality, fine teas, will be more and more in demand. They are therefore likely to go higher as they have done in London.

Separate Provision Department



W. N. S. Hunter's provision department, corner of Maple Ave. and Prospect St., Hamilton, Ont.

SOME time ago *Canadian Grocer* published a front view of the grocery store of W. N. S. Hunter, located in a residential section of Hamilton, Ont., as well as a view of the handsome grocery interior. Herewith is the provision department. This is separated from the grocery by screen doors and it can also be entered at the front. Note the attractive counter with marble top, computing scale, large display refrigerator, and the attractively written show cards. One for instance has this appealing inscription: "What is more appetizing than our Sweet Bacon—try a pound."

Small Pack Canned Tomatoes

Estimates That It Will Only Be 15 Per Cent. of Last Year—Hold Over and Weather Responsible—Prices on Upward Trend—Good Peach and Plum Crops — Big Army Ration Contract May Come Here.

IN so far as the tomato pack is concerned, there is not likely to be a very large output this season. It is stated from different sources that the pack will not be more than 15 per cent. of what it was a year ago. There are a couple of reasons for this. One is, that no matter how large a crop we had this season, the canners did not intend to pack as much as last in view of the hold-over and present stocks and the low prices that have prevailed during the past six or eight months. A large number of factories have decided to shut down on tomatoes entirely on this account.

Added to that there is the fact that the tomato crop this year has been a great disappointment. This is particularly true in regard to Western Ontario, where an over abundance of rain has tended to rot the tomato plants as well as the tomatoes themselves. There are scores of fields with the plants entirely dead and tomatoes lying on the ground. Reports have been received to the effect that some growers are plowing them down as a fertilizer rather than attempt to gather them. In view of the poor outlook in so far as this is concerned, growers have been getting a fairly good price—around 25c a bushel from the canning factories. This is the usual price in good seasons.

Some Tomato Exporting.

Of late too, as already reported in Canadian Grocer, there has been considerable exporting done. Dominion canners have received export orders for large quantities of tomatoes, but in view of the competition from cheaper goods, packed in the United States, the prices may not have been anything extra. Nevertheless these foreign sales have tended to ease up the spot stock situation here. One steamer that went all the way across the ocean, carried many thousand cases of tomatoes for the British Government. Canners here began to pack new tomatoes last week, this being from a week to ten days later than last year. It should however be remembered that the pack will be exceedingly small.

In so far as corn is concerned, there has been little exporting done. Corn is not an article of diet, that old country people have taken to readily, and therefore there is little demand from overseas. One might think that the thousands of Canadian soldiers there would assist this along, but it should be remembered that the British authorities have fixed rations, and it is not very

easy to change the food. With regard to peas, our Canadian canners do not color them, and as Old Country buyers have the reputation of purchasing from color chiefly, it is difficult for the Canadian packer to compete with the French and Belgian packer.

Late Fruit Outlook Good.

There is a splendid outlook for plums and peaches this year. The crops in the Niagara district are particularly good. Just what quantities of these fruits will be packed however, is difficult to say as yet, as the season is not very far advanced.

This time last year Dominion Canners had issued opening prices on their early fruits and vegetables. They are not out yet and there may not be any issued. It may be that the canners will continue to quote only on spot goods as they have been doing of late and if so, we shall see no regular opening prices. The prospects are that from now on, canned goods will firm up in price but the advances will be made gradually, as the demand and the quantities available call for them. Some have been predicting over a dollar for tomatoes by December or January; and of course they may be right or they may be wrong, anyway tomatoes will be higher than they are

to-day. At the present time the retail trade in the east can buy tomatoes around 90 and 92½ cents a dozen. The completion of the Holding Company has of course tended to firm up prices, for it is generally understood among the trade that had not something been done, financial difficulties would have got the better of a number of the smaller firms.

A Good Thing if it Comes.

Canadian Grocer has been informed that the Allied Governments are after a large quantity of a particular canned army ration and there are good prospects for a Canadian concern getting the contract. If it comes this way it will mean well on to a million dollars and that will necessitate many of the factories running through the winter to turn out the order. More definite information will likely be received in a week or ten days time in regard to this, if not before.

The British Government however, have shut down on jam contracts in Canada, claiming that all the jam they want can be secured from British firms at favorable prices. Already some two million tins of Canadian jams have been exported to Great Britain or are under contract to be sent.

Smaller Salmon Pack

Sockeyes Are About 40% Less Than Year Ago, and Other Grades Are Also Less—Prices Remain Same For Sockeyes—Next Big Run in 1917.

IN last week's issue, Canadian Grocer announced in part, opening prices for this year's pack of canned salmon. Fuller information has since been received in connection with these prices, and the pack estimates and market in general will be found very interesting to the grocery trade.

In so far as opening prices are concerned, it may be said that the high grades of red sockeye salmon, both talls and flats; red springs, talls and flats and half flats; Cohoe, talls and flats, have all opened at the same prices as a year ago.

Red sockeye, half flats, are 10c a case higher than last year to the wholesale trade, and Cohoe, half flats, and pink, half flats, are 25c a case more than a year ago. Pink, talls, are 25c a case less than last year.

The following are the prices of the

British Columbia Packers' Association for sockeye salmon:

Less than 5 cases—1-lb. talls, cases each 4 doz., \$2.52½ doz.; 1-lb. flats, cases each 4 doz., \$2.72½ doz.; ½-lb. flats, cases each 8 doz., \$1.57½ doz.

Five cases or more (all one brand)—1-lb. talls, cases each 4 doz., \$2.50 doz.; 1-lb. flats, cases each 4 doz., \$2.70 doz.; ½-lb. flats, cases each 8 doz., \$1.55 doz.

These quotations apply to Ontario, Quebec, Maritime Provinces, including Prince Edward Island, and are the fixed prices of the above-named company at which the wholesaler must sell to the retail dealer. There are no fixed prices on the other grades of salmon, so that each wholesaler is at liberty to sell at open prices.

Reports have been received in the
(Continued on page 22.)

Outlook for Spices This Fall

Retailers Will Be Able to Buy at About the Same Figures as Last Year, With a Few Exceptions—Peppers Are Much Easier, But Cream of Tartar Remains High—Celery Seed Shows Big Rise Lately.

THIS is the season when there exists a demand for spices. As soon as the crop is in, the farmer kills his hogs for which he requires ground spice. It is the time when ketchup is made. In fact it is the period of the year when most of the spice is sold. Naturally, when the heat of summer is over, the public turn their attention more to meat, and for this they must have pickles, and ketchup — in short, spices.

That the retailers have looked ahead and seen a winter that is not so terrible as they anticipated, is indicated in the demand being felt for this line by the wholesale houses; for spices, like shelled walnuts, fancy biscuits, and all kinds of luxuries, soon feel the effect of a depression. Canadian people, generally speaking, are not doing so badly; many industries are running full time, and things are not going to be so bad after all this winter. For a long time, both retailers and wholesalers have been buying spices hand to mouth. They were afraid to risk buying big lots fearing that the winter had something bad in store for them.

While there has been a lot of talk about startling changes in the spice market, wholesalers insist that these, as a rule, have concerned lines in which the grocer's purchases are not heavy. For instance, during the past few weeks, the feature of the spice market has been the high altitudes attained by lines such as sage, celery seed and laurel leaves. How the market in these three lines varies, does not vitally interest the grocery trade, unless it is sage; and after all, the trade in this line is by no means big.

The Advance in Cream of Tartar.

It might be argued that cream of tartar, which of all spices has perhaps made the most phenomenal advances, is a line in which grocers are very much interested. Wholesalers are of the opinion that cream of tartar is gradually being transferred from the grocery to the drug store. This can scarcely be true particularly when one takes into consideration the large number of general stores in the country in districts where there are no druggists.

Cream of tartar is costing the grocer anywhere from 45c to 55c per lb., depending upon the quantity purchased. It was one of the first grocery lines to feel the effects of the war, coming as it does

from the wine districts of France, which were immediately affected by the opening of hostilities. As war is still raging in that section, the raw material is still scarce, and consequently cream of tartar is selling at a higher price than ever before. The raw material from which cream of tartar is made, comes from the vine leaves, and is the sediment formed on the cask. Of course, France is not the only source of supply, but that which comes from other countries is not of the same quality, and not nearly so plentiful.

Before the war broke out, cream of tartar was selling in the primary market at around 20c per lb. In first hands today, it is exchanging at 45c. The question might be asked. "Are people going to continue to buy cream of tartar at such a high figure? Importers would like to know that themselves. They agree that the price is monstrous, but they are selling about the same quantity.

Pepper Actually Lower.

Peppers demand attention just now, as they have recently undergone the biggest change since the war. As a matter of fact, the price being quoted in London to-day for Singapore white is less than it was before the war; in the interval of a year, however, it has soared considerably, and it is possible that some wholesale houses bought when the market was high; thus, the price to the retailer may be a little higher than usual.

In March of 1914, Singapore white pepper was quoted in London at 8 11/16 pence; last week, the quotation was 8 1/2d. for Aug.-Sept. delivery. This decline in peppers (for it applies to most kinds of black and white) is of recent development. On the week previous, Singapore white was quoted at 8 3/4d.; similarly, this week black Singapore is offered at 55/8d., whereas on the week previous it was 5 3/4d.

When it is considered that for April-May shipment 1915, Singapore white pepper sold for 10 3/4d.—a price almost twopence higher than it is to-day—it will be seen that a big decline has taken place within the past three months, and it looks as if it is still going on. Importers in Montreal do not seem able to give very good reasons for this sudden decline. They suggest that perhaps the demand has fallen off considerably, or that the visible supply has increased. Possibly, with the market at tenpence three-eighths, the wholesaler and retailer refused to buy beyond what they actu-

ally needed, but judging from the large sales which have been made to the wholesale trade here within the last two or three weeks, it would appear that stocks for the fall have run low, and buyers came into the market as soon as the price dropped below ninepence.

Jamaica Ginger Situation.

This decline in pepper seems to be about the most important thing in the market as far as the retail trade is concerned. Wholesalers assert that other lines are practically normal. The crop of ginger in Jamaica is not ready yet. It has been rather scarce this year, and higher than usual; possibly this condition will be changed when news of the new crop arrives. Prices are out for new crop pimentos. Quotations in the primary market are 3c c.i.f. Montreal, which is much lower than a year ago, when price ran around 3 3/4c.

SMALLER SALMON PACK.

(Continued from page 21.)

East to the effect that there are some grades of Cohoes and Pinks being offered to the trade at some 25 cents a case less than standard goods.

British Buyers in the Market

According to a telegram recently received from the coast, the pack of sockeyes will only be about 60 per cent. of last year; cohoes, 70 per cent. of last year; red springs, 40 per cent. of last year's pack, and pinks, 75 per cent. of last year's pack. While prices on half flats, sockeyes, are practically the same as last year, English buyers are said to be willing to pay more money for these goods unlabelled than Canadian buyers are being quoted for them labelled. It is believed that if the demand from British buyers continues the prices are not unlikely to show an advance, and of late the British demand has been heavy. It is, too, estimated that salmon prices will not be any lower until the next big run in 1917.

EGGS TO GREAT BRITAIN

The Canadian Trade Commissioner at Glasgow, Scotland, reports that recently some 8,060 cases of Canadian eggs have been landed in Great Britain in good condition. Some firsts realized 12s. 6d. per case, the cases containing ten dozen. This would mean about 30 or 31 cents per dozen.

Advertising Pickling Spices

Retailer Urges All Grocers in a Town to Use White Space—The More There Are Advertising the More Will People Think of These Goods—Give the Prospective Buyer an Idea.

By A. H. HARVEY.

"I F every grocer in the town were to advertise through the local newspaper, pickling spices and vinegar at this time of the year there would be three times as much sold."

This was the statement made to the writer a short time ago by a merchant down east, who was putting on a campaign in these lines of goods.

"My idea," he continued, "is that in order to make the most of a special season of the year, and in order to sell a particular line or class of goods, it is necessary to create about them a particular atmosphere. Hence, if we grocers want to sell pickling spices, to as many consumers as possible, we must get them all reading and thinking about pickling spices. While I advertise in the local paper I would like to see other grocers do the same. Many people spoil their pickles and meat sauces by using old goods which have almost spent their force. If all impress this on the women there is no doubt whatever that more sales can be created."

Give the Customer An Idea.

This dealer it appears to me has the right idea. In these days of keen competition, it requires ideas to sell goods. People will of course purchase the usual every day supply, but some particular reason must be submitted to them, before they invest in other goods. It is a fact that many housewives keep putting off preserving and pickling until

MILLER'S GROCERY

PICKLING SEASON

Is upon us once more.

How quickly the months and seasons pass away! Why it seems but a six month since you, your friends and your friends' friends crowded our Grocery Store with your Vinegar Jars asking for that special

Pickling Vinegar

Of ours that is guaranteed to keep pickles firm, crisp and bright. And woe betide the purchaser of this Pickling Vinegar disappointed! Did it fail to do all we claimed for it? No in every case were the users satisfied, in fact so satisfied that they are back again these days asking once more for that same Vinegar. Bring your Vinegar jars to us; we'll fill them with Vinegar that will not eat up your pickles, but that will keep them firm, crisp and bright. Be careful in your selection—you cannot afford to experiment. We're Vinegar for everybody.

White Wine Vinegar, 40c per gallon
Older Vinegar, 40c per gallon.
Malt Vinegar, 60c per gallon

Try our Bulk Pickling Spices.

NORMAN MILLER
Perth's Busy Grocer
Next door to Bank of Ottawa

China Hall Grocery

PICKLES!

THE PICKLING SEASON is close at hand and F. A. Haddy will as usual have a full stock of PURE SPICES and VINEGARS. This is the one department where quality counts. It is false economy to waste time and materials on low grade spices and vinegars for pickling. We could buy some grades at half of what we pay for them and consequently sell them at a lower price, but the public would not get the satisfaction that they get in buying the BEST Spices and Vinegars.

Spices

We carry all the variety of ground and whole spices used in pickling and the best pure spices that we can procure.

Vinegars

We carry a full assortment of Vinegars, including White Wine, English Malt, Fruit, and Acetar, the modern vinegar.

In these goods we do not aim to sell at a low price, but at a reasonable price, and give you the best grades on the market.

F. A. Haddy

Phone 62 Bowmanville

It's Confidence That Does It

Pickling Time

Your Pickles, Pickling Sauces and Catsup must have pure Vinegar, Spices etc.

Ours is of the finest and highest quality required to make good flavoured pickles

Porter S. White
336 George : Phone 298

When You Want the Best in the Grocery Line Buy From Rowat

We guarantee satisfaction with every article purchased here.

DRIED BEEF

A cold meat that pleases people who want "something different." That is Good.
40c a pound.

COOKED HAM

The quality of our Cooked Ham gives satisfaction.
40c a pound.

SUMMER DRINKS

Now that warm days are here, and "heat waves" are on, we are here to get you through it. Try us for summer sodas.
10c to 25c per bottle.
60c to \$1.25 by the dozen.

CHOICE OLIVES

An olive for every taste.
From 10c to \$1.25 per bottle.

Phone orders receive the same care and attention as though personally given.

TRY US AND BE CONVINCED.

T. A. ROWAT & CO.
250 DUNDAS STREET.
Phone 2051 and 2052.

Reproductions in reduced form of good newspaper advertisements used by Canadian retail dealers. Three are on pickling spices and one on seasonable summer lines.

it is too late. If the fact were impressed upon them by a large number of dealers when the best part of the season arrives, it stands to reason there would not be so much procrastination.

There was a splendid article in Canadian Grocer of a few weeks ago dealing with the advantages of selling quality mixed pickling spices. This article pointed out that a real good grade of spice contained some 15 or 16 varieties, whereas there were cheaper lines sold which contained only about half that quantity and then very few of the more expensive lines. It seems to me few women would hesitate to pay 5 or 10 cents more a pound for her pickling spice, if she were informed that the sample contained so many varieties. I am sure if I were a woman and had the thing to do, I would consider it a great

favor to have the dealer point this out.

Would Pay the Extra Price.

If I were going to be more sure that my pickles and sauces would turn out better during the winter months I would be quite willing to pay 15 cents a pound more for spices, and a good deal more for vinegar that I could absolutely depend upon. In my estimation now is the accepted time when every dealer should push the sale of these lines. The time is seasonable and therefore the trade would be traveling along the course of least resistance.

Orders were issued by the Postmaster-General of the United States last month increasing the parcel post size limit from 72 to 84 inches in length and girth combined, and providing for a receipt for articles mailed by parcel post. The first order went into immediate effect and the second will become effective September 1. The principal object of the increase in size, it is stated, is to bring the commercial berry and fruit crate within the regulations.

