

**PAGES
MISSING**

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI.

PUBLICATION OFFICE: TORONTO, AUGUST 31st, 1917

No. 35

To Our Friends in The Trade

OWING to the shortage of labor, also difficulty in securing cars and raw material last winter, we are very considerably behind in shipments.

In addition, the Meat Packers and other industries of like nature, having Government contracts for supplies, are making such excessive demands on us, that although additional equipment has been erected, we regret it is impossible for us to give prompt service.

We must, therefore, ask the forbearance of our customers, and assure them that we are doing everything possible under the most abnormal conditions prevailing.

The Canadian Salt Co.
Limited

Windsor, Ontario



SALES HELPS

YOU are cordially invited to visit our Exhibit at The Canadian National Exhibition in the Industrial Building, Number 2, August 25th to September 8th.

The many merits of

O-Cedar Polish and **O-Cedar Mop Polish**

also the other O-Cedar Products will be demonstrated and explained.

The different advertising and sales helps will be shown and how to use and arrange them to best advantage.

It is hard to tell who are merchants, so if you will make yourself known to our representative, he will give you all the information desired.

We would also be glad to show you our factory and how O-Cedar Products are made. We trust we shall be honored with your visit.



CHANNELL CHEMICAL COMPANY, LIMITED

369 SORAUREN AVENUE

TORONTO, CANADA

KING GEORGE'S NAVY CHEWING TOBACCO

is extensively advertised to the consumer

And consequently there is a growing demand everywhere for this delightfully satisfying "Chew."

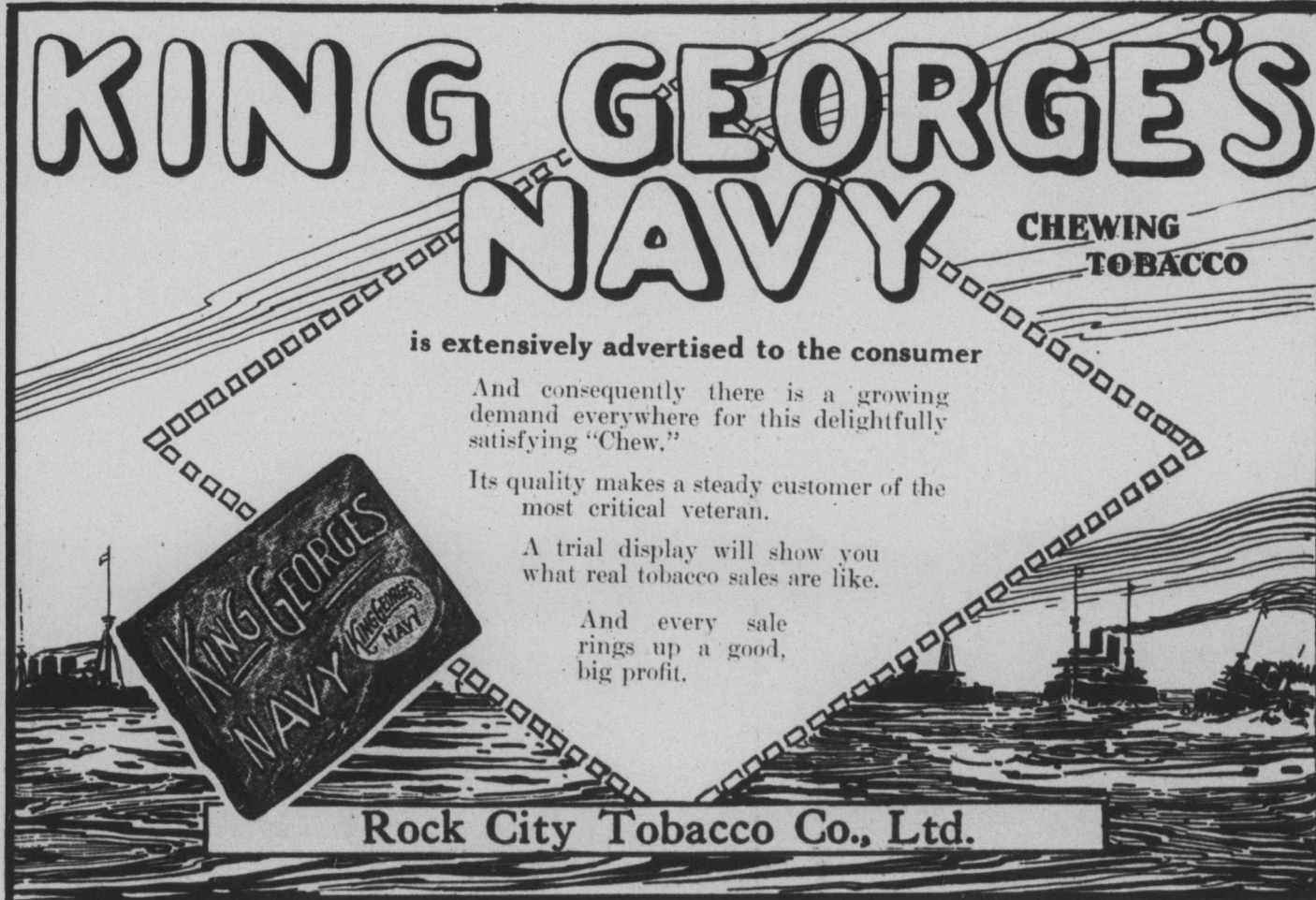
Its quality makes a steady customer of the most critical veteran.

A trial display will show you what real tobacco sales are like.

And every sale rings up a good, big profit.



Rock City Tobacco Co., Ltd.



Looking At It From Any Angle

it pays the grocer to feature the lines with nation-wide reputation.

The sales that are worth while are the quick sales that give clean profits, satisfy your customers and guarantee repeat business.

The Borden Line Is Worth Featuring

The Borden Eagle Trade Mark is known in every community in Canada. Your customers know it is a symbol of all that is pure and wholesome in Milk Products.

Make your window and counter displays the connecting link between Borden popularity and your cash profits.

ASK YOUR WHOLESALER

Borden Milk Company, Limited

"LEADERS OF QUALITY"
MONTREAL

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



E. D. SMITH'S

100% PURE

BLACK CURRANT JAM

The very first taste of the new season's *E.D.S. Black Currant Jam* will make a "come-back" customer every time.

—And your first sales will be easy—the attractive, neatly-labeled containers get the attention and suggest the sale—while the profit margin is big enough to make *E.D.S. Black Currant Jam* particularly worth featuring.

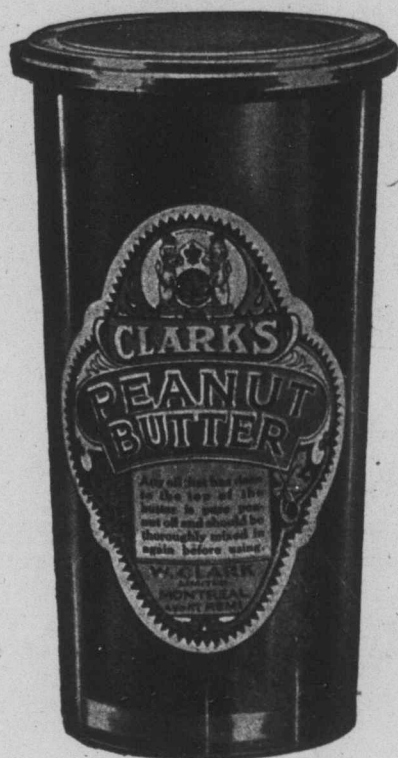
Order from your wholesaler.

E. D. Smith and Son, Limited

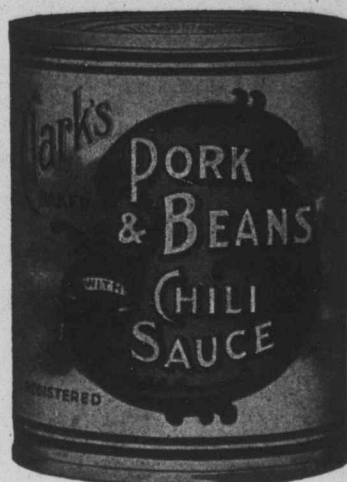
WINONA, ONTARIO

AGENTS: Newton A. Hill, Toronto; Wm. H. Dunn, Ltd., Montreal, East Ontario, Quebec, and Eastern Maritime Provinces; Donald H. Bain Co., Calgary, Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

CLARK'S PREPARED FOODS



Assure
you
PRIME
QUALITY



CLARK'S PORK AND BEANS

Beefsteak and Onions
Cambridge Sausage
Corned Beef
Roast Beef
English Brawn
Loaf Meats
Corned Beef Hash
Minced Collops

Soups (Full Assortment)
Potted Meats
Sliced Smoked Beef
Spaghetti with Tomato
Sauce and Cheese
Tongue, Ham and Veal
Fluid Beef Cordial
Peanut Butter

Etc., Etc., Etc.

Good Business is always the result of Quality.

W. CLARK LTD.



MONTREAL

**100 Cars
Red and Yellow
Onions
in Car lots or less.**

From the largest Onion
growing section in Canada.

Correspondence invited.

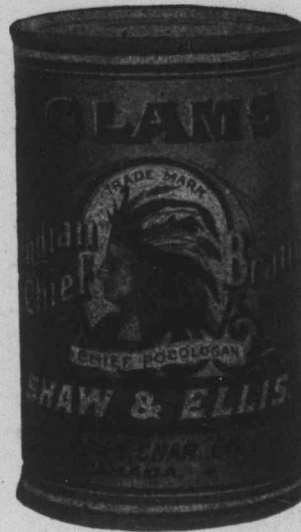
Leamington Onion Association

Leamington, Ontario

E. E. ADAMS, SALESMAN

**INDIAN CHIEF BRAND
CLAMS**

Ideal for Camper or Cottager



A stock of these high-grade, wholesome, easily prepared sea foods will help you to get a bigger slice of the summer camper and cottager's trade.

A few minutes—just while they are being heated to a simmer—is all the cooking required to make Indian Chief Brand Clams ready for the table. And their quality will so please that repeats are absolutely sure.

Your jobber can supply you.

Packed by

SHAW & ELLIS

Pocologan, N.B.

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

W. C. Edwards & Co., Ltd.

**OTTAWA
ONTARIO**

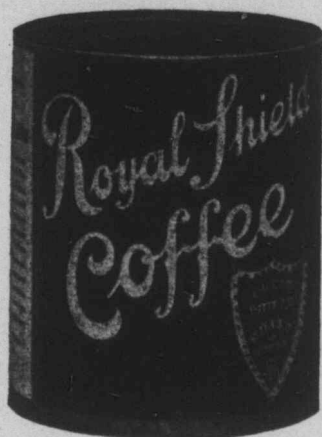
Manufacturers of

BOX SHOOKS

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Two Big Favorites from the popular Royal Shield Brand of Goods



Housewives to whom quality makes a big appeal show a strong preference for

ROYAL SHIELD COFFEE and ROYAL SHIELD BAKING POWDER

Your particular customers will find the unexcelled goodness of these two leaders unusually acceptable. And you can look forward to many re-orders once they get to know Royal Shield quality.

Stock up now. Royal Shield Jelly Powder, Spices, Tea, Flavoring Extracts, etc., are all worthy of a place in your exhibits. Try them out.



Campbell Bros. & Wilson

LIMITED

*Wholesale Grocers and Packers of
Royal Shield Brand of Goods.*

WINNIPEG

BRANCHES

Campbell, Wilson & Horne, Ltd.—Ca gary, Lethbridge, Edmonton, Red Deer.
Campbell, Wilson & Strathdee, Ltd.—Regina, Swift Current.
Campbell, Wilson & Millar, Ltd.—Saskatoon.

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

THE TRUTH ABOUT RANGOON BEANS


The Canadian Government has never prohibited the importation of Rangoon Beans, but shipments are held until samples are examined by Dominion Analyst, a question of 24 to 48 hours.

These Government regulations apply to all beans coming into Canada from the Orient, not only Rangoon, but Japanese, Manchurian, etc., etc.

The Government says Rangoon beans are GOOD FOOD. Under date August 10th, 1917, the Department of Inland Revenue says the Chief Analyst has ascertained that Rangoon Beans are a WHOLE-SOME AND NOURISHING FOOD, and any traces of Hydrocyanic Acid they may contain are entirely eliminated by proper cooking. The same is borne out in a Customs Department circular No. 2103 B, dated August 8th, 1917.

We would call your attention to the photographic copy of original letter from the Department of Inland Revenue reproduced on the page opposite.

THE TRUTH ABOUT RANGOON BEANS

L 168695.  113086.

DEPARTMENT OF INLAND REVENUE,
CANADA.

Deputy Minister's Office.
Ottawa, August 10th, 1917.

The Robert Crooks Company of Canada, Limited,
11 St. Sacrament St.,
Montreal, P.Q.



Gentlemen:

I am in receipt of your letter of August 9th, and in reply thereto beg to state that I have no objection to answering the three questions embodied therein.

QUESTION 1.

Have the Government Prohibited the importation of Rangoon Beans into Canada?

ANSWER. The Government has not prohibited the importation of Rangoon Beans into Canada, but all shipments are held until samples are examined by the Chief Analyst of the Department.

QUESTION 2.

Are the Government testing all arrivals of Rangoon Beans entering Canada?

ANSWER. Yes, and under the present regulations, all shipments which are found to contain less than 20 parts of Hydrocyanic Acid, out of 100,000 parts, are allowed to pass.

QUESTION 3.

May shipments of Rangoon Beans which have been passed by the Government be considered wholesome and nourishing food when properly cooked?

ANSWER. The Chief Analyst is, at present, making a thorough investigation of this whole matter. So far he has ascertained that these Beans are a wholesome and nourishing food provided they contain only very minute traces of Hydrocyanic Acid. It is also established that proper cooking eliminates this acid entirely, when present in the proportion last stated.

Yours very truly,

J. U. Vincent.
Deputy Minister.

MANUFACTURERS AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES



WESTERN FACILITIES

We have first-class warehousing and trackage facilities in a central location.

Our storage space enables us to carry stocks to advantage, and to distribute them economically.

We represent Christie, Brown & Co., Ltd., and Robertson Bros., Ltd., Toronto.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave. East

WINNIPEG

Also at Regina, Moose Jaw and Saskatoon.

F. D. COCKBURN

Grocery Broker & Manufacturers' Agent

We represent Fugsley, Dingman & Co., Ltd., John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.

149 Notre Dame Avenue East, Winnipeg

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

THE H. L. PERRY CO.