The Hawaiian Promotion Committee is boosting "Hawaiian Pineapple Day," which has been set for Wednesday, November 10th. The Hawaiian Promotion Committee is doing this work to increase the consumption of Hawaiian canned pineapple in the United States.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

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

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

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. H. Huestis, 115 Broadway, New York; Telephone 8071 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 58 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, \$2.00; United States, \$2.50. Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

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TORONTO, SEPTEMBER 3, 1915

No. 36

BUTTER SCARCE IN AUSTRALIA.

SOMETIME ago an announcement appeared in Canadian Grocer to the effect that Canada was shipping butter to New Zealand and Australia. This was commented on at the time as being quite unusual inasmuch as these two countries have been shipping butter to Canada for some years and particularly to British Columbia to which point an all water route is secured.

Writing on July 16th to the Department of Trade and Commerce at Ottawa, the Canadian Trade Commissioner in Australia deals with Canadian imports to that country and into New Zealand. Here is what he says:

"Never before has there been such a scarcity of butter in Australia. The exports are prohibited in New Zealand and large shipments of Canadian butter (chiefly Alberta) from Vancouver, and American butter from San Francisco, have been profitable to the importers. The wholesale price for prime butter in Melbourne is now 2s. (48 cents) per pound—an unprecedented value—and supplies are limited.

"The customs duty is 3d. (6 cents) per pound. The butter famine is likely to exist until early in September when the spring sets in."

This accounts in part at least for the high price New Zealand butter is quoted at on the Vancouver market to-day. It will be seen from our prices in our Vancouver report that New Zealand cubes are quoted to the retail trade at 35½ cents and bricks at 37 cents. Evidently this came before Australian prices moved up as high. A year ago local creamery butter was quoted on the Calgary market at 26 cents. The situation is a very interesting one but ac-

ording to the Trade Commissioner, a change will be forthcoming sometime during September when the fresh make in New Zealand and Australia are placed on the market.

FOOD ADVANCES IN GERMANY.

SOME startling figures have appeared in a Washington, D.C., paper from a correspondent — Frederick Werner — in Berlin, Germany, in regard to advances made in foodstuff prices since the war began. Mr. Werner states that while there is no absolute lack of food there, yet the time is drawing closer when the great masses of the German people will not have money enough to buy even the necessities of life.

Statistics gathered in fifty of Germany's largest cities and showing the upward movement of prices during the past twelve months show that butter has gone up 43 per cent., potatoes 96 per cent., rice 151 per cent., barley meal (used here much as oatmeal in America) 165 per cent., eggs 61 per cent., rye meal 65 per cent., and peas 200 per cent. These figures show prices on May 1, and many articles have gone up in price since then. During the same period (May, 1914, to May, 1915) meat prices rose as follows: Beef 35 per cent., veal 38 per cent., mutton and lamb 46 per cent., pork 100 per cent.

If these figures are correct, it tends to show the magnitude of the pressure of the British Navy on the economic life of the German people. When British and Canadian prices and advances are contrasted with these, the comparisons are quite illuminating. For instance butter here is little if any higher than a year ago. Potatoes are cheaper.

Rice is about the same price. Oatmeal has been very little advanced. Eggs are about the same and of course we use very little rye meal in this country. Pears are only a few cents higher than a year ago and anyway these do not enter very largely into our daily food.

Canada is a fine country in which to live.

APPLE PRICES TO BE FIRM.

LAST year there was a very heavy crop of apples in Canada, but on account of the war export business to the United Kingdom was adversely affected. It is interesting to compare with that the situation existing this year. In the old country both the weather and the war are affecting the prospects of the apple season. While the situation is not so complicated as last season when dealers on both sides of the Atlantic were faced with so many new problems in disorganized steamer services, high freights, less demand, etc., yet the situation to-day is by no means a normal one.

Reports from the old country appear that there is likely to be a good crop in the North and in the midlands of England but in the south the supply is bound to be less than usual. In Scotland the prospects for a good crop are fair and it is generally believed that prices are likely to be reasonable for the British crop.

Writing from Glasgow, Scotland, the Canadian Trade Commissioner there, in sizing up the apple situation states that in neither Scotland or England are there bright prospects for the Canadian apple season, owing to the high freight and the additional difficulty of securing tonnage. Some experts figure that there will be about 80,000,000 barrels from Canada and the United States but others only calculate one-half that total reaching Britain. He believes, however, that the demand for Canadian apples will be greater than ever for it is generally believed that large quantities will probably find their way to the troops in the several theatres of the war. Thus should the supply be as seriously reduced as many fear, a severe shifting of wholesale and retail prices is certain. Already in many cases the shipping companies are asking double the rates ruling twelve months ago. British statistics show that during the seven months ending July 31st, 1915, the value of apples imported into the United Kingdom was some £400,000 greater than in the corresponding period ending July 31st, 1914.

So far as Canada is concerned, the crop of apples doesn't appear to be nearly as large as last year. While in some districts the yield looks to be pretty good, there are others where it is poor. The situation is reflected in advances in various centres in canned apples as well as in evaporated. From all appearances prices are likely to rule high in these lines during the coming season.

THE WAY OF A BUSINESS MAN

IN last week's issue it was announced that the C.P.R. Purchasing Department had selected H. T. Meldrum to represent the department in London, England. Sir Thomas Shaughnessy's idea is to have a man right on the spot to get after all possible business for Canadian manufacturers.

The point here is that what the Dominion Government had failed to do, a business man like the president of the Canadian Pacific has done. Mr. Meldrum was assistant general secretary of the Canadian Manufacturers' Association and was connected with that association for the past five years. He is a graduate of McGill in arts and before joining the

Manufacturers' Association was a member of the editorial staff of the Montreal Star. Mr. Meldrum is young and he is not a national figure—but it is doubtful if this will worry the man who made the selection. Sir Thomas Shaughnessy and the Canadian Pacific make men with reputations rather than seek reputations which do not always make men. It will remain for the future to test the judgment of Sir Thomas.

What we need most of all—and particularly in these times—in the government of our country are big business men who grasp the problems with which they are confronted in a business way. When the war broke out last fall was the time the Canadian Government should have been represented in London to get everything that was going. Sir Thomas Shaughnessy was connected with the purchasing of war supplies only a few weeks before action was taken.

Time and time again the MacLean publications have urged the Department of Trade and Commerce to send a representative to London to camp on the door-step of the war office to get all possible orders for Canada—a man with the authority and prestige of the Dominion Government to carry him past the inevitable subordinate at the door and secure all possible business going for our manufacturers. The Department was asked to do merely what any live business man in the minister's chair would do without urging.

Sir Thomas Shaughnessy, as head of the C.P.R. Purchasing Department, again points the way to Sir Geo. Foster. Is it too much to expect the Department of Trade and Commerce to cease fooling with statistics and take some active steps to keep Canadian factories running during the coming Winter?

EDITORIAL NOTES.

THE OYSTER SEASON is once again with us. The demand depends on the selling ability of the man behind the counter.

* * *

ONE FEATURE of Canada's participation in the war has been the absence of internal strife and dissension between employers and employed.

* * *

MANY GROCERY stores at this period of the year are finding a marked contrast in their turnover with those of a year ago. It was observed the other day that one of the large Montreal stores was cutting prices to an unheard of extent in their grocery department. It has been suggested that the manager hopes by this means to bring his turnover for August to where it was a year ago, when the buying of groceries was phenomenal on account of the fear that supplies would soon be unprocurable. It should, however, be remembered, that when prices are cut so are profits.



Better Business Outlook.

From The Financial Post.

DESPITE the pessimism engendered by unsatisfactory news from the theatre of the war, domestic commerce in Canada is brightening. Offsetting the war cables we have wires from the Canadian West telling of greater crop than was anticipated two weeks ago and of ideal harvesting weather. Railway companies, although their earnings in the gross do not show much change, report that merchandise is moving more freely. It will be noted also from our bank clearing returns, which appear on the last page of this issue, that in Eastern Canada there is an increase over the figures of a year ago. We have to count in these figures, however, the influence of large cheques passing on account of war orders, as well as the inflation of clearings through the very active speculation in war stocks. Making due allowance for these two factors, it will be found that clearings in Eastern Canada are keeping well abreast of those for the corresponding period of a year ago, and in the opinion of The Financial Post they will continue to show slight increases as a result of steadily improving business.

Canned Foods and Economy.

The Grocer, London, Eng.

THE Parliamentary War Savings' Committee is issuing a pamphlet giving advice on economy and explaining why it is essential to the victorious conclusion of the titanic war in which we have already been engaged for a year that we should save all we possibly can; and it naturally urges that meals which give the greatest nutrition at the least cost should receive more consideration. In this category we should undoubtedly include canned foods of different descriptions, for fresh meat and fish are now commanding exceptionally high prices, and as the canned varieties undoubtedly show a substantial saving in cost, their more extensive use ought to be encouraged by all who appreciate the vital importance of national and personal economy. In these circumstances, we learn with surprise that the Royton Urban District Council has issued a circular to local residents in which it calls attention to the prevalence of diarrhoea and the means to be taken to prevent it so far as the treatment of milk, fruit,

waste vegetables, etc., is concerned, and adds: "It is advisable to avoid all tinned goods and tinned foods, particularly tinned salmon." This is a piece of wholly gratuitous and unnecessary advice, calculated to create prejudice in the minds of the public against a most valuable class of food, and conveying harmful innuendoes which should be refuted by the Canned Goods Sections of the Chambers of Commerce promptly and vigorously.

Already the members of the Oldham and District Grocers' Association, whose trade in canned goods would promptly be affected were such insinuations to be allowed to pass unchallenged, have taken action to meet the attack. At a special meeting held recently, they very properly expressed surprise and indignation at the issue of the circular and called for its withdrawal forthwith, contending that diarrhoea does not result from the consumption of canned foods, provided, of course, that the tin is not damaged or blown, and explaining that the unfounded suggestion would act harshly against grocers, many of whom are large purveyors of packed salmon, "which in these days of stress and high prices is a real boon to the working classes, who thoroughly appreciate the reasonable prices and good quality of this article of food as stocked by traders of the district covered by the council." In the interests of the trade and the public alike we hope that the Oldham Association's protest will be strongly supported by other trade organizations concerned, for these attacks upon the trade, if ignored, often have unexpected and far-reaching results.

Future of the Munitions Trade.

Journal of Commerce, New York.

IN making it plain to the Government of Austria that the United States nation intends to maintain its international right to ship and sell munitions of war. Secretary Lansing incidentally suggests some significant economic views of the matter. True, he did not present his thought in that light, but the idea is there and has a decidedly important bearing upon the immediate policy of the United States. Mr. Lansing gave as one of the controlling reasons for maintaining the munitions trade that on no other basis can the manufacture be kept down to reason-

able limits. Were it not for this power and right to buy and sell in the world's markets, he pointed out, every nation would be obliged for its own protection to manufacture in quantity and keep itself supplied with plants adequate to the production of a constant supply of the goods under any and all conditions. This he, by implication at least, regards as a waste of capital and, by tolerably direct expression, stigmatizes as a menace to general peace—witness the experience already had with nations which have followed the plan of large domestic manufacture.

Scarcity of Tea in Russia.

By U. S. Consul at Moscow.

THE condition of the tea market has been rather critical recently owing to the limited and decreasing supplies and the increasing demand. In consequence of the prohibition of alcoholic drinks, tea has become the principal drink of the population. The supplies stored in the provincial towns are becoming exhausted and the dealers are anxious to supplement them. At the beginning of the Indian tea season of 1914, when the transactions are usually concluded, these could not take place owing to the breaking out of the war; it was impossible to secure the required supplies, and what had been bought was delayed in shipping. Consequently the dealers disposed of the remaining supplies of former years.

The transportation of new supplies is extremely difficult, the only possible route being via Vladivostok. The shipments are sold in the retail trade as soon as they are received. The provincial dealers, in view of such conditions, make every effort to secure a supply of tea, while the wholesale dealers are afraid to exhaust their supply, and as a rule will supply only 60 to 70 per cent. of the ordered quantities. All transactions are concluded on cash terms.

Since March 13 the duty on tea has been raised by eight rubles per pood, an increase of nearly 11.5 cents per pood, in consequence of which the tea sold either rises in price or becomes inferior in quality. The present season on the Chinese tea market has begun with increased prices, which is explained by the great demand on the part of the Russian market, Great Britain and other countries.

Getting the Better of the Rural Club

Reply to Query of the General Merchant, Some of Whose Farmer Customers Are Organizing to Buy Some of Their Goods Direct—The Women Have a Big Say in What Shall Be Done—The Importance of Service.

Written by a Successful General Merchant.

I READ with great interest your article in issue of August 13th, entitled "Can You Answer This." The fight of this merchant has appealed very strongly to my love of hard merchandising problems and I have taken it upon myself to answer in my small way this problem.

Truly this general merchant is up against a difficult proposition, and one that will call for courageous and determined action. It is one of those problems that make a man sweat blood, yet is the real test of a man's merchandising abilities. Necessity is always the father of invention and in this case the invention of new selling schemes will be one of the big factors in overcoming the obstacles facing this general merchant.

The information supplied is very meagre and it is difficult to outline any action upon the information available in this article. However, sufficient is given in order to outline a campaign that may be of benefit to this merchant.

In order to come at the problem in the right light it is necessary to analyse the conditions which result in the problem facing this merchant. In the first place, why did these farmers take up the proposition of the stranger and form Grangers and cooperative buying clubs? Second—who is behind the movement and why are they behind it? Third—Who is going to benefit in the long run by the Association?

Merchant to Blame Sometimes.

Looking closely into the first question you will find that the woman of the household has had a great influence in preparing the farmer to receive the arguments for the formation of the association by her constant demand for lower prices and her love of bargains. The housewife—at least many of them—has educated the farmer to think that cheap goods are the most economical that she can purchase, whereas this may be entirely wrong. It is quite possible that the reason why the farmers have formed themselves into a club to buy collectively is that they have not been able to get at home the merchandise that they need or they haven't been given the service they think they should receive. It is not always the farmer who is to blame in cases like this. It is well for the merchant to look into his own service, to find its defects and to

In Canadian Grocer of August 13, page 22, there appeared a letter from a general merchant who has had difficulty in retaining a good percentage of his customary business with his farmer customers, because of the fact that some of them were uniting in clubs to purchase certain goods direct. In reply to a request for suggestions from other readers, the accompanying letter has been received from a successful merchant who has given this very matter a great deal of thought and attention. It is to be hoped that others who have already dealt with this difficulty will be good enough to send in their experiences.
—The Editor.

correct them. If you were giving the service to these farmers why would they go outside of their home town to purchase?

Again, it is quite within reason to assume that one of the factors behind the Association is the love of social intercourse among the farmers. Their life confines them very much and their opportunities for social intercourse are very limited, with the result that this Association may offer them opportunities to get together to discuss their troubles, and the buying is merely a side issue—an excuse for the association, as it were—longing for a social atmosphere being the real reason why the farmers go to these meetings and why they form these associations. If the longing for social intercourse could be supplied in other ways, it is very doubtful if the farmers would form themselves into associations for buying in this way. This viewpoint may be radical, but you will find on investigation that there is quite a bit of truth in it, and it is certainly worth serious consideration on the part of the man who faces the problem.

Supplying the Deficiencies.

Several instances can be stated where problems of this nature have been overcome by supplying the needs of the farmers for social intercourse by getting them together in a gathering and putting your proposition up to them in the straight-from-the-shoulder way. Every farmer loves fair play, and if you can show the farmer that he is not treating you fairly by forming these associations and buying outside the home town, also that you find it necessary to have his

trade in order to give him the service that he demands, you will find a very favorable feeling being established between you and the farmer. Ordinarily the farmer when he entered into this arrangement expected you to fight him, and expected you to do everything in your power to make it hard for him to remain a member of the association. It is a far better plan to use the member of this association as you would any of your other customers and endeavor to show by your attitude that you do not feel antagonistic to him because he is buying from somebody else.

In looking into the second factor that enters into this situation, you will be surprised to find the power wielded by the indirect influence of the woman in the home upon the buying of the man, and it will be to your interests to cater very strongly to the women, and as you investigate these matters, the ways and means to counteract them will come to you. It is impossible for anybody to give you the exact methods to follow in making your appeal to the women. Different localities develop different longings in the women, but you can always rely on certain things. The women are greatly interested in anything that concerns fashions, and any information that you can give them along this line will be greatly appreciated and sought after, and you will have your reward in the long run. The majority of merchants feel that in order to get business they must get direct returns from all of their efforts, but when one has to meet conditions such as the merchant in question is facing he will find that by working in an indirect manner, so as not to show the farmer his hand, the result will be more permanent, and will be just as sure. One may take it for granted that once he has the "wimmin folks" for him the farmer cannot prevail against him. He has to fight fire with fire sometimes, and here is a way to carry the war into the camp of the enemy.