214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage Distributing Forwarding

EL ROI-TAN PERFECT CIGAR

Readers of The Grocer, Let Us Know Your Wants

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

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

**This Space is Yours
For \$2.50
On Yearly Order**

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS:

Do you require first class representation? Write us. Satisfaction guaranteed.
GEO. W. GRIFFITHS & CO., LTD.
 Manufacturers' Agents and Commission Brokers
 402 Chamber of Commerce
 Winnipeg - - Manitoba

G. B. Thompson & Co.

Wholesale Commission Broker and Manufacturers' Agent
 We can handle a few more good lines. Storage Warehouse and Transfer Truck.
 137 Bannatyne Ave. East, WINNIPEG
 Established 1898

THE Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG
 Importers, Brokers, Manfs. Agents, Grocery, Drug and Confectionery Specialties.

DISTRIBUTION & SERVICE
 from
 COAST to COAST.

W. H. Escott Co. Limited

Manufacturers' Agents
 Wholesale Grocery Brokers
 Winnipeg, - Manitoba

BRANCHES:
 Regina Saskatoon
 Calgary Edmonton
 ESTABLISHED 1907

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
 Storage
 Distribution

C.H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents,

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

DONALD H. BAIN Co.

WINNIPEG

Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver.

Live sales forces at each of the above points. Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

Special Offerings in
Raisins Teas
Beans Split Peas

**W. H. Millman
& Sons**

Wholesale Grocery Brokers
TORONTO

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

**DRIED AND EVAPORATED
APPLES.**

Apple Waste and Chops, Specialties
H. W. Ackerman
BELLEVILLE ONTARIO

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department
142-152 University Avenue, Toronto.

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

OPEN FOR AGENCY FOR THE
CITY OF OTTAWA
*Satisfaction Guaranteed.
Best of Reference.*
M. M. WALSH
310 BAY ST. OTTAWA

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

More Lines Wanted

Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.

I cover the territory from Sudbury to Hearst and also the Porcupine District.

"On the Job All the Time."

If you want results write me.

A. Lalonde

Post Office Box 123. TIMMINS, ONT.

**Hamblin-Brereton
Co., Limited**

Wholesale Grocery and Confectionery
Brokers
KITCHENER WINNIPEG CALGARY

DISPLAY WORK, BOOTHS, ADVERTISING
CAMPAIGNS, SIGN TACKING, Etc.

These are the days of saving in window
dressing material. Let us prove it.

May we send full particulars.

Manufacturers' Window Dressing Service
860 Bathurst St. Registered
Toronto, Ont.

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

DON'T STOP ADVERTISING.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

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

Kindly mention this paper when
writing to advertisers.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

**ROSE & LAFLAMME
LIMITED**

Commission Merchants
Grocers' Specialties,

MONTREAL TORONTO

OPEN FOR AGENCY FOR THE
CITY OF MONTREAL

Complete Trade Connection.
Reference—Home Bank of Canada.

JOHN E. TURTON

55 St. Frs. Xavier St. Montreal
Phone Main 2628

Buyers and Sellers of

**All Kinds of Grains and
Seeds**

**Denault Grain and Provision Co.
LIMITED**

SHERBROOKE, P.Q.

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

QUEBEC.

OATS, PEAS, BEANS, ETC.

handled in any quantities to best advantage by

ELZEBERT TURGEON

Grain and Provision Broker

MONTREAL, P.Q. QUEBEC, P.Q.

Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

A want ad. in this paper will
bring replies from all
parts of Canada.

MARITIME PROVINCES.

BROOMS WANTED.

Line of reliable brooms on commission for
Nova Scotia, New Brunswick and Prince
Edward Island. We guarantee results.
Reference: Bank of Nova Scotia.

SUPPLIES, LIMITED,

Manufacturers' Agents and Brokers,
Kentville - - - Nova Scotia.
Open for other lines not conflicting with
present agencies.

*Some Work for Pleasure;
We Work for Results, and
get them.
Some Work to Pass the Time
Away;
We Pass the Time Away
by Working.*

C. B. HART, Reg.

*Wholesale Grocery and Merchandise
Brokers*

489 St. Paul St. W. - Montreal

Extra Money

Are you in need of "Extra Money" that will provide for a "Few Extras" that will make life more enjoyable? If you are and your present income isn't sufficient to take care of every desire, let us tell you all about our plan, and how splendidly it will fit into your present needs.

We want representatives in every district in Canada to look after our subscription **business**. We want to secure the services of bright, active young men, the kind that will produce more money for themselves and results for us.

If you are looking for such an opportunity, write us to-day. Say on your card, "I am in need of extra money, tell me about your plan."

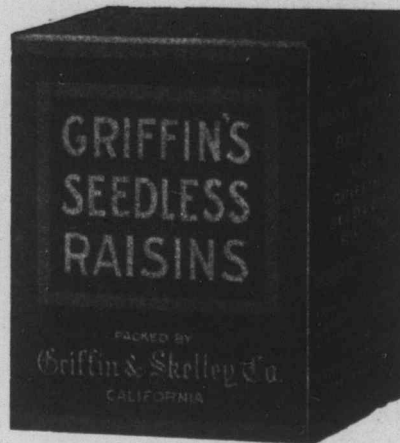
The MacLean Publishing Co., Limited

143-153 University Avenue

Toronto, Canada

Three dollars a year is all it costs to have this publication mailed to your address every week.

All the Goodness of California's sunshine
is contained in a package of



Griffin's Seedless Raisins

Recommend them to your customers

Cleans
Scours
and
Polishes
Baths
Sinks
and
All
Enamel
Ware.



Mr. Merchant:



**Note the name and
the package.**


**You will stock this line
some time. Why not now?**

Manufactured by

THE B & L MFG., CO. Ltd.

SHERBROOKE

Mention This Paper When Writing Advertisers



JAPAN TEA

Fresh from the land of cherry-blossoms, packed and exported under the control of the Japan Tea Growers' Association which guarantees its purity and quality. Japan Tea reaches you in all its unadulterated strength, delicacy of flavor and delightful aroma.

ON SALE AT ALL GROCERS

The Japanese Government prohibits adulteration and coloring of Tea

Canada is a large and growing market for Japan Tea.

The growth is partly the result of our consumer advertising, but is largely due to the delicious, fascinating, satisfying quality of the tea itself.

Are you getting your share of the success of this big Japanese industry by featuring Japan Teas?

Order from your wholesaler.





Show Malcolm Milk Products every day

You'll like the way they sell and the profits they produce.

Your customers will like the delicious good quality of these Canadian-made leaders.

If you're not already selling **Malcolm Milk Products** try them out to-day.

5-case lots delivered to any point in Ontario, Quebec and the Maritime Provinces and freight paid up to 50c per 100 pounds.

The Malcolm Condensing Co., LIMITED

ST. GEORGE, ONT.

The Only Canadian Condensed Milk Company



Make a display of this pottery. The demand is big.

Every good housewife will soon be busy putting away the winter supplies of butter, eggs, fruits and vegetables.

Our high-grade, sanitary pottery is especially suited to such requirements and a suggestion on your part will pull big sales and good profits, too.

Order a stock now. We'll ship promptly.

1/2 gallon to 6 gallons inclusive, 12c. per gallon.

8 gallon.....	} at 15c per gal.
10 gallon.....	
12 gallon.....	
15 gallon.....	} at 18c per gal.
20 gallon.....	
25 gallon.....	
30 gallon.....	} at 20c per gal.
35 gallon.....	
40 gallon.....	
50 gallon.....	} at 24c per gal.

75 to 500 gallon sizes made to order only.

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King and Yonge, TORONTO

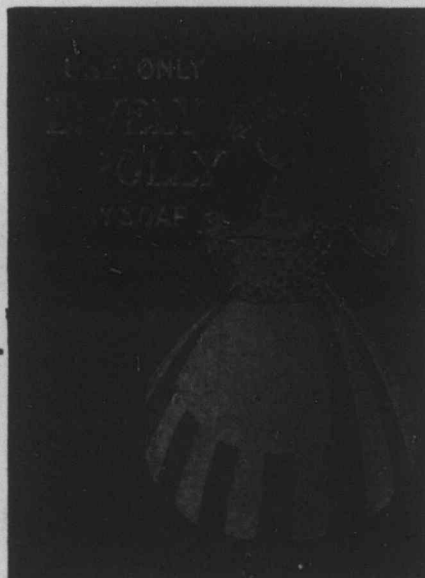
Lively Polly displays are attractive

and the quick, easy sales that follow make this a line worth considerable attention on the part of the grocer.

Are you stocked?

J. HARGREAVES AND SONS
LIVERPOOL, ENGLAND

Canadian Agents: McLellan Import Co., 301 Read Bldg.
MONTREAL



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



**SELL
PRESNAIL'S
PATHFINDER CIGARS**

Lawrence, Long Island,
New York, U.S.A.

To Dominion Cannery, Ltd.,
Hamilton.

*This letter from
the States is
interesting to
Grocers.*

While I was in Montreal stopping at
the Ritz-Carlton Hotel, I ate some Mar-
malade which I was perfectly crazy about,
so much so that I asked the chief steward
where I could get some, and he gave me
your address.

I should very much like you to send
me prices of the orange marmalade,
duty, etc., and as soon as I hear from you
will give my order.

Thanking you so much and trusting to
hear from you very shortly, I am,

Very sincerely,

(Name on request)

*This is the favorable
time to buy*

Orange Marmalade

Sugar is high in price.

Oranges hard to secure
—owing to ocean bot-
toms being scarce.

**Aylmer
Orange Marmalade**

Buy Now, for Future Profits

**DOMINION CANNERS, LTD.
HAMILTON - CANADA**

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

A Profit All the Year 'Round

Shredded Wheat is so nourishing that it will take the place of eggs or meat, but no other cereal will take the place of

Shredded Wheat



Always the same price, always the same high quality, the cleanest, purest, most nutritious of all cereal foods.

And the article that sells so steadily as this pays you best in the long run. Shredded Wheat is an all-year-round profit maker.

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.

"Made in Canada"

The Canadian Shredded Wheat Co., Limited
Niagara Falls, Ont.
Toronto Office: 49 Wellington Street East



Williamson's Lightning Healing

Powders are wanted in every community

Farmers and horse-owners appreciate the curative properties of Williamson's. We want you to profit by this.

One of our trial supplies will show you what this line offers you. We will send you one dozen free of charge, express prepaid, you to make remittance when goods are sold.

Every sale gives satisfaction and leaves you a profit of \$2 per dozen.

Harness dealers should order through jobber.

The Williamson Mfg. Co.

GUELPH, ONT.



Whittemore's Shoe Polishes

IT'S an old story—that's why it's so often forgotten. So we want to remind you again that the best known goods are the easiest to sell. The best known dressings are Whittemore's, made by the Oldest and Largest Manufacturers of Shoe Polishes in the World.

The World's Standard Dressings

OIL PASTE

High grade paste polish, large tin boxes, easy cover remover attached. Black or Tan, 10c size.

GILT EDGE

Self Shining Dressing, 25c size.

FRENCH GLOSS

Self Shining Dressing, 10c size.

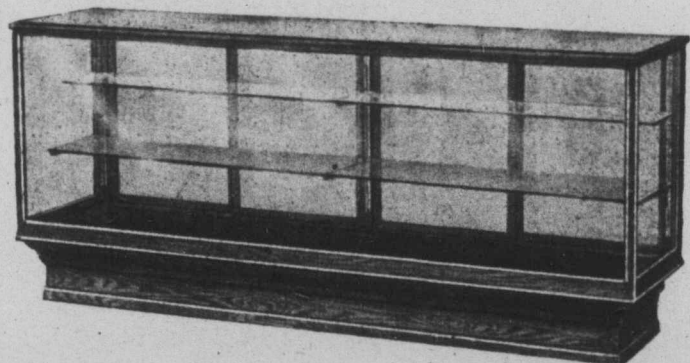
BOSTONIAN CREAM

will be a big seller in any color this coming season. 25c size.

WHITTEMORE BROS. CORP.

CAMBRIDGE, MASS.

An efficient, handsome show case at a trifling cost



The cost is really trifling when compared with the high prices charged for the average Display Case. And this "Western" model is just as good-looking and every bit as efficient as the higher-priced fixtures.

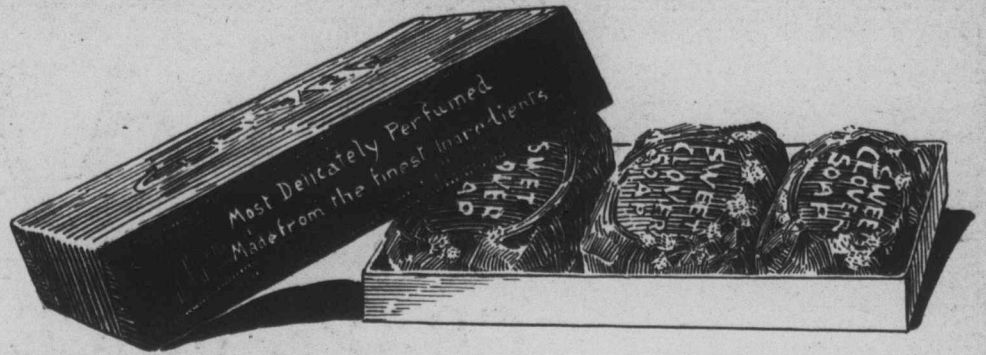
Correctly constructed, reliable and practical, the "Western" will be a decided addition to any grocery store. Write us for full details.

The Western Mfg. Co. Ltd.

REGINA, SASK.



In two colors—White and Pink

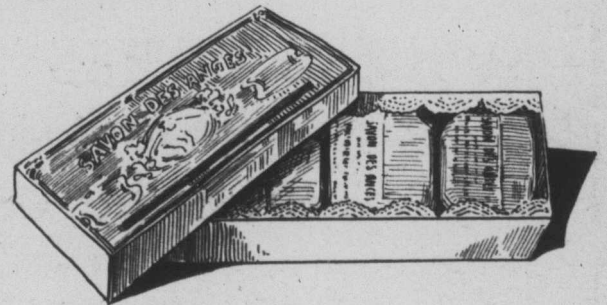


Give particular attention to this ad. if special prices and large profits appeal to you

THAT you may know what real easy sellers our high-grade TOILET SOAPS are we are offering you one gross assorted (forty-eight packages, three cakes to each package) at the rate of \$10.00 f.o.b., any point in Ontario, Quebec or the Maritime Provinces.

We also include, as premiums, three dozen packages of either MECHANICS' HAND CLEANER or MELITA TALCUM POWDER.

This offers you a grand opportunity to open up a paying toilet preparations department. Remember—these are all high-class products—the kind that “repeats.” And the profits are big.