In looking into the third factor that enters into this situation, you will find upon investigation that the motive behind the farmer entering into this association has not been a desire on his part to do you out of business, but has rather been a desire on his part to purchase his supplies at the lowest possible price.

Could Service be Changed?

It rather bespeaks the lack of salesmanship on the part of the merchant, in-

asmuch as he has not convinced his customers that his service is the best possible for that neighborhood; also that his prices are reasonable when the quality of the goods and the service is taken into consideration. In looking at the situation from an impartial standpoint, it seems that the association solicitor has simply put one over on the home merchant, with the result that he has got the farmers together and formed an association to buy his goods at his prices,

and has used the lure of bargain-price against the home merchant, who has not seen the handwriting on the wall in sufficient time to offset the efforts of the interloper, with the result that the club is being formed and he will lose business for the time being, although the ultimate result of all of these clubs has been disastrous to those who have become members. And it has always worked out to the ultimate benefit of the local merchant. But that does not help to

overcome the difficulty of the moment, and will not pay bills that come due today and to-morrow. In order to hold the business and to keep his head above water it will be necessary for the merchant to adopt some very daring tactics and to be original in his efforts to retain customers.

In the issue of August 13 of Canadian Grocer, on page 25, you will find a story of a Quality Sale, wherein the salesman (Continued on Page 35.)

Merchants Fighting Cartage Charges

Sherbrooke, Que., Board of Trade Organizes Movement to Turn Trade From Houses in Montreal and Toronto Who Do Not Sell F.O.B. Cars—Solution Suggested by Grand Trunk Official—The "Cartage at Both Ends" Question Again—What Wholesalers Say.

SHERBROOKE, Que., Sept. 1—(Special).—Shall the outside merchant pay cartage charges from the wholesaler's warehouse to the railway? That question is being raised again, and discussed with much vigor by the retail merchants of Sherbrooke, Que. The matter has been carried so far, an attempt is being made to get all merchants in that city to agree not to pay wholesaler's cartage charges.

John J. Fitzgerald, secretary of the Sherbrooke Board of Trade, states that a Grand Trunk agent has made a suggestion which he thinks will possibly simplify the working of the matter of having cartage charges paid by the wholesaler. The suggestion made by this official is that merchants should each give the local agent a list of the wholesale houses whose cartage charges they refuse to pay, and the transportation companies will then refuse to accept goods from those wholesalers unless they agree to pay their own cartage charges.

Working for a Change.

The Merchants' Committee of the Sherbrooke Board of Trade has been working for the last few months on a solution of the problem from their standpoint. The matter was submitted to the Railway Commission, and the Railway Commission took it up with the transportation companies. These declared that it was entirely a matter for arrangement between the wholesalers and retailers, and that the railroad companies had no opportunity of acquainting themselves with the agreements made when goods were purchased.

After a couple of months' correspondence between the Sherbrooke Board of Trade office, the Railway Commission, and representative wholesalers, it was still difficult to determine who was to

blame—if there is blame to be attached to anyone—for a condition of affairs which allowed wholesalers in Montreal or Toronto to deliver goods to customers in their own cities free of charge and still bill Sherbrooke merchants for delivering goods to the freight sheds in those same cities. The Retail Merchants' Committee of the Board decided that it was necessary for the Sherbrooke merchants to take a united stand in the matter. Accordingly all the retailers in the city were circularized and asked to write to their wholesale houses to effect that they would no longer pay cartage charges for them, and that if the transportation companies persisted in collecting from this end, the merchants would demand a rebate.

The following is a copy of the letter sent to Sherbrooke retailers by the Board of Trade, calling upon them to write to their wholesalers demanding that they pay cartage charges: companies.

Dear Sir,—The Retail Merchants' Committee of this board has, for the past two months, been working on the matter of cartage charges by the transportation companies.

You have, no doubt, frequently noticed that on your freight bills you are charged for cartage which the wholesaler should pay. In taking the matter up with the Railway Commission we find that the transportation companies claim that it is entirely a matter between the retailer and the wholesaler. It is up to you to make the wholesaler pay.

We are asking each merchant to write each of the houses with which he does business to the effect that in future he must pay the cartage charges at his end. An agreement along the above lines is also being signed by the various merchants and will be presented to you.

This movement means a big annual saving and needs your co-operation.

JOHN J. FITZGERALD,

Secretary Sherbrooke Board of Trade.

The following is a sample letter drafted by the Board of Trade for retailers to send to their wholesalers: Gentlemen:

In the past I have been several times called upon, when paying freight bills, to pay cartage charges from your warehouse to the freight sheds in (name of shipping point). These charges should, in reality, be paid by you. In the future, therefore, it will be understood that my orders are to be "f.o.b. cars," and I shall either refuse to pay charges to the transportation company or demand a refund from you until such time as proper arrangements can be made with the transportation companies to collect from you.

Trusting that you will see the reason in this,

Yours very truly,

The Proposed Agreement.

This is the agreement which the Board of Trade of Sherbrooke is endeavoring to get all retailers to sign:

"We, the undersigned retailers of Sherbrooke, hereby agree that on and after the first day of September, 1915, we shall demand that all wholesalers with whom we do business shall pay their cartage charges from warehouses to freight sheds at point from which shipments are made. If the railroad companies persist in continuing to collect from retailers we shall demand refunds from all wholesalers."

The reply given by the Montreal wholesale trade to these assertions, expressed in a nutshell, is:

"We sell our goods ex warehouse, so that the same conditions apply to the merchant in the city as in the country."



CURRENT NEWS OF WEEK



Quebec and Maritime Provinces

Albert and Nellie Turcotte have registered in Montreal as grocers under style of Turcotte & Turcotte.

A co-partnership has been registered between C. E. Whidden and J. P. Clark, general merchants, Antigonish, N.S.

T. R. Boughner, Tillsonburg, Ont., has sold his grocery business in the Mabee block to Brown & Brown of St. Thomas, who took possession recently.

Ontario

M. Kirvin, grocer, Toronto, has sold to O. R. Lyons.

D. Radcliffe, grocer, Toronto, is succeeded by E. Lees.

A. C. McBrien, grocer, Toronto, has sold to W. J. Philpott.

H. Burns, grocer, Streetsville, Ont., has sold to A. Norrington.

Mrs. Carrie Madill, grocer, Toronto, has sold to A. R. Plummer.

Harriet A. Miller, grocer, Owen Sound, Ont., has sold to Robt. Cameron.

John Watt, grocer and baker, Timmins, Ont., has sold to I. K. Moore.

J. A. Milne, of Calgary, has purchased a grocery business in Orillia, Ont.

The Eggo-Baking Powder Co., Hamilton, Ont., have obtained a charter.

T. H. Cleo, grocer, Toronto, has sold his Bloor Street business to F. Irons.

M. Boyer, general merchant, French Hill, Ont., is succeeded by A. La France.

Thos. Kirkpatrick, general merchant, Dorchester, Ont., has sold to W. J. Reed.

E. R. Holmes, general merchant, Selkirk, Ont., sustained a fire loss recently.

The general store of E. R. Holmes, Selkirk, Ont., was gutted by fire recently.

F. Hopper, general merchant, City View, Ont., is succeeded by John Clarke, Jr.

F. C. Braithwaite, general merchant, Harrisburg, Ont., has sold to W. W. McWatters & Son.

J. W. Scott has opened a new grocery store at the corner of Colborne and Simcoe Streets, London, Ont.

Mrs. R. Ferguson, grocer, William Street, London, Ont., has sold her stock and has closed up on account of her health.

The Retail Merchants' Association of Galt, Ont., have decided to continue the

Thursday weekly half holiday during September.

B. Trudel, tea buyer of Chaput Fils Limited, Montreal, has gone West on a business and pleasure trip, accompanied by his wife.

L. Johnston, traveller for M. Masurett & Co., wholesale grocers, London, Ont., has accepted a position with Gorman & Eckert & Co.

The Canadian Cereal and Flour Mills, Limited, have moved their head offices in Toronto from the Royal Bank Building to 32 Front Street West.

J. C. Finch, a traveller for the IXL Spice and Coffee Mills, Ltd., London, Ont., has started back on his old ground after being ill for four months.

Mrs. S. Ross, grocer, corner Dundas Street and Humberside Avenue, West Toronto, has returned home from a trip to the Canadian West. She visited friends in Saskatoon, Sask.

W. D. Rogers of Toronto, has purchased the store and mercantile business of Mrs. Roach, of Whitevale, Ont., near Pickering, and will take possession on Sept. 1st.

G. H. Ellis, grocer, corner Piccadilly Street and William Street, London, Ont., has bought the butcher business of W. Mallin, next door, and he has also bought the store and dwelling which he now occupies.

The extreme cold from the storage meeting the extreme heat from the fire, with the smoke, spoiled the contents of that room. Manager Finlay, of the Fish Company, figured the loss at \$10,000.

Captain John Harris, who is promoted to the rank of major in the 109th Regiment, is Canadian manager of the Nugget Polish Co., Ltd., Toronto. He is a member of the Board of Trade, and an Associate of the Chartered Institute of Secretaries of Great Britain.

The Producers Fish Company, Port Stanley, Ont., suffered a loss of \$10,000 at the St. Thomas Packing Company's fire recently. When the fire started there were two men in one of the freezing rooms of the cold storage packing fish, and when they escaped, they left the door open.

Capt. G. B. Morton, who has command of the Thirteenth Company of the Seventy-Sixth Battalion at Niagara camp, and whose home is in Hamilton, Ont., is connected with David Morton &

Sons, soap manufacturers there. Recently the employees presented him with a military riding outfit as an evidence of their appreciation of his loyalty and their good-will.

Western Canada

John Kehler, general merchant, Hague, Sask., has sold to D. J. Klassen.

Stock of the Winnipeg Co-operative Society, Winnipeg, has been sold.

A. B. Hudson & Co., general merchants, Craik, Sask., have sold to Liddles, Ltd.

Geo. B. Barager, general merchant, Nesbit, Man., is succeeded by S. P. Parkinson.

Matos Bros., grocers, Winnipeg, Man., have dissolved, each continuing separately.

Bertin's, Ltd., general merchants, Webb, Sask., are succeeded by the Webb Trading Co.

Mrs. B. M. Hart, general merchant, Woodnorth, Man., has sold to Jos. P. Richardson.

F. W. Woolworth & Co., Ltd., have opened a 5, 10 and 15-cent store in Moose Jaw, Sask.

W. A. Hill, grocer, Victoria, B.C., is opening a branch on Yates Street, in that city.

The Farmers' Store, general merchants, Moose Jaw, Sask., has opened a branch at Pennant.

H. J. Frederick, general merchant, Bruce, Alta., has sold his business to Howard & Spafford, of Edmonton. The firm will be known as the Bruce Trading Co.

The W. E. Lord Co., Red Deer, Alta., have almost doubled their serving capacity in counter space and staff in their grocery department. They will specialize more in fruits, confectionery and produce.

White Grocers, Ltd., Saskatoon, Sask., is a new organization which was recently incorporated with a capital of \$20,000. Wellington M. Farnam, an Eastern Townships man, who has lived in Saskatoon for four years, is the president and manager of the company. With him is associated T. Gibson Hall, secretary-treasurer of the firm, who has been in the West for ten years. Prior to coming to Saskatoon four years ago, he was with the Bank of British North America for a period of 18 years.

Canned Vegetables Still Firming Up

Montreal Jobbers Again Advance Prices—Lower Grade Teas Down, But Finer Are Quite Firm
—Trade Awaiting Details of Sugar Agreement Between Refiners and Wholesalers
—Easier Prices on Primary Peppers.

Office of Publication, Toronto, September 2, 1915.

IT looks, from all present indications, as if the public will have to pay more for potatoes in about six weeks or two months. The rains and the intermittent rainy and sunny weather have been effective in causing a blight or rot and while the effect is not yet felt, in about six weeks or two months' time we may see higher prices for potatoes. We understand that quite a percentage of the Ontario crop has been thus affected. Our St. John, New Brunswick, correspondent states that New Brunswick has not escaped and if so that will further tighten up the situation. It is not only the rain that causes the rot or blight; it is that one day there is sun and the next day there is rain; one day there is heat and the next day there is cold; and the misfortune is not so much in one particular kind of bad weather or a run of it, but that the potatoes, while they are growing, experience more than one kind of weather. Prices at present are about 85c to the trade for Ontario stuff. This is not very high, because the farmers are selling a good many potatoes locally to store keepers. In a few weeks' time, however, they will quit doing this and retailers will buy from the dealers, who in their turn will have to buy from the farmers, and as soon as the farmers get the dealers after them for a lot of potatoes, they will put the price up and then the price to the trade will go up also.

As may be seen in our detailed report, both Ontario and Manitoba flour has suffered a decline this week and a fairly heavy decline at that. Manitoba prices are now down 75c and Ontario Winter wheat has registered a decline of 50c. Anybody who has followed our market reports will have noticed that the market on flour has been easy for a long time now and these declines are not, therefore, surprising. They are, of course, the result of the fact that the bottom has dropped out of the wheat market.

In regard to this it is interesting to note that on Aug. 1, cash No. 1 Northern Wheat sold at Fort William at \$1.29. It now sells at 17c per bushel lower than that, i.e., \$1.12. People are asking—will the market go still lower? It looks as if it will. Our own crop, the United States crop, Australia's export surplus and the domestic crops of all the Allied Nations are heavy, and so much in advance of last year. The Allies will not this year be out-bidding and over-bidding each other, but will all bid in concert, knowing each other's moves, and therefore we do not think we will see the high prices on wheat that were the case last year. At any rate the big Canadian mills at present are not buying, as the larger grain dealers are advising hand-to-mouth purchasing. This looks to be proof positive that lower prices are expected and that is the general feeling. The Exchange difficulty which we noted a couple of weeks ago, is even more a factor now than it was then.

The apple crop is smaller this year. Details are not yet to hand of just what the decrease will show, but it is freely known that the crop will be considerably lower than we had last year. This seems to be evidenced already by the prices which are obtaining on such shipments that are already on the Toronto and Montreal market this season. Canned and evaporated apples are also firmer. We shall see what we shall see, but it looks at present as if a few weeks will see higher prices on apples.

QUEBEC MARKETS

Montreal, Sept. 1.—The most important happening this week was a drop of 75c per bbl. in the price of Manitoba flour. This had been expected, as it was unavoidable with wheat falling the way

it has been doing the last few weeks. The real cause of this is the enormous crop now arriving to be milled. With more bran and shorts being made, the feed market should ease off too. Rolled oats dropped 10c per bag, and while packages

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—

Manitobas decline 75c barrel.
Ontarios will follow later.
Bulk rolled oats declines.
Package oats will go lower.
Decline in feeds expected.

PRODUCE AND PROVISIONS—

Finest creamery now 30c lb.
Cheese market is firmer.
No change in new laids yet.
Honey still quoted too high.
Lard a shade firmer.
Fresh roasted chickens down.

FRUITS AND VEGETABLES—

Lots of apples arriving.
Big demand for musk melons.
Good head lettuce scarce.
Red cabbage now being offered.
Tomatoes still at 25c box.
No more American potatoes.

FISH AND OYSTERS—

Quantities of lake fish in.
Jewish holidays brighten trade.
Salmon not over-plentiful.
Smoked fish in better demand.
Oysters moving better.

GENERAL GROCERIES—

Currants going higher again.
New grade of sugar on market.
New pecan prices expected.
An advance in canned vegetables.
Black and white peppers decline.
Rice expected to go up.
New dried peas on the market.
Molasses still very high.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Drop in Manitoba flour.
Drop in Ontario flour.
No change in cereals.
All feeds firm.

FISH AND OYSTERS—

Dearth of lake stuff.
Trout and whitefish still scarce.
Sea stuff sells well.
Good hotel trade.

PRODUCE AND PROVISIONS—

Lard prices down.
Cooked meats easier.
Bacon slightly lower.
Butter down in price.
Same applies to eggs.

FRUITS AND VEGETABLES—

Oranges in demand.
Lemons lower in price.
Berries nearly done.
Carrots up slightly.
Potatoes and blight.

GENERAL GROCERIES—

Currants up higher.
Common tea easier.
Good tea firmer.
Valencia raisin prices high.
Dried fruits strong.

are still being quoted at \$4.50 per case, a considerable drop is expected before many days.

It appears that despite the big drop in flour, price of bread in Montreal will remain unchanged. The consensus of opinion is that this is very unfair, that bread should be 2c per loaf cheaper, i.e., should be 6c instead of 8c. The baker, it is estimated, makes 252 lbs. of bread from a

CANADIAN GROCER

barrel of flour; allowing 4c per lb., he realizes \$10 per bbl., which with flour at \$5.85 should allow him sufficient to cover everything and make a reasonable profit.

There is a scarcity of Scotch herrings. It appears that they are catching no more on the other side than is necessary for home consumption. Quotations today are as follows: In tomato sauce, \$1.55-\$1.70 doz.; kippered herrings, \$1.65-\$1.80 doz. standard size.

Recently one of the Eastern sugar refineries came on the market with another grade of sugar, slightly inferior to No. 1 yellow. They were followed by another refiner, who is quoting \$6.05, but they do not guarantee the quality; in fact, they do not put their name on the bag. The trade are patiently waiting to see what the refiners and wholesalers are going to do about lowering prices. The change will not come into effect on Sept. 1, as was hoped; it may take place a week later.

Some idea of the state of the tea market at present can be gathered from the fact that caffeine, which is extracted from tea, and is used in patent medicines, which was quoted as low as \$2 per lb. a few weeks ago, is now selling for \$9.50 per lb.

A further advance occurred this week in canned tomatoes, stringless beans, corn and peas, amounting to 2½c per doz. This action was taken by the holding company. A Montreal wholesaler will advance his price on best tomatoes to \$1 this week. A meeting between the wholesalers and representatives of the canners was held on Tuesday; while no agreement was made, it was stated by those present that an agreement was likely.

SUGAR.—There is no change here. Market on raws is firmer, but no actual advances have taken place. Local demand is only from hand to mouth. No change in refiners' quotations are anticipated for Sept. 1, as nothing definite has been arranged with wholesalers. There may be developments next week.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	6 85
25 lb. bags	.....	6 75
2 and 5-lb. cartons	.....	6 80
Yellow Sugars—		
No. 3	.....	6 50
No. 1	.....	6 25
Extra Ground Sugars—		
Barrels	.....	7 05
50 lb. boxes	.....	7 25
25 lb. boxes	.....	7 45
Powdered Sugars—		
Barrels	.....	6 85
50 lb. boxes	.....	7 05
25 lb. boxes	.....	7 25
Paris Lump—		
100 lb. boxes	.....	7 40
50 lb. boxes	.....	7 50
25 lb. boxes	.....	7 70
Crystal Diamonds—		
Barrels	.....	7 30
100 lb. boxes	.....	7 40
50 lb. boxes	.....	7 50
25 lb. boxes	.....	7 70
Cartons and half cartons	.....	8 05
Crystal Dominoes, cartons	.....	8 15

TEAS.—The consensus of reports is that fine Ceylons are still high and that lower grades are cheaper. Record sales of Japans have been made since the arrival of the new crop.

DRIED FRUITS. — As stated last week, there are few Sultanas to be procured. Currants are getting scarcer, and prices are going up all the time. Two cables arrived on Saturday cancelling quotations, and it is certain that if Greece goes to war, the supply of currants this year will be small. Where they are obtainable on spot, they are costing wholesaler 8c for loose, and will be costing the retailer around 10c. In the primary market, Smyrna bag figs are bringing 6c, whereas before the war they sold for 3c; there is a big demand for them. Import peels are quiet; these are being prepared in Canada now, which has killed import trade to a great extent.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 09
Apples, choice winter, 50-lb. boxes	.....	0 08½
Apricots	.....	0 15½
Nectarines, choice	.....	0 11½
Peaches, choice	.....	0 10
Pears, choice	.....	0 13½

DRIED FRUITS.		Per lb.
Candied Peels—		
Citron	.....	0 20
Lemon	.....	0 13½
Orange	.....	0 13½
Currants—		
Amalias, loose	.....	0 07½
Amalias, 1-lb. pkgs.	.....	0 09
Filiatras, fine, loose, new	.....	0 07½
Filiatras, packages, new	.....	0 08
Vostizzas, loose	.....	0 09
Dates—		
Dromedary, package stock, per pkg.	.....	0 09
Fards, choicest	.....	0 12½
Hallowee, loose	.....	0 08
Hallowee, 1-lb. pkgs.	.....	0 07½
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 14
40 to 50, in 25-lb. boxes, faced	.....	0 13
50 to 60, in 25-lb. boxes, faced	.....	0 12
60 to 70, in 25-lb. boxes, faced	.....	0 11
70 to 80, in 25-lb. boxes, faced	.....	0 10
80 to 90, in 25-lb. boxes, faced	.....	0 09½
90 to 100, in 25-lb. boxes, faced	.....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.60; 5-crown cluster	.....	3 60
Muscateles, loose, 3-crown, lb.	.....	0 09
Sultanas, loose	.....	0 12
Sultanas, 1-lb. packages	.....	0 13
Cal. seedless, 16 oz.	.....	0 09
Seedless, 12 oz.	.....	0 08½
Fancy seeded, 12 oz.	.....	0 09
Choice seeded, 12 oz.	.....	0 08½

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

NUTS.—Importers are finding it difficult filling orders for shelled walnuts. Spot stocks are small. The market in France has gone very high since it opened ten days ago, and the belief is held that shelled walnut market will be exciting later on. Shelled almonds are expected to be steadier. New peanuts will be quoted in about a week; there is nothing to indicate the new price; the crop is a little later this year. French peanuts in shell are almost unobtainable, there being few in importers' hands. Good French shelled peanuts are also scarce.

Almonds, Tara	.....	0 17	0 18
Grenobles, new	.....	0 15½	0 16½
Marbots, new	.....	0 13½	0 14
Shelled walnuts, new, per lb.	.....	0 35	0 37
Shelled almonds, 25-lb. boxes, per lb.	.....	0 37	0 38
Sicily filberts	.....	0 13	0 14
Filberts, shelled	.....	0 24	0 25
Pecans, large	.....	0 20	0 21
Brazils, new	.....	0 12	0 13
Peanuts, No. 1, French	.....	0 07	0 08
Peanuts, No. 1, Spanish	.....	0 08½	0 09

MOLASSES.—In this province, stocks of fancy are small. There is a fairly good supply of choice, but people here will not buy it until fancy is unavailable. Ontario will buy choice, but Quebec will

buy fancy as long as it lasts. The market is almost any price dealers like to make it, and the man who has it can sit on it and almost make his own price. It is almost double what importers were paying at this time last year. In a few weeks it is believed by some that fancy will bring 60c per gallon.

Barbadoes Molasses—	Price for Island of Montreal.	
	Fancy.	Choice.
Punchons	0 55
Barrels	0 48
Half barrels	0 60

For outside territories prices range about 3c lower. 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., 3½c; ¼ bbls., 4c; ½ bbls.	.....	0 04½
Pails, 8½ lbs., \$1.95; 25 lbs.	.....	1 40
Cases, 2 lb. tins, 2 doz. in case	.....	2 65
Cases, 5 lb. tins, 1 doz. in case	.....	3 00
Cases, 10 lb. tins, ¼ doz. in case	.....	2 90
Cases, 20 lb. tins, ¼ doz. in case	.....	2 85
Cane Syrups—		
Barrels, lb., 4½c; ¼ bbls.	.....	0 05
Cases, 2 lb. tins, 2 doz. in case	.....	3 80
Maple Syrups—		
New, pure, per 8½ lb. tin	.....	0 75
Pure, in 15 gal. kegs, 8c per lb. or per gal.	.....	1 15

SPICES.—Jamaica ginger, which has been a little scarce this year, will be more plentiful in a week or two when the new crop arrives. Prices on new crop pimento are considerably lower than they were a year ago. A further decline has taken place in the primary market on peppers; white Singapore declined from 8¾d. to 8½d., and black Singapore from 5¾d. to 5½d. Local wholesalers announce a decline in Zanzibar cloves of 2c lb., quotations now being 25-27c.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allspice	-0 69	-0 23
Cassia	-0 89	-0 29
Cayenne pepper	-0 28	-0 36
Cloves	-1 05	-0 35
Cream tartar—45-55c.			
Ginger, Cochin	-0 22	-0 29
Ginger, Jamaica	1 00-1 15	-0 31
Mace	-0 80	-1 00
Nutmegs	-2 40	-0 75
Pepper, black	0 90-1 00	-0 29
Pepper, white	1 15-1 20	-0 37
Pastry spice	0 95-1 20	-0 29
Pickling spice	0 14-0 16	.....
Turmeric	0 21-0 23	.....

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

Cardamom seed, per lb., bulk	.....	2 00	2 50
Caraway—			
Canadian	.....	0 13	0 18
Dutch	.....	0 16	0 18
Cinnamon, China, lb.	.....	0 14½	0 16
Mustard seed, bulk	.....	0 19	0 23
Celery seed, bulk	.....	0 36	0 46
Cayenne chillies	.....	0 35	0 46
Shredded coconut, in pails	.....	0 18½	0 22
Pimento, whole	.....	12-15	.....

RICE.—Following the advance in Siam's last week, the Imperial Milling Co. of Vancouver have received cable advices indicating further advances on both Siam and Japans. It appears that this company's prices, at which heavy sales were made, were below the market. There is no imported rice coming in—dealers state they can't get a pound. The wonder to the trade here is that local prices are not higher, as Canadian millers have things pretty well their own way.

Rangoon Rices—		Per cwt.
Rangoon, "B"	.....	3 90
"C.C."	.....	3 80
India bright	.....	4 60
Lustre	.....	4 10
Fancy Rices—		
Imperial Glace	.....	5 20
Sparkle	.....	5 60
Crystal	.....	5 30
Ice drips	5 20
Snow	5 22
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

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

Imported Patna.	Per lb.
Bags, 224 lbs.	0 05½
Half bags, 112 lbs.	0 05½
Quarter bags, 56 lbs.	0 05½
Velvet head Carolina	0 09
Sago, brown	0 08½
Tapioca—	
Pearl, lb.	0 07
Seed, lb.	0 07

COFFEE.—Wholesalers report that business keeps up fairly steady; there is not a big volume, but it is satisfactory. The market has no features.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 34	0 37
Guatemala	0 30	0 30
Bucaramanga	0 30	0 32
Mexican	0 30	0 32
Maricao	0 26	0 28
Jamaica	0 24	0 26
Santos	0 19	0 22
Rio	0 16	0 18
Chicory	0 14	

DRIED VEGETABLES.—Local wholesale houses announce an advance in the price of Canadian white beans, 3-lb. pickers, of 15c per bushel, their quotation now being \$3.75. It will not be long before the new crop is here, and it is understood that it is a good one. There are reports, however, that recent rains in Western Ontario have done considerable damage to the crop, which is now in the critical stage. There is some uncertainty about the market; one wholesaler states that he was offered 3-lb. pickers as low as \$2.75, whereas the average price in first hands seems to be around \$3.30. The new crop is expected about Oct. 1. New peas have arrived on this market, and are bringing rather high figures. In two weeks' time they will arrive more plentifully, when the market will ease off. It looks as if the crop is going to be a good one. Splits remain high, and will do until common peas arrive. Peas are rarely split until there is a surplus, and at present the price is too high to permit this.

Beans—		
Canadian, 3-lb. pickers, per bushel...	3 45	3 75
Yellow eyes, per bushel		4 00
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel		3 25
Peas, split, bag, 25 lbs.		5 50
Barley, pot, per bag		3 30
Barley, pearl, lb.	0 05	0 06

MONTREAL

CANNED GOODS.—The Holding Company have raised their prices at factory again. Wholesalers' quotations this week on tomatoes, stringless beans, corn and peas are 2½c higher than last week. One wholesaler was quoted last week as predicting that \$1.10 and \$1.15 would be paid next year for tomatoes; another wholesaler goes further than that and states that before May next year, tomatoes will bring \$1.25, and perhaps \$1.50. This, of course, is questionable, unless construction work is revived. This man announces that he will advance his prices to \$1 this week.

The opinion is held here that salmon just now is a good buy, as reports are prevalent that British buyers are making inquiries as to prices.

Later news from the Coast is to the effect that Fraser Sockeyes have been rather disappointing, and it looks like a low pack in that river and Puget Sound. Altogether, the Sockeye pack will likely be 40 per cent. below last year. Northern parts are a little better. Cohoes will be short too, about 70 per cent. of last year, but there is a fair run of Pinks, with 75 per cent. of 1914.

ONTARIO MARKETS

Toronto, Sept. 2.—As may be seen from our detailed dried fruits market report, currants are not the only thing which are going up. Considerably overdue, the Valencia raisin prices are now out, and it looks as though the retailer will have to pay at least 14 cents. Currants are up once more in the primary market. All other lines show strength. These remarks apply, of course, to futures more than to conditions relative to spot stocks, but we shall feel the effects in October when shipments begin to come in.

Both the butter and egg markets were down this week, and in each case it seems to have been that the demand fell off somewhat rather than the supplies were over-large. Dairy butter, however, keeps steady. This has been the grade most in demand; not creamery.

The wintry weather which we have experienced here for a week has affected the demand for cooked meats on the part of the public quite a little apparently, and these are now down in price. Despite determined efforts, it seems to be impossible to get the public to regard cooked meats as anything but hot weather dishes.

There is a new selling arrangement, apparently, with regard to sugar, which is to go into effect, we hear, on September 7th. Negotiations have been proceeding between refiners and the jobbers for some time now.

Fruits and vegetables have been somewhat slower this week, taking them all through, though this applies, possibly, more to fruits than to vegetables. Berries are getting pretty well done. Peaches have been in big demand.

The drop in flour of 75c and 50c respectively in Manitoba and Ontario winter wheat flour are not unexpected. The market simply followed the trend of the wheat market. It is debatable, though, whether business in flour will pick up much as long as it is felt—as it is now—that lower prices will materialize in the near future.

SUGAR.—There is nothing at all new in this market with regard to the situation. Buying is average; business is not brisk. General tone of raws in New York is firmer, though, and a partial recovery of the temporary downward mo-

tion has been effected this last week. Overseas buying is fairly active at this writing.

For some time negotiations have been going on between refiners here and the jobbers, and it is understood that a new selling arrangement will shortly come into force.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 85
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 12
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 51
25 lb. boxes	7 32
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lump—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 6c per cwt. above bag prices.	

TEA.—Following the trend which we ventured to predict last week, the market for common teas at Monday's Indian auction was "easier." Medium teas were almost firm. Good teas were very firm indeed. This is the third week that common teas have shown an easier and a lower tendency, and we think lower prices may materialize. This does not apply at all to high grades. These are firmer than ever, and there is no reason in view at present why this state of affairs should not continue. There is nothing new in this market. Buying is steady and without feature.

DRIED FRUITS.—Currants are once more the feature of the market and are higher. There is now an advance of 2c visible since the opening prices, a remarkable state of affairs. The crop in Greece is said to have been very poor. It is thought, too, that the quality will be decreased, mildew having been a trouble. Heavy buying seems to be going on over the border at present, and there is no outlook for lower prices at this writing. Prices have now been declared on Valencia raisins for futures, and it looks as though the retailer will have to pay about 14 cents a pound—which is high indeed. It will be remembered we forecast this some weeks ago. The spot apricot market is inclined to be dull, and prices show an easier tendency. Prunes show little or no activity, even for futures. There is some trouble between the packers and the growers, and this has put a check to heavy buying. It looks as though we may get some figs through from the Adriatic. There are some offered in New York, and shipments are understood to be en route. We have altered all prices on currants to fit existing conditions. There is a good demand for these visible at present.

CANADIAN GROCER

Appriots—		
Standard, 25 lb. boxes	0 13 1/4	0 15
Choice, 25 lb. boxes	0 15	0 15 1/2
Apples, evaporated, per lb.	0 08	0 08 1/2
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 09 1/2	0 10 1/2
Amalas, choicest, per lb.	0 10	0 10 1/2
Patras, per lb.	0 10 1/2	0 11 1/2
Vostizzas, choice	0 12	0 13
Cleaned, 1/2 cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09 1/2	0 10
Fards, choicest, 50-lb. boxes	0 09	0 09 1/2
Package dates	0 06	0 06 1/2
Hallowees	0 07 1/2	0 07 3/4
Fruit—		
30-40s, California, 25 lb. boxes	0 14 1/2	0 15
40-50s, 25 lb. boxes	0 12 1/2	0 13 1/2
50-60s, 25 lb. boxes	0 12	0 12 1/2
60-70s, 50 lb. boxes	0 10 1/2	0 11 1/2
70-80s, 50 lb. boxes	0 09	0 09 1/2
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07 1/2	0 08
25 lb. boxes, 1/2 cent more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07 1/2
25 lb. boxes, 1/2 cent more.		
Raisins—		
Valencia	0 11	0 11 1/2
Seeded, fancy, 1 lb. packets	0 10 1/2	0 11
Seeded, choice, 1 lb. packets	0 09 1/2	0 10 1/2
Seeded, choice, 12 oz.	0 08	0 08
Seedless, 16 oz. packets	0 11 1/2	0 12
Seedless, 12 oz. packets	0 10	0 10

SPICES.—There seems to be an easier tendency in peppers and demand is not so insistent. In New York, grinders are not showing much interest. The fact of the uncertainty of exchange seems to be hampering business somewhat, too—that is, future business.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 16
Allspices, whole	0 15	0 15
Cassia, whole	0 21	0 32
Cassia, ground	0 14	0 16
Cinnamon, Batavia	0 27	0 35
Cloves, whole	0 28	0 45
Clives, ground	0 18	0 25
Cream of tartar	0 25	0 30
Curry powder	0 30	0 35
Ginger, Cochina	0 15	0 22
Ginger, Jamaica, ground	0 18	0 21
Ginger, Jamaica, whole	0 25	0 30
Ginger, African, ground	0 14	0 18
Mace	0 80	0 90
Nutmegs, brown, 64s, 82c; 80s, 92c; 100s	0 30	0 40
Nutmegs, ground, bulk, 45c; 1 lb. tins	0 22	0 25
Pastry spice	0 18	0 24
Peppers, black, ground	0 19	0 24
Peppers, black, whole	0 19	0 24
Peppers, white, ground	0 19	0 24
Peppers, white, whole	0 35	0 37
Pickling spice	0 16	0 20
Turmeric	0 18	0 20

NUTS.—Tarragona almonds and filberts both display strength in the primary markets, and there is a good demand. So far as this market is concerned, business is quiet and average. Grenobles show some firmness. This is a quiet season in nuts, and there is not much activity.