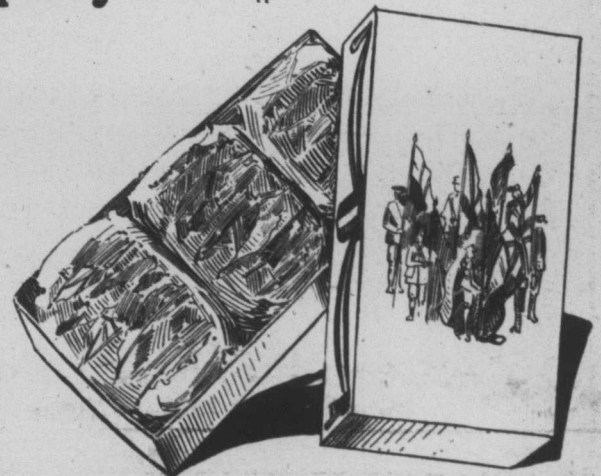


Don't miss them.



A big favorite

French Soap Company
1613a Notre Dame E.
MONTREAL



NIAGARA

RED and WHITE

GRAPE JUICE

Trade Prices

50c. Size	Per Case (1 Doz. Qts.)	\$4.00
25c. " " "	(2 Doz. Pts.)	4.50
10c. " " "	(6 Doz. Ind.)	5.00

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CANADIAN GROCER

Vol. XXXI.

TORONTO, AUGUST 31, 1917

No. 35

Certain Food Items Under the Ban

Retailers, Wholesalers and Canners Meet to Discuss Embargo on Some Lines of Canned Goods—Serious Objections Urged—Restrictions Bear Heavily on Classes Least Able to Bear Them—Scope of Embargo Materially Lessened Owing to Representations of Trade.

UNDER the powers conferred upon him as Food Controller, Mr. Hanna has banned the use of canned peas, canned corn and canned tomatoes, beans, carrots, pumpkins and sundry smaller items. This order was promulgated on the night of Thursday, August 23, and is to be effective until October 15 for Eastern Canada and till October 1 for all points west of Sault Ste. Marie. The order provides a fine of \$200 for any sale by a retailer of these commodities during the prohibited period. The order is far reaching, meant to conserve these goods and to induce the consumption of green vegetables. Anyone trying to evade these regulations, whether retailer or consumer is subject to this severe fine.

As, however, the idea of the order is not to hold up business, the grocer and the wholesaler may buy these goods as he sees fit, providing he makes no effort to dispose of them prior to the specified time.

This new move on the part of Mr. Hanna came like a bolt from the blue. On Wednesday of last week Mr. Hanna had Mr. Marshall, of the Canners' Association, and Messrs. Drynan and R. L. Innis, of the Dominion Canners, meet him in Ottawa, and informed them that he intended to impose a restriction on the sale of canned goods for a period of three months. These gentlemen urged him to consider the matter. This was granted, and that the matter might be fully considered, or as fully as was possible in the brief space of time available, a meeting of representatives of the canning interests were called to meet in the King Edward Hotel, Toronto.

Meet to Discuss Embargo

Senator Smith was elected to the chair, after which R. L. Innis, of the Dominion Canners, outlined the proposal of Mr. Hanna and asked the opinion of the meeting.

There was evidently a good deal of uncertainty as to what Mr. Hanna intended to prohibit, and it was urged that this

matter be made clear. Mr. Foster, Roncesvalles Ave., Toronto, urged great hardship that any curtailment would be upon some classes of people. The idea of restriction was, he believed, to conserve perishable goods, that had been specially grown to meet the stringent food conditions. In these goods produced there was very little of a perishable nature. Only corn and tomatoes, and very little of either, was grown in these gardens. In Mr. Foster's opinion the regulation, if enforced, was likely to cause considerable hardship among the poorer classes. He had a good deal of farm trade, and a goodly part of that was represented by canned goods of one sort and another. Then there were the poor people of the city. Living in restricted quarters, where they could not take in supplies of fresh vegetables, and who had few facilities for cooking. To these people this restriction would come as a real hardship.

Western Conditions and the Embargo

Mr. Gordon, President of the Western Wholesalers' Association, added still further weight to this argument. He did not think that Mr. Hanna was familiar with living conditions in the West, nor could he understand what a serious move this would be. The Western farmer farmed grain and very little else, the number who grew enough vegetables for their own immediate use was a negligible quantity. To put an embargo on canned vegetables was to shut them off from the use of vegetables altogether, and to shut them off when they were all working at their capacity, and where no one had much time for cooking fresh vegetables even had they been available.

More than that, as well as being a hardship to the consumer it was going to cause serious difficulties in the trade. The retailer had ordered his canned goods, and under normal conditions they would go forward to him in the usual way. Now there was the possibility that the retailer would not feel like paying for goods that he could not sell. Who, then, should

carry this business? The wholesaler? He was in most instances carrying as heavy accounts with the retailer as he was justified in doing. The probability was, therefore, that the canner would have to hold his stock in storage until the approach of the lifting of the embargo. This possibility brought about another serious possibility—the matter of the distribution of the required canned goods through the West. Last year with shipments coming along regularly from the very start of the season there was congestion. Goods had to be shipped in heated refrigerator cars at increased cost. In many instances such cars were not available and serious losses had resulted. Of course, adding to the price of the goods. This year the railways had held out no hopes of better conditions. There would be the same shortage of cars at best, and the very probable result of the restriction on the sale of canned goods would be to retard the shipments still much later in the season, with enormously increased probability of congested traffic and consequent loss.

The Western farmer depends largely on canned goods. They must get these canned goods in early. They must be in the farmers store room before frost occurs or in all probability not get there at all. This was the business that this legislation would jeopardize.

W. C. Miller, of the Retail Merchants' Association, urged the hardship that this measure would be to the merchant practically 40 per cent. of whose sale would be cut off. There was also the matter of people sending canned goods to the boys in the trenches. This had developed into quite a business, and was a great pleasure to the men at the front. Were the opportunities for sending these goods to the soldiers to be destroyed. There were also other people to whom this regulation would work a great hardship. People living in small apartments or in crowded quarters anywhere, where there was no storage room and who in the nature of things were compelled to buy from hand

to mouth. Then there were lumber and mining camps and similar activities, where providing fresh vegetables would be strictly an impossibility.

Mr. Innis of the Dominion Cannery told the gathering that he had drawn the conclusion that Mr. Hanna intended to put this matter through, and he thought it would be unwise to oppose the matter out and out. He urged rather that they present their side of the case, and urge the hardship that such a measure would involve if maintained for any great length of time, and rather see if they could not convince Mr. Hanna that a shorter period of prohibition would be in the best interests of the country.

Mr. Stone of Mickle and Company seconded this suggestion. He urged a broader outlook, and pointed out that if they opposed the matter in toto they would be considered to be fighting only for their own gain. He thought it would be best to take the legislation in the spirit in which he believed it was suggested, but to try at the same time to limit it so that it should not prove an unbearable hardship.

Mr. Richards of Pape Ave., Toronto, was inclined to think the measure was discriminatory. Most of the vegetable trade was in the hands of foreigners, he stated, and most of the canned goods trade in the hands of Canadian. He did not think it right to take the trade from the Canadian to give it to the foreigner.

The general feeling of the meeting was, that while they doubted the efficacy of the act to meet the need it was intended to meet they were to give it their hearty cooperation provided that it could be limited so that it would entail a minimum of hardship on all concerned.