In Shell—	Per lb.
Almonds, Tarragona	0 17 1/2
Brazils, medium, new	0 13
Brazils, large, washed, new	0 17
Chestnuts, peck	1 75
Filberts, Sicily, new	0 13
Peanuts, Jumbo, roasted	0 12 1/2
Peanuts, hand-picked, roasted	0 11
Peanuts, fancy, roasted	0 09
Pecans	0 17
Walnuts, Grenoble	0 15
Walnuts, Bordeaux	0 11
Walnuts, Marbots	0 13
Shelled—	
Almonds	0 38
Filberts	0 35
Peanuts	0 11
Pecans	0 28
Walnuts	0 28

RICE.—The market here does not show any feature beyond the usual steady demand, but lower prices are in sight, it is believed, across the border. There is more arriving in New York now, though the trade seems disinclined to take hold. Stocks are now ample for some time to come, so that the firmness is not so much talked about.

Rice—		
Rangoon "B." per cwt.	4 00	4 00
Rangoon, per cwt.	4 00	4 00
Rangoon, fancy, per cwt.	5 00	5 00
Patna, fancy	0 07 1/2	0 08
Tapioca—		
Pearl, per lb.	0 07	0 07 1/2
Seed, per lb.	0 07	0 07 1/2
Sago, brown, per lb.	0 07	0 07 1/2

MANITOBA MARKETS.

Winnipeg, Sept. 2.—Splendid progress has been made with harvest, and threshing is well under way in many districts. The movement of new crop wheat has already assumed considerable proportions. There is much uneasiness as to future prices, as an avalanche of new wheat is feared and a consequent slump in prices. An encouraging feature in this regard is the continual heavy buying of futures by the great exporting firms, which indicates that they are not expecting wheat to be much cheaper than now quoted.

Country business is particularly good; city trade quiet.

There are some price changes of considerable interest. New peaches are quoted at 6 1/2c to 7 3/4c. Muscatel raisins are a little dearer. No. 2 Japan rice is 1/4c cheaper. Oranges are scarce and dear. Lard cheaper. Preserving fruits cheap.

Canned vegetables are likely to be dear, as the Ontario pack is estimated at only 25 per cent. of last year's output. No change in prices is expected on the new salmon pack. Nut prices for November delivery will be announced shortly. Figs are scarce, and cooking figs in mats practically off the market.

SUGAR.—Sugar prices are steady on the recent advance. Fluctuations are expected with a general tendency towards higher prices, unless something unforeseen occurs. Trade in this commodity has been quite active.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	7 15
Extra ground or icing, boxes	8 00
Extra ground or icing, bbls.	7 80
Powdered, boxes	7 80
Powdered, bbls.	7 60
Hard lump (100-lb. cases)	8 10
Montreal, yellow, bags	6 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 10
Halves, 50 lbs., per cwt.	7 25
Bales, 20 lbs., per cwt.	8 00
Powdered, 50s	7 55
Powdered, 25s	7 90
Icing, barrels	7 85
Icing, 50s	8 10
Icing, 25s	9 05
Cut loaf, barrels	7 95
Cut loaf, 50s	8 20
Cut loaf, 25s	8 45
Sugar, British Columbia—	
Extra standard granulated	7 10
Bar sugar, bbls.	7 25
Bar sugar, boxes	7 50
Icing sugar, bbls.	7 45
Icing sugar, boxes	7 10
H. P. lumps, 100-lb. cases	7 95
H. P. lumps, 25-lb. boxes	8 20
Yellow, in bags	8 70
Corn Syrup—	
2s, per case 2 doz.	2 75
5s, per case 1 doz.	3 13
10s, per case 1/2 doz.	3 01
20s, per case 1/4 doz.	3 03
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, 1/2 doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes	0 85
New Orleans	0 34

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, 1/2 gal., quarts, case 2 doz.		9 70
New, pure quart bottles, case 2 doz.		9 75
Butter, No. 1 creamery, lb.		0 25

DRIED FRUITS.—The new crop peaches are now on the market at a slightly reduced price. The pack is said to be ample. Muscatel raisins are quoted at 1/4c advance. Figs are likely to be very scarce; cooking figs in mats are practically off the market, and as long as the war continues importations will be nil.

Apples, evaporated, new, 50's	0 08 1/2
Apricots, choice, 25's	0 12
Apricots, choice, 10's	0 12 1/2
Currants—	
Dry clean	0 07 1/2
Washed	0 08 1/2
1 lb. package	0 08 1/2
2 lb. package	0 17 1/2
Vostizzas, bulk	0 11
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 1 lb. pkgs.	0 07 1/2
Fard dates, 12-lb. boxes	1 25
Peaches—	
Standard, 25-lb. boxes	0 07 1/2
Choice, 25-lb. boxes	0 06 1/2
Choice, 10-lb. boxes	0 07 1/2
Raisins, Muscatels—	
3 crown, loose, 25's	0 09 1/2
3 crown, loose, 50's	0 09
Raisins, Valencias—	
Fine selected	2 50
Four crown layers, F.O.S.	2 35
Choice seeded, lb.	0 11 1/2
Fancy seeded, lb.	0 11
12-oz. packages, fancy	0 08 1/2
12-oz. packages, choice	0 08 3/4
Raisins, Sultanas—	
Corinthian Giants	0 13 1/2
Superfine	0 12 1/2
Finest	0 10 1/2
Finest	0 10 1/4
Prunes, in 25-lb. boxes—	
90 to 100	0 09 1/2
80 to 90	0 09 1/2
70 to 80	0 10
60 to 70	0 10 1/2
50 to 60	0 11
40 to 50	0 11 1/2
Table Layer Figs—	
1-crown, 3-lb. boxes, per lb.	0 13 1/2
5-crown, 10-lb. boxes, per lb.	0 15
5-crown, 10-lb. boxes, per lb.	0 13 1/2
4-crown, 10-lb. boxes, per lb.	0 13
3-crown, 10-lb. boxes, per lb.	0 12 1/2
Glove boxes, per doz.	1 00
Cooking figs, taps, about 5 lbs., lb.	0 07 1/2
Cooking figs, choice naturals, 28-lb. bags	0 07 0 07 1/2

RICE AND TAPIOCA.—No. 2 Japan rice is quoted 1/4c lower. Other lines steady.

Rice and Tapioca—		
No. 1 Japan, per lb.		0 06
No. 2 Japan, per lb.		0 04 1/2
Sia, per lb.		0 03 1/2
Patna, per lb.		0 07 1/2
Carolina, per lb.		0 08 1/2
Sago, pearl, lb.		0 06 1/2
Tapioca, pearl	0 06	0 06 1/2

DRIED VEGETABLES.—Canadian hand-picked beans are off the market and likely to be scarce, as the Ontario crop is expected to be light. California hand-picked beans are selling at \$4.30 per bushel.

Beans—	
California, hand-picked, per bushel	4 30
Three-lb. pickers	3 65
California Lima Beans—	
Bag lots	0 07 1/2
Less than bag lots	0 08 1/2
Barley—	
Pot, per sack, 96 lbs.	3 30
Pearl, per sack, 96 lbs.	4 30
Peas—	
Split peas, sack, 96 lbs.	6 00
Sack, 40's	3 02
Whole peas, bushel	2 90

FLOUR.—As predicted in Canadian Grocer last week, there is a sharp decline in flour amounting to 70 cents per barrel all round. Flour trade has been dull for some time, as dealers were anticipating a drop. New quotations are:

Flour—	
Patents, No. 1, 96 lbs.	3 15
Patents, No. 2, 96 lbs.	2 90
First clears, 96 lbs.	2 55
Second clears, 96 lbs.	2 00
Rolled oats, 80 lbs.	2 90

CANADIAN GROCER

Fresh Fruits and Vegetables—		
Apples, bbl.	3 50	4 00
Lemons, Messina, box	4 00	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel	0 60	0 70
Sugar—		
Standard granulated	6 80	
United Empire	6 70	
Bright yellow	6 60	
No. 1 yellow	6 30	
Paris lumps	7 60	
Lemons, Messina, box .....	.....	.....
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	3 30	3 25
Canned pork and beans, per case.	2 60	2 90
Molasses, Barbadoes, gal.	0 50	0 52
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 09 $\frac{1}{4}$	0 09 $\frac{1}{2}$
Rice, per cwt.	4 25	4 50

AN APPRECIATION.

By a Close Friend of the Late James Corcoran, a Former Wholesale Grocer in Stratford.

The following appreciation of the late James Corcoran, once a wholesale grocer in Stratford, Ont., has been sent to Canadian Grocer by a friend:—

The passing of James Corcoran at the family home, 149 Cowan avenue, Toronto, deserves a tribute from many sincere friends who desire to express their appreciation of his integrity and consistent Christian life. During his active business career few Canadian merchants have been so well known or more highly respected. Mr. Corcoran came to Canada from Ireland during his youth, and entered into business at Stratford, Ont., as a wholesale grocer, enjoying marked success, and accumulating a considerable fortune.

In addition to his mercantile business, he cleared up a large area of swampy timber limits in Perth County, and by a drainage system made the land cultivable. The liberality and thoughtfulness he displayed for his clients and business associates is still favorably remembered by many residents of that county. Other important enterprises which he was associated with include:—The Kee-watin (Rat Portage) Lumber Company; Wisconsin Lumber Company; The Thompson & Williams Machinery Company; British Mortgage Loan Co., of Ontario (President); Perth Mutual Fire Insurance Co. (one of the founders); Stratford General Hospital (one of the founders and first honorary treasurer).

Retiring from business in Stratford, he entered the firm of McBride, Corcoran & O'Connor, distillers, Windsor, Ont., which business was taken over by Messrs. Hiram Walker & Sons, Walkerville. In 1892 he was appointed bursar at the Mimico Asylum and afterwards occupied the same position at the Toronto Asylum. It is one of the bright spots in Canadian politics to note that although Mr. Corcoran had long passed the Civil Service age limit, when a change of government took place his services were retained and he was honored with cordial appreciation of "duties well performed" up to the time of his decease.

One unusual circumstance during his long life deserves special mention—he sacrificed a large part of his well deserved fortune to sustain a business which had no claim upon him beyond the desire to benefit and keep moral good faith with others who were interested: in fact he proved the truth of the saying "that his word was as good as his bond." Mr. Corcoran was a Reformer of the old school and a warm friend of the late Alex. Mackenzie, Premier of the Dominion Parliament. In 1874 he unsuccessfully contested North Perth, and after the death of his wife and eldest son about 1881 he retired from active politics.

GETTING THE BETTER OF THE RURAL CLUB

(Continued from Page 28.)

sold a \$1,000 order of extracts at \$9 to \$10 a gross more than his competitor, which should be sufficient evidence that it is possible for you, even when facing the conditions such as you face, to sell your goods to these buyers at a higher price than the outside man is quoting. To do this, you have to impress upon your buyers the factors of quality and service, and how they cannot get along without you, no matter how cheaply they can buy outside. That it is up to them to patronize home trade. The success of the solicitor in organizing the grange has been simply salesmanship. If your salesmanship is better than his, you get the business, providing that your goods are worthy. It means hard work and lots of it. It also means originality and persistence, and will keep you on the jump every minute of the working day.

A Benefit to Farm Values.

Considering the third factor in the case: You come across the argument that by giving the business to the merchants in the home town the farmer's investment in real estate in that locality is enhanced by the business development of the town, and the increase in property values may more than offset any immediate benefit he may gain in buying in quantities from outside sources. This may be a new argument to him, and if it is thoroughly driven home, it will make your relations with your farmer customers much more satisfactory than they have been.

In looking further into the matter, endeavoring to find out who is to benefit by the arrangement, you will perhaps discover some very strong arguments that will work out to your benefit. It is quite possible that you will find that the man who will benefit the most by the organization will be one of the farmers themselves and by spreading this information in a diplomatic way, it is easy to

frustrate the efforts of this farmer to profit by the credulity of his associates. If this merchant will supply me with more definite information regarding the conditions surrounding and influencing the proposition that he has to solve I will endeavor to give him a more satisfactory reply if at all possible.

CAMPAIGN TO HELP GROCERS AND FRUIT GROWERS.

The Dominion Government, Department of Agriculture, Assist in Marketing Canadian Fruit.

OTTAWA, Sept. 1—(Special).—Owing to the large crop of Canadian plums and peaches this year the Dominion Government through the Fruit Branch of the Department of Agriculture is conducting an advertising campaign through the columns of the daily and weekly newspapers.

It was also proposed to supplement this newspaper advertising with window display contests in all of the larger cities for which good cash prizes would be offered.

At a meeting of a representative body of the Retail Grocers' Association and officers of the Fruit Branch this plan for window contest was discussed. Every member of the Association expressed willingness to heartily co-operate with the fruit growers and the Department in a special effort to sell more Canadian grown fruit and further that it was unnecessary for the Department to offer cash prizes in order to induce the growers to make window displays. It was suggested that the money which was to be offered for prizes for window displays should be used in newspaper display advertising. The Department have acted upon the recommendation of the Retail Grocers' Association and appreciate very much the assurance given that special window displays would be made during the fruit season.

GOING OUT OF WHOLESALE TRADE

The Hudson's Bay Co. are going out of the wholesale grocery business in Edmonton, Alta., and are selling out \$40,000 stock.

One drying yard at Pomona, Los Angeles County, is drying apricots at the rate of 40 tons per day, employing 250 people. At the end of the season it is expected to show an output of 600 tons.

There is no better advertising for the store than the right treatment of the people who come into it to trade. It pays better than any other kind.



FRUIT AND VEGETABLES



Blight Has Damaged Potatoes

Ontario Crop is Showing Rot—Rumors Abroad About New Brunswick, Too—Large Receipts of Apples in Montreal—Vegetable Marrow Firmer—Most Berries About Done—Lemons Are Lower.

MONTREAL.

FRUITS.—Receipts of apples are large, arrivals including Peach apple, Duchess, and a few Yellow Transparents, Alexanders and St. Lawrence are expected this week. Quotations are, for No. 1 Peach, Duchess and Yellow Transparent, 3.50; No. 2's 2.50, and No. 3's and windfalls 2.00. Alexanders and St. Lawrence are expected to open around 4.00 at least. There is a good demand for apples, and while there is talk of small crop, for the time being the supply is fairly good. There is still very little grape fruit being offered, and the market is dull. Grapes are down to 1.75 to 2.00 crate. Oranges are still high—5.50-6.00 for navels. Pineapples are up to 3.00, and demand very small. Peaches are now being offered in hampers at 1.75; there is a good demand for peaches. Pears are also offering in baskets of 11 qt., quoted at 75c. There is a demand for musk melons at 5.00-9.00.

Apples—		
Duchess and Peach, No. 1's	3 00	
Do., No. 2's	2 75	
Do., No. 3's	2 00	
Bananas, bunches	2 00	
Blueberries, Saguenay, 16-qt. boxes	1 75	
Grapefruit, 46-54-64-80-96	3 25	
Grapes, Belgium hothouse, lb.	1 00	
Grapes, Cal., crate, 4 baskets	2 50	
Grapes, Delaware, 6-basket carriers	1 75	
Lemons—		
Messina, 300 size	3 25	3 50
Verdilla	3 75	
Limes, box	1 40	
Musk melons, doz.	5 00	9 00
Oranges—		
Valencias, Cal., late 126-250	6 00	
Jamaica, 196-200-216	3 50	3 75
Pineapples, 18-24 and 30-36	3 00	
Peaches, preserving, basket, 11-qt.	0 75	
Peaches, box	1 25	
Peaches, crate 6 baskets	2 25	3 00
Pears, new, box	2 75	0 50
Pears, preserving, basket, 11-qt.	1 25	2 00
Plums, table, box 4 baskets	2 75	3 50
Cantaloupes, box of 45	2 75	3 50
Apricots, box	2 00	
Watermelons, each	0 40	0 50

VEGETABLES.—Good head lettuce are scarce, and are bringing 50-60c per doz.; poorer stuff can be bought for 20c and up. Beets, carrots and turnips are now being put up in bags, the first two at 75c, and the last at 1.00 per bag. No. 1 cauliflowers are offered at 2.00 per doz. Celery is costing 50c doz., and is of good quality; it can also be bought for 7-8c. Onions are now sold in bags at 1.50. Red tomatoes are quoted at 25c box, and

Rose at 1.00 box. There are no more hothouse tomatoes on the market. Squash are selling for \$1 per doz., and Romaine lettuce at 40c doz. No more American potatoes are being offered. Red cabbages are now in, and bringing 40c doz. Spinach has dropped to 50c box, and will be cheaper still, as more is coming in.

Beets, bag	0 75	
Beans, wax, Montreal, per bag	0 50	
Beans, green, Montreal, per bag	0 50	
Cabbage, Montreal, per doz.	0 35	0 50
Cabbage, red, doz.	0 40	
Carrots, bag	0 75	
Cauliflower, Canadian, doz.	1 50	2 00
Celery, Montreal, doz.	0 50	
Corn, doz.	0 20	0 1 1/4
Cucumbers, fancy, doz.	0 10	
Leeks, bunch	0 10	
Head lettuce, doz.	0 50	0 60
Curly lettuce, 3 doz.	0 30	
Onions—		
Montreal, bag	1 50	
Parsnips, doz.	0 25	0 35
Parsley, Canadian, doz. bunches	0 15	0 15
Peppers, 11-qt. basket	0 40	0 50
Potatoes—		
Montreal, new, bag	0 65	0 70
Radishes, doz.	0 15	
Rhubarb, hothouse, doz.	0 20	
Spinach, Canadian, box	0 50	
Turnips, new, doz.	0 25	
Turnips, bag	1 00	
Tomatoes, Montreal, box	0 25	
Vegetable marrows, doz.	0 50	0 75
Watercress, Canadian, doz.	0 30	

TORONTO.

FRUIT.—Grapes have gone down, even though there is quite a good demand. Bigger supplies have come in. Lemons are down. Demand has been small. All berries are easier as the end of their season comes. There is no change in the price of apples. There has been some talk of damage done by in- element weather and also that the crop will be small. It is not possible to give exact details at this juncture but dealers all say that they think we shall have a small crop generally and consequently higher prices than last year. Plums are down in price and we quote 20 to 40 cents per large basket, Canadian stuff. Cantaloupes are all down. Oranges show no change. They are firm at from \$5 to \$6. General demand for fruit is good, though no big orders are coming in. Buying is strictly hand-to-mouth at present.

Apples, new, imported	1 25	1 30
Apples, 11-qt. basket	0 20	0 40
Apricots, 11-qt. basket	0 35	0 45
Bananas, per bunch	1 25	1 75
Blueberries, 11-qt. basket	1 00	1 35
Cocoanuts, sack	4 00	4 25
Currants, red, box	0 02	0 06
Currants, black, 11-qt. basket	1 00	1 40
Cantaloupes, case	3 25	4 00
Cantaloupes, Can., 11-qt. basket	0 25	0 30
Grapes, Cal., case	2 10	2 25

Oranges—		
California Valencias	5 00	6 00
Lemons, new, Messina, box	3 00	3 50
Limes, per 100	1 50	1 50
Musk melons, 11-qt. basket	1 00	1 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 00	2 25
Peaches, Canadian, large basket	0 40	1 00
Pears—		
California, Bartlett, box	2 50	2 75
Canadian, 6 qts.	0 30	0 35
Plums, Canadian, 1/2 basket	0 18 1/2	0 25
Plums, Canadian, large basket	0 25	0 40
Plums, box	1 25	1 75
Thimbleberries, box	0 06	0 10
Watermelon	0 35	0 50

VEGETABLES.—There is serious damage, it now transpires, done to the potato crop by the recent heavy and frequent rains. This applies to Ontario stuff. Same rumors are heard about the New Brunswick potatoes, but these we cannot confirm at the moment. It seems that while the only thing is blight—and this has been rife other years—the crop is none too heavy and higher prices are in the offing for four or five weeks hence. They are not seen yet because farmers are selling locally, and the dealer does not feel a big demand. Later on, however, the farmer will not peddle potatoes himself and as soon as the dealer commences to buy the farmer will put the price up. They are selling at present for about 85 cents per bag. Peppers, green and red, are slightly easier. Vegetable marrow is higher.

Asparagus, Canadian, baskets	1 50	
Beets, new, Canadian, bag	0 70	0 75
Beans, wax, basket	0 25	0 30
Cabbage, new, doz.	0 30	0 40
Cauliflower, hamper	1 00	2 00
Carrots, new	0 65	0 90
Celery, doz.	0 25	0 30
Corn, doz.	0 12	0 15
Cucumbers—		
Canadian outdoor, basket	0 25	0 30
Egg plant, doz.	0 50	0 60
Mushrooms, 6 qt. basket	1 00	1 25
Onions—		
Can., 75-lb. bags	0 85	1 00
Can., 100-lb. sacks	2 75	2 50
American	0 85	0 75
Spanish, case	3 00	3 25
Peppers, basket, green	0 25	0 35
Peppers, red	0 60	0 75
Green peas Can.	0 04	0 10
Potatoes, Ontario, new, bag	0 80	0 90
Parsnips, 11-qt. basket	0 25	0 30
Parsley, basket, 11-qt.	0 25	0 35
Tomatoes, Canadian	0 17	0 25
Turnips, 11-qt. basket	0 70	0 75
Vegetable marrow, 11-qt. basket	0 20	0 30

WINNIPEG.

FRUITS AND VEGETABLES.—Oranges and lemons continue high in price. Plums and peaches are down to 90c a case, and selling well. The potato crop has been hard hit by frost and the yield will be light. Pickling cucumbers and tomatoes will be scarce.

(Continued on page 37.)



PRODUCE AND PROVISIONS



Good Demand for Bacon

Eggs Slightly Lower in Toronto—Slight Easiness Characterizes Most Markets—Lard Down a Trifle in Montreal—Butter Up in Montreal; Down in Toronto.

MONTREAL.

PROVISIONS.—The demand for all kinds of pork products is fairly good; particularly is this true of backs, breakfast bacon, and cooked meats. Lard, while not quotably higher, is a shade firmer. Abattoir fresh killed stock is quoted this week at 13.50 to 14.00 per cwt.

Hams—		
Small, per lb.	0 20	
Medium, per lb.	0 19	
Large, per lb.	0 18	
Backs—		
Plain, bone in	0 24	
Boneless	0 26	
Peameal	0 26	
Bacon—		
Breakfast, per lb.	0 22	
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16	
Cooked Meats—		
Hams, boiled, per lb.	0 28	
Hams, roast, per lb.	0 31	
Shoulders, boiled	0 25	
Shoulders, roasted	0 26	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/4	
Long clear bacon, 80-100 lbs.	0 14 1/4	
Flanks, bone in, not smoked	0 15 1/4	
Barrelled Pork—		Per bbl.
Heavy short cut mess	26 00	
Heavy short cut clear	26 00	
Clear fat backs	27 00	
Clear pork	27 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 12	
Tubs, 50 lbs. net	0 12 1/2	
Boxes, 50 lbs. net	0 12 1/2	
Pails, wood, 20 lbs. gross	0 12 1/2	
Pails, tin, 20 lbs. gross	0 12 1/2	
Cases, 10 lbs., tins, 60 in case	0 12 1/2	
Cases, 3 and 5-lb. tins, 60 in case	0 14	
Bricks, 1 lb., each	0 14 1/4	
Lard, Compound—		
Tierces, 375 lbs., net	0 09 1/2	0 10
Tubs, 50 lbs., net	0 10 1/2	0 10 1/2
Boxes, 50 lbs., net	0 10 1/2	0 10 1/2
Pails, wood, 20 lbs., net	0 10 1/2	0 10 1/2
Pails, tin, 20 lbs., gross	0 10 1/2	0 10 1/2
Cases, 10-lb. tins, 60 in case	0 11 1/4	0 11 1/4
Cases, 3 and 5-lb. tins, 60 in case	0 11 1/4	0 11 1/4
Bricks, 1 lb., each	0 12 1/4	0 12 1/4
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—The firm tone of last week continues, sales in the country having been made at figures a cent higher than the previous week. This firmer tone is believed due to a better demand for export. There is also a considerable shortage compared with the corresponding week last year. Wholesaler's quotations on finest creamery have been advanced to 30c.

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

CHEESE.—A stronger feeling has developed in this market and prices paid in the country have advanced over a cent per lb. as compared with a week ago. This strength was brought about

by an improvement in the export demand from Great Britain.

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

EGGS.—Usually there is an advance in the price of new laids at this time of year, but as yet the change has not taken place. There is a good steady demand from local buyers, and some improvement in the demand for export.

Eggs, case lots—		
Stamped	0 27	
Selects	0 26	
No. 1's	0 23	
No. 2's	0 19	0 20

HONEY.—There is little new honey on market yet. They are asking 10c in the country for white clover, which wholesalers consider too high a price. Reports are that the crop in Ontario and Quebec is an average good one.

POULTRY.—The Jewish New Year holidays extend from Sept. 9 to 10th, and there will be a demand for all lines on account of this. There will be an especially good demand for large heavy fat fowl, and for the next two weeks dealers are looking for good business on every line. Fresh dressed roasted chicken, 3-3 1/2 lbs. are down to 23c, as they are coming in a little more plentifully. The price on fresh roasted chicken is expected to drop right along now.

Poultry—		
Frozen stock—		
Large roast chicken	0 23	
Fowl, small	0 13	0 16
Turkeys, fancy	0 25	
Ducks	0 14	0 17
Geese	0 12	0 15
Figeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3 1/2 lbs., each	0 23	
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	0 40	
Squabs, Philadelphia, pair	0 70	
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 15	0 16
Ducks, old	0 14	
Geese	0 06	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 17	0 18

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

Week ending Aug. 26, 1915...	Boxes	Boxes	Cases
Week ending Aug. 29, 1914...	13,578	60,215	8,588
	14,268	58,640	6,617

TORONTO.

PROVISIONS.—The demand for cooked meats has fallen off this week, and all of them are rather easier. Boiled

ham is in good demand. Large hams are a quarter of a cent down and we quote 14 3/4 to 15 cents therefor. Long clear bacon is also a trifle easier. Lard prices have decreased a quarter of a cent all round and we quote tubs at 11 3/4 to 12 1/4 with only average demand.

Hams—		
Light, per lb.	0 18 1/4	0 19 1/4
Medium, per lb.	0 18 1/4	0 19
Large, per lb.	0 14 1/4	0 15

Backs—		
Plain, per lb.	0 23	0 24
Boneless	0 25	0 26
Pea meal, per lb.	0 26	0 27

Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15 1/4
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		

Dry Salt Meats—		
Long clear bacon, light	0 13 1/4	0 13 1/4

Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 25	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25

Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	25 00	27 00

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11 1/4	0 11 1/4
Tubs, 60 lbs.	0 11 1/4	0 12 1/4
Pails	0 12	0 13 1/4
Tins, 3 and 5 lbs., per lb.	0 12	0 13 1/4
Bricks, 1 lb., per lb.	0 13	0 13 1/4

Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09 1/4	0 10
Tubs, 50 lbs., per lb.	0 10 1/4	0 11
Pails, 20 lbs., per lb.	0 11	0 11 1/4

Hogs—		
Dressed, per cwt.	11 75	
Live, per cwt. off cars	8 65	

BUTTER.—While creamery has eased off slightly this week—to the extent of a cent, in fact—demand for dairy has been heavy and our prices on that are up a cent. This corroborates our remark of last week that people are preferring dairy just now. Other lines show no change. Business, except in dairy prints, is rather quieter.

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

CHEESE.—The situation is very easy though we do not quote any lower levels than last week. Export has not yet looked up and supplies are over-large for a purely domestic demand.

Cheese—		
New, large, per lb.	0 14	0 14 1/4
New, twins, per lb.	0 14 1/4	0 15 1/4

HONEY.—There is no change in price. Market is quiet but steady.

EGGS.—A cent decrease in all grades took place this week, and we now quote new laids in cartons at 24 to 26 cents. Cracked eggs show a slightly larger de-

Customs Manifests

Further Communications on an Interesting Subject — Has Express Company Right to Charge for Same?— Correspondent Thinks Not.

crease than this and our figures are 14 to 16c a dozen. Export is still more or less quiescent.

Eggs—

Specials (in cartons), doz.....	0 24	0 26
No. 1s (straight new laids).....	0 22	0 23
No. 2	0 18	0 17
Cracked	0 14	0 15

POULTRY.—Demand for broilers is fairly active at moderate figures. We quote 16 to 17 cent. Ducklings are much lower: demand is poor.

Poultry—

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

WINNIPEG.

PRODUCE AND PROVISIONS.—Lard has declined. Cured meats steady. Cheese is a little easier. Butter and eggs unchanged, but firm. Poor pasturage indicates an advance in both creamery and dairy butter in the near future.

Hams—

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

Bacon—

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

Dry Salt Meats—

Long clear bacon, light	0 12
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Cooked Meats—

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

Barrelled Pork—

Heavy pork, per bbl.	22 00
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Lard—

Tierces	0 12 3/4
Pails	2 50
Cases, 5s	7 80
Cases	7 85

BUTTER.—

Creamery	0 28	
Best dairy	0 19	0 21
Cooking	0 12	0 15

EGGS.—

Eggs—

New laid	0 15 1/2	0 19
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CHEESE.—

Cheese—

New, large	0 14
New, twins	0 14 1/2
Manitoba	0 13 1/2

POULTRY.—

Fresh Stock—

Turkeys, per lb.	0 13	0 15
Chickens, per lb.	0 11	0 13
Fowls	0 10	0 12

BISCUIT COMPANY INCORPORATED.

McVitie and Price, Limited, biscuit manufacturers, Edinburgh and London, have started their own organization in Canada, and have been incorporated as a subsidiary of the parent company under a federal charter. The impression seems to have gone out that McVitie & Price, Ltd., will erect a factory in Canada and commence to manufacture biscuits here. This is not their intention. Larger stocks will be carried and they will have a central warehouse for returned cases and tins. Sidney Owthwaite, who has represented this company in Canada for the past three years, is on the directorate of the Canadian company, and is the manager here being located at Montreal. Mr. Grant, who is managing director of the parent company, is also president of the subsidiary company.

THE following additional communications have been received from C. W. Vahey, a Bridgeburg, Ont., merchant, in reference to the question of Customs manifests on goods coming into Canadian ports from the United States:

Editor Canadian Grocer.

Dear Sir,—Following your suggestion, I wrote to J. E. Walsh, of the Transportation Department. I am enclosing a copy of my letter, as well as a copy of the Customs regulations respecting manifests. I infer that the matter investigated by the Manufacturers' Association in 1913 had reference to brokerage charges, which is another matter entirely from manifesting. You may deal with the enclosure as you wish, but the question raised is important enough to be of interest to many.

C. W. VAHEY.

Bridgeburg, Aug. 20, 1915.

Letter to C. M. A.

J. E. Walsh, Esq.,

Mgr. Transportation Dept.,
Manufacturers' Association.

Dear Sir,—B. T. Huston, editor Canadian Grocer, has sent me your letter of the 11th inst., re American Express Co.'s charge for manifesting. You say that your association considered this matter in 1913, and concluded that nothing could be done, as the Express Co. provided the necessary forms and clerks to act as brokers.

You say also that unless this work was done by the company the consignees would have to appoint a broker at the frontier to make out these papers. I am enclosing a copy of the regulations respecting Customs manifests.

These regulations make it necessary for the carrier company to provide the manifest forms, which must contain a description of the merchandise as well as consignee's name and destination.

This regulation is for freight as well as express shipments, and my contention is that the Express Company is not justified in making any charge for such work.

None of the railways entering at this port make any charge for manifesting. Your claim that importers would have to appoint brokers has reference to the entry and payment of duties. Brokers have nothing to do with making manifests. The decision of the Interstate Commerce Commission in favor of the company charging broker's fees is in ac-

cord with the system in Canada. They could not have sanctioned the charge for manifests, as no charge has been made on consignments for United States ports.

As to the character of the charge—if it is not a traffic charge, what is it? Way billing shipments is a traffic expense, and, as the billing system is not complete without the manifest, it certainly adds to the cost of way billing.