A committee was then appointed to wait upon Mr. Hanna and to present their side of the case, urging especially the wisdom of a shorter period of restriction than three months, the exceptional conditions prevailing in the west and the wisdom of excepting certain classes, who would be seriously affected from the operation of this law.

The Committee was appointed as follows.

Senator Smith, chairman, Mr. Marshall, Drynan and Innis, representing the cannery. Messrs. Gordon, Blain, Smye and Beckett representing the wholesalers and Messrs. Foster, Stone, Barron, Dowson and W. C. Miller representing the retailers.

Those present at the original meeting were:—

Chairman—Senator E. D. Smith.
Representing the Cannery—Messrs. Marshall, R. L. Innis and W. L. Drynan.
Wholesalers—Messrs. Gordon, Winnipeg; Smye and C. Beckett, Hamilton, Hugh Blain, W. H. Millman, W. P. Eby, Walter Lumbers. H. Detchon, Canadian Credit Men's Association.

Retailers — Messrs. Foster, Dutton, Clifton, Dowson, Carmichael, Barron, Stone, R. Richards, Clifford, Blood, Squire, Nettleton, Stanely, Bell, and Horace Chevrier, President of the Retail Merchants' Association, and W. C. Miller, Ontario Secretary.

A NEW MERCHANDIZING ACTIVITY

An activity styled the Canadian Buyers' Service, with headquarters at 29 Birch Avenue, Toronto, has recently come into some public attention. The avowed intention of this company is to provide information in any matter pertaining to kind of merchandise, and to provide goods at less than normal costs, either by city delivery or mail order.

This activity, while under separate management, is associated with a publication styling itself the Canadian Housekeeper. As an inducement to purchase this magazine the purchaser is assured of a discount of 3 per cent. on purchases from the Canadian Buyers' Service up to \$50.00, or until the amount of the subscription has been refunded.

The organizers or solicitors for the Canadian Housekeeper and Canadian Buyers' Service, state in their canvass that they have the authority of the Food Controller behind them. This, however, we find is not the case.

As this type of business and these assertions seem to warrant some publicity, the Canadian Grocer is investigating the matter, and will deal with it at some length in the issue of next week.

MR. HANNA MEETS TRADE HALF-WAY

Listens to Arguments, and Makes Some Important Concessions Period of Operation Curtailed.

In receiving the Deputation, Mr. Hanna stated that a great deal of pressure had been brought to bear on Committee of National Resources, and Women's Institutes with the idea of increasing production. This increased production had been forthcoming, and must be taken care of.

The representations of the delegation, were well received, and Mr. Hanna admitted the force of their contentions, and gave them to understand that in place of the indeterminate embargo over all the country he would limit the operation to October 15 and for the west would permit a further reduction of two weeks.

He was also quick to see the need of certain exemptions, and readily acquiesced in the suggestion, that in cases where this regulation would prove a severe burden that there should be a provision exempting such cases from the operation of the order.

Among the exemptions will be lumber camps, mining camps, survey parties, hospitals, fishermen, overseas shipments, railroads and steamboats, where limited accommodation forbids the use of fresh vegetables. With these concessions the deputation felt fairly well satisfied.

Actual Terms of Canned Goods Embargo

List of Prohibitions Somewhat Wider Than Suggested — No Prohibition Against Householder Using Stocks on Hand.

THE actual Order in Council regarding the prohibition of the consumption of canned vegetables, has but just been made public. It is shown to be slightly more drastic than Mr. Hanna's statements led the public to believe. That is it takes in a few food products that have not been mentioned in Mr. Hanna's public references to the matter.

The Order in Council urges as the reason for its existence the need for the prevention of the waste of green vegetables that have been grown in large quantities this year, and the consequent conservation of non perishable foods.

The order prohibits the sale of these goods to the consumer, but places no restriction on sales as between the different branches of trade.

The order is against the sale to the consumer only. It does not bear any clause prohibiting the use of any stocks that the householder may have on hand.

The important clauses of the new Order in Council are reproduced herewith:

"(1) On and after the 24th day of August, 1917, and until further notice,

except as hereinafter provided, the sale and purchase of peas, beans, tomatoes, beets, celery, corn, spinach, rhubarb and pumpkins, preserved in cans, glass jars or any other container, commonly known as "canned vegetables," is prohibited.

"(2) The above regulations shall not apply:

"(a) When such vegetables are sold by the manufacturer to the wholesaler, the jobber, or retailer or by the wholesaler or jobber to the retailer; or

"(b) When such vegetables are to be consumed in lumber camps, mining camps, construction camps, and dining cars, provided that they will be consumed inside of the lumber camps, construction camps and dining cars, and not resold.

"(c) When such vegetables form a part of the contents of a can, glass jar, bottle or other container, and are sold as soups, catsups or pickles.

"(3) It is provided, however, that the Food Controller for Canada may issue licenses permitting the sale and consumption of 'canned vegetables' in such cases as he deems necessary or exceptional."

Sugar Situation Somewhat Brighter

American Refiners Faced With Probable Price-fixing Adopting More Moderate Attitude—Sugar Declines Slightly—
These Conditions Will Probably be Reflected in Canadian Trade.

THE sugar situation, that promised a very dark future only a brief time ago, is somewhat brighter at present.

There are several reasons for this; the strong supply of beet sugar which is marketed at a very substantial profit, the somewhat brighter outlook from Cuba, though conditions still not all that could be wished in that section, and the somewhat easier shipping situation, that has made possible the shipment of a very substantial amount of the Java crop, which is extremely heavy, to Britain and British dependencies, and thus releases a surplus that would otherwise have had to be secured from American refiners.

Possibility of Legislation Regarding Sugar Prices a Modifying Factor

The main reason, however, for the probability of somewhat easier market figures for sugar is the fact of the big stick wielded by the Food Controller. Mr. Hoover has been turning his attention to the question of sugar, and according to the most recent announcement has come to an agreement with the beet sugar manufacturers which will mean a reduction of approximately one and one-half cents a pound. As the item of beet sugar represents in the neighborhood of 700,000 tons it is by no means a negligible item. With the protection of the tariff and incidental charges, such as war freights that have not affected the beet sugar industry to the same extent as the cane sugar industry, they are in a position to meet the government half way in the matter of price. The probability, and what the cane sugar refiners are fearing and providing against as well as may be, is that this matter of regulation will not be confined to beet sugar alone. It is probably this fear that is behind the general tendency of refiners to stand out against any increase in prices, such as seemed probable only a couple of weeks ago. Indeed, at the time of writing, there has been a minor decline in price on the American cane sugar market. The American sugar crop is just coming on the market, and this fact in itself is having an influence on the situation. This crop is estimated at a trifle over one million tons, and the Cuban crop, which is almost completed, at three million tons. With an estimated consumption of three and a half million tons and contracts with the Allies for about one and a quarter million, there appears to be still a fair surplus on hand. As it has been repeatedly demonstrated, however, that sugar consumption grows in war time, the estimate of American consumption may be found to be far below the actual amount demanded. Also there may be a larger demand from the Allied nations, which would form a serious item, though the opening up of the trade in the Java crop seems a hopeful

sign. The surplus in sight is not of itself sufficient to assure steady prices, but the surplus backed by the big stick of the Food Controller, who according to some reports is preparing to set the price of sugar at 7 cents and according to other

reports at 8 cents, will, it is expected, have a far more salutary effect.