The company might, with equal right, make a charge for billing service. The brokerage charge is as old as the Customs tariff, while the company's charge system is of recent development.

C. W. VAHEY.

Bridgeburg, Ont.

Federal Regulations Re Manifests.

Following is summary of Customs manifesting and coasting regulations:—

“Unless otherwise specially provided, in all cases of shipment for transportation in bond, separate manifests in triplicate for each vessel, car or other vehicle used for that purpose, must be prepared and signed by the master or proper agent of the vessel, railway or other company or persons by whom the transportation is made and certified by the Customs officer, which manifest must contain a description of the merchandise by marks, numbers, and contents, the route, conveyance, port of destination, and names of shipper and consignee.”

FOODS IN ALASKA.

In summer Alaska averages to have 21 hours of sunshine every day. At one time of the year the sun goes down about midnight and rises an hour and a half to two hours later.

The extraordinary length of the days makes it easy to grow two crops of potatoes on the same ground each year. The potatoes are very fine and mealy.

The eight months of sunshine in four months' time, results in truck farmers being able to supply the grocers with cabbages weighing 30 to 50 pounds each, strawberries twice as large as those grown in the many parts of Canada, rhubarb which grows six feet in height, and other mammoth vegetables and fruits. The strawberries are fine in quality, notwithstanding their great size.

WANTED

WANTED — EXPERIENCED GENERAL store clerk; must speak some French. State age, married or single, experience; first-class references required. Write Box 113, Comber, Ont.



FLOUR AND CEREALS



Pronounced Decline in Flour

Manitoba Goes Down 75c and Winter Wheat 50c Per Barrel—Bottom Dropping Out of Wheat Market—Rolled Oats Easing Off in Montreal—Mill Feed Firm.

FLOUR.—A decline in the price of Manitobas was made by local millers on Monday at noon of 75c per bbl. This had been expected right along on account of the enormous wheat crop which was coming in. War conditions naturally kept prices higher than they would have been under ordinary conditions, but considering the crop this year, they could not remain at this altitude any longer. A start was made on milling the new crop this week, and what has been tested has turned out well. By the end of September millers should know with more certainty what the quality is like. With the wheat market in its present shaky condition, grocers can almost be sure to expect further declines. It is naturally expected that the price of Ontario flour will follow suit as soon as the new flour begins to arrive more freely. Mills are now offering Ontario flour for September shipments, but do not seem to be offering for immediate shipment; which seems to show they are waiting to get the wheat in as good condition as possible before putting it on the market. Flour that is free from damaged wheat is arriving in excellent condition taking into consideration that it is milled from new wheat. As soon as consignments begin to move freely, declines in winter wheat flour can be expected.

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	6 35	
Second patents	.....	5 85	
Strong bakers	.....	5 65	
Flour in cotton sacks, 10 cents per barrel more.			
Winter Wheat Flour—		Car	Small
		lots.	lots.
Fancy patents	.....	5 80	6 00
90 per cent. in wood	.....	5 40	5 60
90 per cent., in bags	.....	2 50	2 60

CEREALS.—With prospects of a good crop, and oat market on the decline, the rolled oats market this week declined 10c on bulk, and will likely be followed by others. Cheaper package oats is probable. Sales are being made on packages for October delivery at 4.00. The feeling is that gradual declines will take place as the crop arrives. It is an unusually large one, and the price in rolled oats has been unusually stiff this year, leaving room for a decline at this time. In other years the declines were not so big. Prices attained this year have been record ones, and warranted on account of the high price millers were compelled to pay for oats.

Oats were high, and as soon as they began to fall, rolled oats followed. The new crop should be ready for milling inside of three weeks.

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

FEEDS.—With millers working now on the new Manitoba wheat crop, the feed situation will be relieved, and prices may be expected to ease off. How much the decline will be at present depends upon how much dealers have been holding off while prices were high. If there is now a big demand for feeds, it is possible that brans, shorts and middlings may not go very much lower.

Mill Feeds—		Per ton	
Brans	.....	28 00	
Shorts	.....	28 00	
Middlings	.....	33 00	
Wheat moulee	.....	37 00	
Feed flour, bag	.....	2 12½	
Mixed chops, ton	.....	38 00	
Crushed oats, ton	.....	40 00	
Barley, pot, 98 lbs.	.....	2 85	
Oats, chop, ton	.....	40 00	
Barley chop, ton	.....	35 00	
Feed oats, cleaned, Manitoba, bush	.....	0 69	
Feed wheat, bag	.....	2 30	

TORONTO.

FLOUR.—Following the weakness latterly apparent in Manitoba flour there has been a drop of 75 cents per barrel. This makes first patents now worth only \$6.25. All other grades drop in consequence. The drop was announced this week on Monday; and the reason given is the big decline in wheat prices. With regard to winter wheat flour; this also suffers a decline amounting to about 50 cents and we quote \$5.20 for fancy patents in car-lots, per barrel. At these easier prices business is slow. Buyers both here and overseas are holding off until they see what will become of the Western crop.

The wheat situation, of course, is the reason for the flour situation. There is an increase in the world's supply of wheat amounting, approximately, to 495,000,000 bushels. The crop in this country shows an appreciation of at least 115,000,000 bushels over last year,

and that across the border has created a new high record. Moreover, a contemporary places Australias' available export surplus at 90,000,000 bushels. All these are liable to be bear factors and still more so when it is remembered that this year—as opposed to last—all allied nations are systematically buying together. They are not over-bidding each other. And the crops of the allied nations are themselves fairly large. Meanwhile Europe is holding off buying. The exchange difficulty—into which we have recently gone very fully—is a big raison d'etre. The very marked downward tendency is illustrated by the fact that whereas on August 1 of this year cash No. 1, Northern wheat sold in Fort William for \$1.29, it now sells—a month later—for only 1.12. We may see lower wheat and consequently lower flour. The large grain dealers advise hand-to-mouth purchasing.

Manitoba Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
First patents	.....	6 45	6 25
Second patents	.....	5 95	5 75
Strong bakers	.....	5 75	5 55
Flour in cotton sacks, 10c per bbl. more.			
Winter Wheat Flour—		Small	Car
		lots.	lots.
		per bbl.	per bbl.
Fancy patents	.....	5 70	5 20
90 per cent.	.....	5 50	5 10
Straight roller	.....	5 50	5 10
Blended flour	.....	5 70	5 30

CEREALS.—There is no feature to this market at the moment. Buying is only fair and business slow.

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

MILL FEEDS.—The market is steady with a good demand, the firm tone being due to the shortage of supplies. This will continue, of course, till flour begins to move much better, inasmuch as the mills are running short time and in some cases have shut down.

Mill Feeds—		Mixed cars, per ton	
Brans	.....	26 00	27 00
Shorts	.....	26 00	26 00
Middlings	.....	33 00	34 00
Wheat moulee	.....	37 00	38 00
Feed flour, per bag	.....	1 90	1 95
Oats—			
No. 3, Ontario, outside points	.....	0 55	0 51
No. 3, C.W., bay ports	.....		0 67



Prosperity Indicated By Orders



We never enjoyed such a volume of
advance orders for fall.

TILLSON'S ROLLED OATS A FOOD— NOT A FAD

Have you examined your stock? Now is a
good time to anticipate your requirements for
fall and winter.

Our Service Department

is at your command. Write us for any infor-
mation you desire.

TILLSON'S "SCOTCH" Fine Cut OATMEAL AND TILLSON'S "SCOTCH" HEALTH BRAN

are having a big sale. Order through your
jobber. Samples sent on request.

WE ARE LARGE EXPORTERS

WRITE, WIRE OR CABLE
Cable Address "Cancereal" Toronto



Canadian Cereal & Flour Mills Co.

Toronto

LIMITED
Canada



Round up the Heavy Harvest Jam Orders with the Jam that Broadens your Sales

Furnivall's
FINE
FRUIT
PURE **JAM**

The whole country is alive with the hum of harvesting, and the golden grain will soon be changed to the golden coin of the realm.

The heavy harvest buying season is almost upon you. Appetites and new desires created now will remain throughout the season.

September is your time to push Furnivall's Jam with vigor. The quality and goodness of Furnivall's make folk want more Jam more often, until it becomes a regular part of the daily

diet. Comes just in the sizes they want most—glass jars and 5-lb. pails—and at a price that makes it possible for everyone to enjoy it as often as they wish.

Get up a harvest display to-day, featuring Furnivall's. You'll not only find that people know how to appreciate the choicest of Jams, but that nothing can touch Furnivall's for quick turnovers. Replenish your stock to-day.

Furnivall-New, Limited

HAMILTON, CANADA

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



ROYAL BAKING POWDER

Absolutely Pure

ROYAL BAKING POWDER is the most widespread selling brand of any baking powder in the world. This proves that it is liked by the greatest number of people, and is one good reason for you to push its sale.

Fully Guaranteed



Another good reason is that ROYAL BAKING POWDER never becomes dead stock. It is constantly in demand, and year in and year out pays more and surer profit than any other baking powder you can sell.

Every grocer will find it to his advantage to keep a full stock of Royal Baking Powder always on hand.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK



QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

ROYAL BAKING POWDER.	
Bbl. lots	
Size	Per doz.
Dime	\$.95
4-oz.	1.40
6-oz.	1.95
8-oz.	2.55

12-oz.	3.85	3.75
16-oz.	4.90	4.80
2 1/4-lb.	11.00	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

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

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 08 1/2
500 books to 1,000 books 0 08
For numbering cover and each coupon, extra per book, 1/2 cent.

CEREALS.	
WHITE SWAN	
Biscuit Flour (Self-rising)	Per case
2 doz. to case, weight 70 lbs.	\$3 00

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

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

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

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

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

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE. THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz. ...	4 50
Perfection, 1/4-lb. tins, doz. ...	2 40
Perfection, 1/2-lb. tins, doz. ...	1 25
Perfection, 10c size, doz. ...	0 90
Perfection, 5-lb. tins, per lb. ...	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kgs, etc.

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

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

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



Here's a Salesman For You

Our new cut-out window trim is a new salesman for you. His wages are paid in advance and he will always be on the job—if you'll let him.

Put this cut-out in your window and it will boost your sales. If you haven't a window available, put it up inside your store where your customers can see it. It will stir up many a sale that will be lost without it.

Ask our travellers for one of these "paid-in-advance" salesmen or write us direct. It will be worth your while.

This cut-out is gotten up very attractively. It takes up a small space, but it is an eye-catcher and a real salesman.

Put it to work for your selling White Swan Pure Food Products—the products that give you a good profit—the products that bring your customers back—the products that are guaranteed with a government warranty—Your money back if dissatisfied.

Send a card to-day—It's free.

White Swan Spices and Cereals LIMITED

156 Pearl Street

TORONTO

ONTARIO

Nonparell wafers, No. 1, 5-lb. boxes	0 32	1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20
Nonparell wafers, No. 2, 5-lb. boxes	0 27	MOJA.	
Chocolate ginger, 5-lb. boxes	0 33	1/2 lb tins, 2 doz. to case, weight 22 lbs.	0 32
Milk chocolate wafers, 5-lb. boxes	0 38	1 lb tins, 2 doz. to case, weight 40 lbs.	0 36
Coffee drops, 5-lb. boxes...	0 38	2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36
Lunch bars, 5-lb. boxes	0 38	PRESENTATION COFFEE.	
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36	A Handsome Tumbler in Each Tin.	
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90	1 lb. tins, 2 doz. to case, per lb.	0 27
Nut milk chocolate, 1/2's, 6-lb. boxes, lb.	0 38	Shipping weight, 50 lbs per case	
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38	MINTO BROS.	
Nut milk chocolate, 5c bars, 24 bars, per box	0 90	MELAGAMA COFFEE.	
Almond nut bars, 24 bars, per box	0 90	Ret. Whol.	
JOHN P. MOTT & CO'S.			
Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.			
White 10c size (for cooking) doz.	0 90	30c 1s, 1/2s, B. or G... 0 25	
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85	40c 1s, 1/2s, B. or G... 0 32	
Nut milk bars, 2 dozen in box	0 80	45c 1s, 1/2s, B. or G... 0 34	
Breakfast cocoa, 1/4's and 1/2's	0 36	50c 1s, 1/2s, B. or G... 0 37	
No. 1 chocolate	0 30	Tumbler coffee	0 25
Navy chocolate, 1/2's	0 26	Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.	
Vanilla sticks, per gr.	1 00	MINTO COFFEE (Bulk.)	
Diamond chocolate, 1/4's ..	0 24	M. Bean or Gr.	0 38
Plain choice chocolate liquors ..	20 30	I Bean or Gr.	0 35
Sweet chocolate coatings ...	0 20	N Bean or Gr.	0 32
CONDENSED AND EVAPORATED MILK.			
BORDEN MILK CO., LTD.			
East of Fort William, Ont.			
Preserved Per case			
Eagle Brand, each, 4 doz.	\$6 25	T Bean or Gr.	0 30
Reindeer Brand, each, 4 doz.	6 25	O Bean or Gr.	0 28
Silver Cow Brand, each 4 doz.	5 75	Spec. Grd. Compound ..	0 25
Gold Seal Brand, each, 4 doz.	5 60	Packed in 25 and 50-lb tins.	
Mayflower Brand, each, 4 doz.	5 60	FLAVORING EXTRACTS.	
Purity Brand, each, 4 doz.	5 60	WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.	
Challenge Brand, each, 4 doz.	4 85	1 oz. bottles, per doz., weight 3 lbs.	\$ 1 25
Clover Brand, each, 4 doz.	4 85	2 oz. bottles, per doz., weight 4 lbs.	2 00
Evaporated (Unsweetened)—			
St. Charles Brand, small each 4 doz.	2 00	2 1/2 oz. bottles, per doz., weight 6 lbs.	2 30
Peerless Brand, small, each 4 doz.	2 00	4 oz. bottles, per doz., weight 7 lbs.	3 50
St. Charles Brand, Family, each 4 doz.	3 90	8 oz. bottles, per doz., weight 14 lbs.	6 50
Peerless Brand, Family, each 4 doz.	3 90	16 oz. bottles, per doz., weight 23 lbs.	12 00
Jersey Brand, Family, each, 4 doz.	3 90	32 oz. bottles, per doz., weight 40 lbs.	22 00
St. Charles Brand, tall, each 4 doz.	4 50	Bulk, per gallon, weight 16 lbs.	10 00
Peerless Brand, tall, each, 4 doz.	4 50	CRESCENT MFG. CO.	
Jersey Brand, tall, each, 4 doz.	4 50	CRESCENT MAPLEINE.	
St. Charles Brand, Hotel, each, 2 doz.	4 25	Special Delivered Price for Canada.	
Peerless Brand, Hotel, each, 2 doz.	4 25	Per doz.	
Jersey Brand, Hotel, each, 2 doz.	4 25	1/2-oz. (4 doz. case), weight 9 lbs., retail each 15c.	\$1 35
St. Charles Brand, gallons, each, 1/2 doz.	4 75	1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80	2 oz. (8 doz. case), weight 15 lbs., retail each 50c ...	4 25
"Reindeer" Coffee and Milk, "small" each, 4 doz.	5 50	4 oz. (2 doz. case), weight 17 lbs., retail each 90c ...	7 50
"Regal" Coffee and Milk, each, 2 doz.	4 50	8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00. 13 25	
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80	Pint (1 doz. case), weight 29 lbs., retail each \$3.	24 50
COFFEE.			
WHITE SWAN SPICES AND CEREALS, LTD.			
WHITE SWAN.			
1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36	Quart (1 doz. case), weight 53 lbs., retail each \$5.50. 45 00	
1 lb. tins, 2 doz. to case, weight 35 lbs.		Half gallons, each, retail each \$10	7 50
Add one-half cent per pound to the above.		Gallons, each, retail each \$18	14 50
ENGLISH BREAKFAST COFFEE.			
1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 22	GELATINE.	
		Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
		Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
		Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10
		W. CLARK, LIMITED, MONTREAL.	
		Compressed Corned Beef, 1/4s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$13; 14s, \$37.	
		Roast Beef, 1/4s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$10.	
		Bolled Beef, 1s, \$2.75; 2s, \$5; 6s, \$10.	
		Jellied Veals, 1/4s, \$1.50; 1s, \$2.75; 2s, \$4.50; 6s, \$10.	
		Corned Beef Hash, 1/4s, \$1.50; 1s, \$2.50; 2s, \$4.25.	
		Beefsteak and Onions, 1/4s, \$1.50; 1s, \$2.75; 2s, \$5.	
		Cambridge Sausage, 1s, \$2.40; 2s, \$4.	
		Boneless Pigs' Feet, 1/4s, \$1.50; 1s, \$2.25; 2s, \$4.25.	
		Lamb's Tongues, 1/4s, \$1.90.	
		Sliced Smoked Beef, tins, 1/4s, \$1.65; 1s, \$2.65.	