This, of course, only relates to American conditions, but as the American market practically defines the Canadian situation, there appears to be less likelihood than there was a week or so ago, of sugar going to any further new record levels. The 7 cent price is hardly a probability, but it would not be beyond the bounds of possibility that the eight cent price might be set by Mr. Hoover. If this should be the case, prices in Canada would probably automatically set themselves at somewhere about the same figure.

An Exponent of Selling Goods in Bulk

Goderich Merchant Believes That Such a System is of Advantage to the Store—Gives a Personal Touch That Holds Trade.

Somewhere about seven years ago W. Hern went into the grocery business in Goderich, and in the course of those seven years has built up one of the representative businesses of the town. His store is situated on one of the corners of the octagonal square that gives a particular character to the town of Goderich. It has large windows facing in both directions, that gives it a bright, airy and roomy appearance. Mr. Hern is a believer in equipment, and the store is well fitted with many modern, merchandizing agencies and display fixtures.

One side of the store is devoted to a crockery and china department. When Mr. Hern took over the store this was part of the stock on hand, and as it represented a fair margin of profit he carried it on. Changing conditions however incident on the war have robbed it of the major portion of this profit, so that Mr. Hern intends eventually to do away with this department and confine his activities entirely to the grocery trade.

An Argument For Bulk Goods

Mr. Hern is one of those merchants

who is somewhat inclined to believe in the advisability of handling bulk lines in preference to package goods. In his experience he believes that he can give better value in that way, and associate this value more intimately with the store, than would be possible in selling bulk goods. Not that Mr. Hern refuses to handle bulk goods. He carries these lines and makes no effort to urge any of his customers away from them. It is only in the case where a customer voices a criticism of some package line, that he suggests, the goods that he sells under his own name. If they do not express satisfaction with these goods he makes some difference in the blend, until he gets some indication of the customer's taste. Once this is decided, the course is plain sailing. This is information he has gleaned by himself and is telling information in building up and holding trade. At least this is the way that Mr. Hern has judged conditions. There are other merchants who hold entirely opposite views. Mr. Hern's have proved satisfactory in his own experience.



Interior of the store of W. Hern, Goderich, Ont. Mr. Hern is the first figure behind the counter.

In Russia Through the Revolution

By JAS. A. HOSSACK,

Sales Manager, Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

EDITOR'S NOTE:—The following is the second instalment of the article entitled, "In Russia Through the Revolution." This article appeared originally in *Hardware and Metal*. It is republished in *CANADIAN GROCER* because it is felt that it deals with matters of interest to all; it deals with business conditions in Russia, and should prove of interest to all Canadian business men. The first instalment of the article appeared in last week's issue of *CANADIAN GROCER*.

I HAVE referred to the sense of freedom that the Russian feels to-day and the strange confusion that it is causing. In the army it has gone to such a length that the men have taken into their own hands the matter of the appointment of officers. It is done by ballot, the soldiers voting whoever they want to command their regiments. Colonels who have not been popular with the rank and file, have been promptly rejected, and in some cases junior officers or untrained men have taken their places. The men do not salute their officers now.

The sense of freedom that animates the people does not go to the length of dishonesty. So far as I could learn there was no looting of shops or private homes. Business men have suffered, of course, during the riots by reason of interruption to business.

Prices Are Skyhigh.

After the rioting and confusion in the streets, the next outstanding feature that impressed me was the cost of

everything. Russia is revolving dizzily on a high-price spiral. Everything is going up almost out of sight—wages, commodity prices, business charges, etc. The first day that I arrived in Petrograd, I found that city in the throes of several strikes. The dry-goods clerks, for instance, had struck for a 100 per cent. increase in wages, to be made retro-active to the first of 1916. It had to be granted, of course, but in order to cover themselves, the dry goods merchants had to advance all their goods 300 per cent. This made the cost of clothing so high that employees in other lines had to strike for higher wages. Their employers in turn advanced the price of their goods. This went right around the circle, until it came back to the dry goods trade. The employees of the dry goods stores found that the cost of everything had gone ahead of them so far again that it was necessary to have another agreement. So they struck again for more wages. And got what they struck for, of course.

So it goes in an endless circle.

Prices in many lines have advanced as much as 1,000 per cent. Here is a list of commodity prices that I compiled on June. A rouble, which was worth 51c before the war, is now worth about 22c.

Potatoes, 23 roubles a bag.

Boots, 80 to 150 roubles a pair.

Wood, 45 roubles a sagene (cord).

Lemons, 1 rouble each.

Cucumbers, 1 rouble each.

Grapes, 12 roubles a pound.

Scarcity of Goods

This is due primarily to the tremendous demand in Russia for everything. There is a shortage in practically every line. Russia is an agricultural country and depends on the outside world for nearly all manufactured goods. As it has been difficult to import goods since the war broke out, the supplies have practically vanished. When a merchant advertises to-day, for instance, customers literally swamps the store. It is not unusual to see lines many hundred yards long waiting outside a store.

Money is Plentiful.

Money is extremely plentiful. Only paper currency is in general use, however. I presume that people who have gold, silver and copper, are hoarding it.



Crowd waiting for news in front of the Duma.—This photograph shows a typical Petrograd crowd in early days of the revolution.—There were no newspapers and everyone who could (there were no street cars either) gathered in front of the Duma or other public place where news could be gathered. For days soldiers and workmen rode about the streets, on touring cars or trucks, while every conceivable class of people were in the throng on the streets. The Duma Building, once an Imperial Palace, is at the right, the main entrance on the small park. In the distance is the Smolni Monastery

This is natural when the paper currency can be used for all purposes.

The Government has issued paper money for even the lowest denomination, a kopek. The kopek worked out to about the value of a quarter of a cent when I was there. There were paper certificates representing one, two, three and five kopek prices; and from these lower values up to twenty kopek pieces. It is estimated that before the war there was paper money in circulation to the extent of six milliards. To-day the total has reached forty milliards.

The consequence is that everybody is carrying around loads of paper money. Paper kopeks are bandied around by the handful, by the pocketful. A man starts out for the day with his pockets crammed with paper money. He tips the waiter, who brings him his lunch, by bringing out a handful of paper money and passing it over. It is very seldom that any effort is made to make accurate change. You get a handful of paper. It may be ten or fifteen kopeks short or an equal amount over. Neither party cares. You put the paper in your pocket and go away contented. If any money blows away from you during the course of a transaction, you don't bother chasing it. It would not pay you for the time. Such, at least, is the way things are in business circles. Perhaps lower down there is more careful handling.

Money has become indescribably dirty from much use. It is, however, the official currency of the realm and has the Government of Russia behind it. It is accepted in all business transactions and at the banks. It is handled loosely because the advance of all prices has reduced the buying power of the rouble; and in any case, the Russian is a free spender. If he makes fifty roubles to-day—and it is not a difficult matter to make fifty roubles in Russia now for the lowest form of labor—he is very likely to go out and spend it. He figures that he can make fifty roubles again to-morrow. If there is any thriftiness in the Russian race, it is not apparent in Petrograd at the present time.

Solutions Suggested

Among the educated classes it is apparent that the country is approaching financial crisis. It is believed that the Government, when a form of Government is found sufficiently stable to sober so crucial a question, must take one of two courses:

First, repudiate a certain proportion of the paper money in circulation, possibly 25 per cent.

Second, take over 25 per cent. of all deposits in the banks over a certain amount and on all securities held by individuals over a certain amount and give Government bonds in return.

No Money Sent Out of Country

The only step that has been taken so far to control the financial situation is a Government order prohibiting the sending of money out of the country.