Our Tiger (50 cent line) Brooms

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

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

Jersey Sweet Potatoes

"Whitco" Brand

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

Opening of Oyster Season

First Express arrivals.

Oysters Haddies Kippers

Just the thing for these days.

We are heavy operators in Canadian Crawford Peaches.

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

The Erie Co-Operative Co., Limited of Leamington, Ontario

offer to the trade this week their own grown

	Bakt.	Lots	Lots
Tomatoes	11 qt.	10 28c	20 up 25c
Cucumbers	"	35c	32c
	Per 11 qt.	Lots of 5	Lots of 10
Pickling Onions	80c	77c	75c
Sweet Peppers	40c	37c	35c
Egg Plants	60c	57c	55c
Apples, Duchess	40c	37c	35c

MELONS and PEACHES NEXT WEEK

Get Our Prices.

Ready to quote car lots potatoes, onions, tomatoes.

In addition to Government inspection, we have our own expert, whose entire time is given to inspecting our fruits and vegetables in the packing sheds.

If you are one of the leading dealers in your town, communicate with us.

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

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

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

**The margin for the dealer
is a good one.**

Lemon Bros.
OWEN SOUND, ONT.

Full Swell Pack
Perfectly Graded
Fruit under:—

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

It will pay you
to handle these
brands of Oranges

J. J. McCabe
Agent
TORONTO



Juice from the First and Best Pick of Winona Red Currants and Pure Granulated Sugar only

These are the ingredients which form the most delicious, most appetizing table delicacy.

E.D.S. Red Currant Jelly

The exceedingly fine flavor of this jelly is the result of the use of the finest, fully matured and ripened fruit from which the juice is pressed and sweetened with the finest grade of granulated sugar.

The care in handling and processing ensures absolute purity. E. D. S. Red Currant Jelly is a well-known, well-tried table delicacy, especially favored for breakfast and luncheons.

Order Your Supply Now and Get the Early Cool Weather Trade.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

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

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

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

- BASIN DE VICHY WATERS.**
- L'Admirable, 50 btles, litre, cs. 5 50
- Efficace 6 00
- Neptune 7 00
- San Rival 8 00

- VICHY LEMONADE.**
- La Savoureuse, 50 btles., cs. 8 00
- MINERVA PURE OLIVE OIL.**
- Case—
- 12 litres 8 00
- 12 quarts 7 00

- NATURAL MINERAL WATER**
- Evian, Source Cachat, 50 btles, cs. \$9 00
- IMPORTED GINGER ALE AND SODA**
- Ginger Ale, Trayders, cs. 6 doz. pts., doz. 1 10
- Ginger Ale, Trayders, cs. 6 doz., splits, doz. 0 90
- Club Soda, Trayders, cs. 6 doz. pts., doz. 1 00
- Club Soda, Trayders, cs. 6 doz. splits, doz. 0 90

- BLACK TEAS.**
- Victoria Blend, 50 and 30-lb. tins, lb. 0 37
- Princess Blend, 50 and 30-lb. tins, lb. 0 33
- JAPAN TEAS.**
- H. L. ch., 90 lbs., lb. 0 35
- Victoria, ch. 90 lbs., lb. 0 30
- Princess, cad., 5 lbs., lb. 0 25

- COFFEES.**
- Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34½
- Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
- Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22
- MALT EXTRACT.**
- Miller of Milwaukee, cs. 2 doz., cs. 4 40
- Miller of Milwaukee, brl. 8 doz., brl. 16 20

- BOAR'S HEAD LARD COMPOUND.**
- N. K. FAIRBANK CO., LTD.**
- Tierces 0 10½
- Tubs, 60 lbs. 0 10½
- Pails, 20 lbs. 0 10½
- Tins, 20 lbs. 0 10½
- Cases, 5 lbs., 12 to case 0 11½
- Cases, 3 lbs., 20 to case 0 11½
- Cases, 10 lbs., 6 to case 0 11
- F.o.b. Montreal.

- MUSTARD.**
- COLMAN'S OR KEEN'S.**
- Per doz. tins
- D. J. F., ¼-lb. \$ 1 50
- D. S. F., ½-lb. 2 68
- D. S. F., 1-lb. 5 36
- F. D., ¼-lb. 0 85
- F. D., ½-lb. 1 68
- Per Jar
- Durham, 4-lb. jar 0 87
- Durham, 1-lb. jar 0 28

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

- SPICES.**
- WHITE SWAN SPICES AND CEREALS, TORONTO.**
- Dredge Canister 4oz. Round Pkgs. \$0.90
- Allspice \$0.90
- Arrowroot, 4 oz. tins, 85c.
- Cayenne 0 90
- Celery Salt 0 90
- Celery Pepper 0 90
- Cinnamon, 1 oz. Fagots, 45c. 0 90
- Cloves 0 90
- Curry Powder 0 90
- Mace 0 90
- Nutmegs 0 90
- " Whole, 5c. Pkgs., 45c.
- Paprika 0 90
- Pepper, Black 0 90
- Pepper, White 1.10
- Pastry Spice 0 90
- Pickling Spice (Window front) 0 75
- Dosens to case 4
- Shipping weight, per case 10 lbs. 17 lbs.

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

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

- Laundry Starches—**
- Boxes. Cents
- 40 lbs., Canada Laundry .. .06½
- 40 lbs., boxes Canada white gloss, 1 lb. pkg.06½
- 48 lbs. No. 1 white or blue, 4 lb. cartons07½
- 48 lbs. No. 1 white or blue, 3 lb. cartons07½
- 100 lbs., kegs, No. 1 white06½
- 200 lbs., bbls., No. 1 white06½
- 30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.07½
- 48 lbs. silver gloss, in 6-lb. tin canisters08½
- 36 lbs., silver gloss, 6-lb. draw lid boxes08½
- 100 lbs., kegs, silver gloss, large crystals07½
- 28 lbs., Benson's Satin, 1-lb. cartons, chrome label07½
- 40 lbs., Benson's Enamel (cold water), per case 3 00
- 20 lbs., Benson's Enamel (cold water), per case 1 50
- Celluloid—boxes containing 45 cartons, per case 3 60

- Culinary Starch.**
- 40 lbs. W. T. Benson & Co.'s prepared corn07½
- 40 lbs. Canada pure corn starch06½
- (120-lb. boxes ¼c higher.)
- Caseo Potato Flour, 20-lb. boxes, per lb. 10

- BRANTFORD STARCH.**
- Ontario and Quebec.
- Laundry Starches—**
- Canada Laundry—
- Boxes about 40 lbs.06
- Acme Gloss Starch—
- 1-lb. cartons, boxes of 40 lbs.06½
- First Quality White Laundry—
- 3-lb. canisters, cs. of 48 lbs.07½
- Barrels, 200 lbs.06½
- Kegs, 100 lbs.06½
- Lilly White Gloss—
- 1-lb. fancy carton cases 30 lbs.07½
- 8 in case08

In buying
KETCHUP

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

Try It and See

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

The T. Upton Co., Limited
ST. CATHARINES

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

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

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

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

"THE HOUSE OF QUALITY"

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH and NORTH BAY

NOTE THIS

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

FRUIT BULLETIN

PEACHES—season later than anticipated. The popular Crawford type—yellow free stone — Niagara District grown, about ready. Bartlett Pears, Red, Blue and Gage Plums ready, and housekeepers should place their orders at once.

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

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you—Galveston News.

Purity
TABLE
SALT

Sell it in the handy, free-running Sanitary Packages. Show it in your windows, display it on your counter: Keep Canada's purest salt before your trade in an attractive form.

Purity Salt is made in the most modern vacuum salt plant by expert workmen.

It's a big seller and worth while pushing, for it satisfies every woman.

The WESTERN SALT CO. LIMITED
COURTRIGHT, ONT

PURITY BRAND
FREE RUNNING
TABLE
SALT
The WESTERN SALT CO. LIMITED
COURTRIGHT ONTARIO

Three New Leaders
for the Lytle Line

**PIMENTO
RELISH**
CHILI SAUCE
**CANADIAN
RELISH**

People are always on the look-out for the new items in the Lytle Line, and as these last three creations constitute our best efforts they are pretty sure to meet with quick, popular demand.

Made from the choicest of this season's vegetables and seasoned with that exactness of good taste for which all Lytle goods are famous.

The new trio are put up in new style bottles with Anchor Caps and are offered at the easy-selling price of 15c.

Be the first in your locality to display the new Lytle lines. Send your order through now.

T. A. Lytle & Co.
LIMITED

Sterling Road

TORONTO

Cleave's
CELEBRATED
**DEVONSHIRE CREAM
Chocolate**

A high-grade and up-to-date article, showing an excellent profit and giving increasing satisfaction.

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive
5 cent lines.

AGENTS:

MONTREAL—F. Davy & Co., 6 St. Sacrament St.

TORONTO—Mason's Ltd., 25 Melinda St.

WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.

VANCOUVER—Hamblin & Brereton, Ltd., 942 Cambie St.

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

COIN PURSES

(Our new penny piece)

NIGHT STICKS
WHISTLES
FLEXIBLE STICKS
CIGARETTES

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer,
Druggist and Confectioner

MADE IN CANADA

National Licorice Company
MONTREAL

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's

HIGH-CLASS

BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto
(Selling Agent).

Manitoba and Saskatchewan: Richards & Brown,
Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary;
Campbell, Wilson & Horne, Ltd., Lethbridge;
Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co.,
Ltd., Vancouver; Kelly, Douglas & Co., Ltd.,
Victoria; Kelly, Douglas & Co., Ltd., New
Westminster; Kelly, Douglas & Co., Ltd.,
Prince Rupert.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal

"COW BRAND"
Baking Soda

*Over Seventy Years the
Leading Household Requisite*

For trade satisfaction and profit there is no
line of Baking Soda quite so good as **Cow
Brand**.

Customers have expressed their confidence
in its work and it needs no long argument
to point to the advantage of your stock-
ing it.

Your wholesaler will supply you.

CHURCH & DWIGHT

Limited

Manufacturers

MONTREAL



No. 13

Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

Getting the Gold Out of Toronto

"Gold seems to be everything now-a-days with all countries,
whether at war or not. It's the only currency that is inter-
national."

"I well recollect, lad, when they thought MacKenzie's men
were coming into Toronto, the authorities carted all the gold
from the banks to a boat and sent it out a piece in the lake.
Gold has always been the most valuable metal and during war
the most guarded, but I guess the boys at the front would sooner
have this plug of *King George's Navy*
than gold. They tell me that a good
chew or smoke beats everything for
relieving the nervous strain in the
trenches. Think I'll
send a pound of *King
George* to the boys.
Drop in and order it at
the grocers, lad, and
send it up."



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Buyers' Guide

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

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

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

O. E. Robinson & Co.
Ingersoll Ontario

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

EGG FILLERS
Our capacity is three times the total
Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

ST. MARC COFFEE
Gives all users entire
satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE

**GENERAL MERCHANDISE BUSINESS FOR
sale.** Stock of about \$2,000.00. Claassen &
Johnston, Fort Pitt, Sask.

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

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

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

**FOR SALE — A GROCERY, FLOUR, AND
feed business in one of the best business towns
in Ontario.** Stock about \$2,500. Annual turn-
over about \$25,000. Will sell store and dwell-
ing also. Easy terms. Box 101, Canadian
Grocer, Toronto.

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

WANTED

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

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

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

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

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

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

SITUATION WANTED BY EXPERIENCED
grocery clerk with 12 years' experience. Ex-
pert show card writer and window trimmer.
J. A. Unwin, 72 Windermere Avenue, Port
Arthur, Ont.

YOUNG MAN WITH THIRTEEN YEARS'
experience in wholesale grocery commission
business, open for engagement. Either inside
or outside position. Box 104, Canadian
Grocer.

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

EXPERIENCED GROCERY AND PROVI-
sion salesman desires a position. Served my
apprenticeship in the Old Country. Expert
window dresser, card writer, etc. Could take
over management of store if required. Write
Box 108, Canadian Grocer, Toronto.

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

MISCELLANEOUS

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

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

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

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:
Calgary, Alta. Vancouver, B.C.
Edmonton, Alta. Hamilton, Ont.
Halifax, N.S. Montreal, Que.
London, Ont. Quebec, Que.
Ottawa, Ont. Toronto, Ont.
St. John, N.B. Winnipeg, Man.
Victoria, B.C.
Reputation gained by long years of
vigorous, conscientious and successful
work.
Thomas C. Irving, General Manager
Western Canada
TORONTO

The Grand Prize
AT THE
PANAMA-PACIFIC
EXPOSITION San Francisco
1 9 1 5



Registered
Trade-Mark

HAS BEEN AWARDED TO

**Walter
Baker &
Co., Limited**

for the superiority
and excellence of
their

**Cocoa and Chocolate
Preparations**

55 Highest Awards at the Leading Fairs and Exposi-
tions in Europe and America.

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

*"When the German Kaiser asked for his last war loan, he had to assure the banks that the war would be over by October.
"What if it isn't?"*

That "automatic financial exhaustion" may bring about the end of the war is the point Agnes C. Laut makes in the course of an article, "Is the end of the war in sight?" in the September issue of MacLean's Magazine. Miss Laut deals with the problems of war finance in masterly fashion. She sees Uncle Sam occupying a position where he can hasten the declaration of peace. She points to a new spirit that is permeating everything . . .

"In spite of an atmosphere so combustible that it needs only a fool with a bomb to blow up international relations—the wave of optimism is felt in the States.

"Why?"

"Because finance may give Uncle Sam the whip-hand to compel peace.

"This is only chronicling the facts that have played the cards of destiny into Uncle Sam's hands. Wilson knows these facts and has his personal observers on the ground to signal the exact psychological moment for Uncle Sam to act; and it is because that psychological moment is rising over the blood-red, smoking slaughter ground of Europe like a Star of Hope that a wave of unexplained and unexplainable optimism has run through the financial world . . . For the first time since July 29, 1914, Destiny shows one ray of Hope above the carnage."

It is a powerful article, written in words that grip you with their power and compel conviction. It not only leaves you with a tangible reason for believing that victory will be ours, but it explains to Canadians the real attitude of the United States people and government.

Every Canadian knows the work of Agnes C. Laut. She is now a "headliner" with such publications as *Saturday Evening Post* and *World's Work*, and is the highest-priced writer of special articles that Canada has produced. Miss Laut is beginning a series of articles for MacLean's which, as she herself puts it, "will have plenty of dynamite." These articles will appear exclusively in

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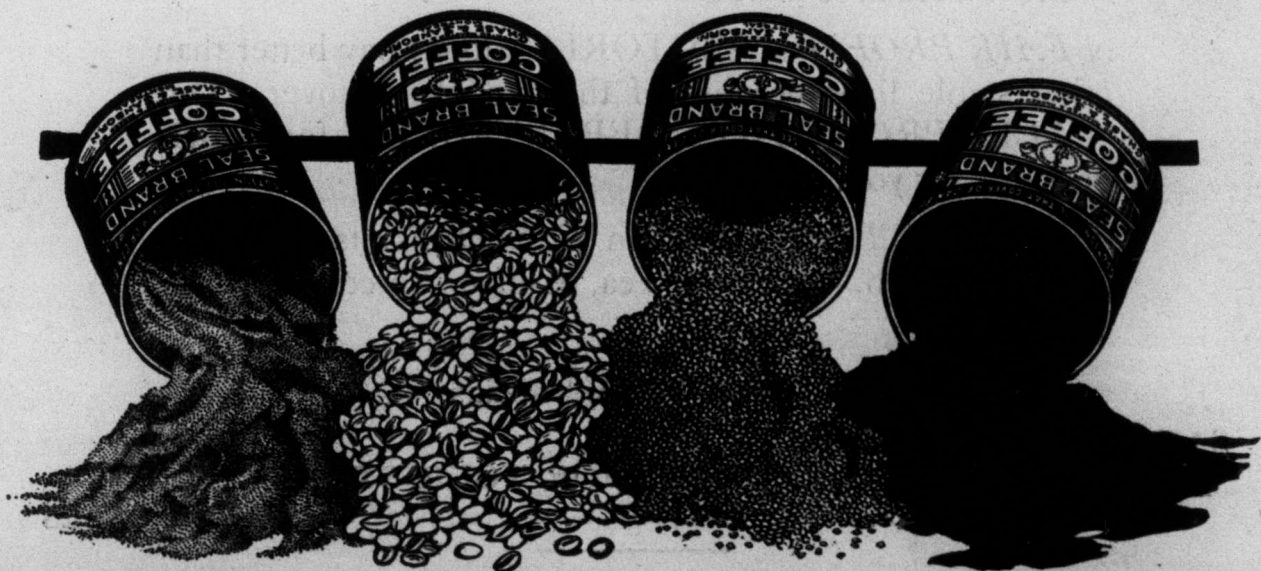
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