Ruins of Moscow District Police Station, Petrograd.—In many parts of the city the police defended themselves in their stations, or from the roofs or attics of houses. Whether there was shooting from the station or not, they were looted and the furniture and records burned. Where a defence was made, as in this case, the entire building was burned.

This measure is intended as a temporary one to enable the authorities to get the situation in hand. For the time being it puts a stop to all purchase of supplies in foreign countries, except in cases where the shipper is prepared to take his chance and wait for payment. Some outside firms were continuing to do business with Russian importers on an agreement by which the money covering the goods supplied was left on deposit in Russian banks to their credit. This amounted to practically the same thing as sending the money out of the country, as it was withdrawn from circulation; and the Government has now issued a further order prohibiting the depositing of money to the credit of foreign firms. This is also a temporary measure, but it is not likely to be lifted until the financial situation has improved.

Everything Coming Out Right

I am absolutely convinced, however, that everything is going to come out all right. The resources of the country are so great that there can be no doubt of the ability of Russia to weather any storm and win her way through any crisis, political or financial. I believe that, as soon as the country settles down under a well-established form of government, the present chaos in business and financial matters will soon be remedied. Prices of goods are bound to remain high, owing to the great scarcity that exists in Russia in every line, particularly in foods. The tendency to soar to unheard-of prices could, however, be checked if a government were established with real authority.

The Great Wealth of Russia

A visitor to Russia, even during these

troubled times, carries away an indelible impression of the wealth of the country. It has resources so great and so inexhaustible that the country seems immune to any real danger. Disasters on the field and financial or political crises at home are events of the passing moment, and can have no bearing on the future that lies ahead of this great country. The people themselves feel it. They are beginning to feel their strength. When they hear of German successes, they say: "They can't hurt us. We are too big."

Business Conditions.

The business side of Russia is an eye-opener. Business there is conducted on a big scale, I might say on a colossal scale. The outside world has entertained the impression that Russia is a primitive country, and that business is done in a more or less primitive way. Nothing could be further from the truth.

I found the business houses well organized, and the stores big and attractive. There is not yet to be found in Russia a department store as we understand that term. In Moscow there is, however, a store employing twelve hundred hands. In Petrograd the specialty stores are as well equipped as the best stores of any capital of Europe. You can see the same glittering plate glass fronts, and, the same handsome fittings. Inside one is amazed—I know that I was—by the quantity of goods. The idea entertained by people of other countries that only cheap goods are sold in Russia is ridiculous. Conditions are almost the exact opposite. Russians buy the very best of everything. I saw, in the hardware stores, magnificent cutlery and splendid samples of brass, cut glass

and silverware. Of course, supplies were light. Stocks have been sadly depleted in all lines.

Misled by Germany

It seems altogether feasible to me that the outside world has in the past been deliberately misled with reference to the Russian market. Before the war Germany practically monopolized the trade of the country. The Teutons were literally conquering Russia by a slow campaign of commercial suzerainty. Nearly everything in the line of manufactured goods sold in the country came from Germany. Certainly there were plenty of British, American and French goods sold in Russia, but in comparison with the huge volume of German imports, the Russian trade with other countries was quite insignificant. The Germans were getting in everywhere. They were a potent force in the finances of slow-moving Russia. As events have demonstrated, they practically controlled the court of the Czar. Why Germany attempted to conquer Russia by force of arms when she was slowly conquering the Bear by commercial pressure is a question that must puzzle students of world politics.

But to return to my point: I am convinced that the Germans, in their anxiety to keep the Russian market to themselves, deliberately painted an entirely erroneous picture of Russia for the benefit of the outside world. It is hard to account otherwise for the complete misinformation which we have had, and believed with reference to Russia.

Orders Are Big There

The scope on which business is done

is surprising to say the least. Orders were offered for supplies that at first I could hardly credit. They did not seem real.

I found this also: The Russian business man wants to do business with Great Britain, Canada and the United States. They know Canada now, and their knowledge is favorable.

"Canada, yes," they would say to me. "We have heard of what your soldiers are doing at the front."

This could not be a better recommendation. The reputation won by our troops in Flanders is as good as a letter of introduction for the Canadian business man in Russia.

I found that they take kindly to American patterns of goods, but—and this is an important point—they complain that quite often the goods when received are not up to sample. The Russian business man is thoroughly honorable himself, and he cannot condone any degree of laxness in others. Consequently, the shipping of goods below sample would completely undermine trade relations in course of time.

We Must Do Things Right

Yes, Canada can work up a splendid trade connection with Russia, but we must learn to do business their way.

The Germans were wise enough to meet Russian conditions. We must do the same.

Just what those conditions are Canadian manufacturers must find out. There is one way to do it. Go there, meet the Russian in his own warehouse and his own store. Establish a personal connection. Find out how he does

things and how he likes things done. I found out things that could never have been learned at second-hand, and any man who goes over there as I did, and keeps his eyes and ears open, can do the same. It is the only way.

Opportunities for Trade.

The future holds out wonderful opportunities for trade in Russia. Before the war, Germany had almost a monopoly on the field, but the Russians are now themselves looking around for new sources of supply. They do not want to trade with Germany after the war. They say they will not.

But this fact must be borne in mind. The end of the war will find Russia bared of all manufactured goods. The condition is serious enough now. When the blockade of war is lifted, Russia will want goods of all kinds in tremendous quantities at once. The people of Russia do not want to renew their former close trade relations with the enemy, but, if German goods come into the country on a market bared of everything, they are going to buy German goods. That is inevitable. It might be that they would decide to deal with Germany, for the time being, until they could get squared away. But it would be easy to slip back into the old system. If British and American manufacturers are not ready to supply Russia with what she needs as soon as the war ends, then Germany will get that trade back.

And so I feel that now is the time for the work to be started. It will not be sufficient to start when the war stops.



Barricade on Litany Prospect—The first soldiers to go over to the side of the strikers, thus making a revolution possible in Petrograd, captured during the first day the Arsenal on Litany Prospect, distributed arms and ammunition to the workmen with them and prepared to defend themselves should other bodies of troops remain loyal and come against them. They erected barricades of packing boxes across the street at each end of the Arsenal and placed behind them cannon taken from the cannon factory in the Arsenal.

Food is Very Scarce.

So much for business conditions and opportunities. Socially, of course, things are very much upset. The food problem is causing considerable uneasiness, for food is very scarce indeed. Russia is living on a decidedly reduced diet, and, as I have already pointed out, prices of food have gone to unheard-of levels.

What bothered me most was the total absence of wheat bread; all that can be obtained now is black bread. It is really black—black as the ace of spades. And sour. I could not eat it without completely upsetting my stomach. Luckily the wife of a man who had been acting in Russia as our agent, had a small supply of white flour left and she was good enough to bake me a loaf once a week. This precious white loaf I used to hoard with all the watchfulness of a miser. I kept it locked up in a grip, and before each meal I would unlock the grip and carry the loaf down with me to the table. I allowed myself one slice only at each meal. In this way I was able to keep going.

There is no white flour obtainable, and this means not alone no white bread, but no puddings, no pastry, no rolls, nothing, in fact, to set off a meal. Meat is fairly plentiful, and fish can be obtained without difficulty. The Russian people eat a lot of game, pheasants being rather a commonplace item.

Six Dollars a Meal.

Food at the hotels and restaurants is extremely expensive. I figured that it used to cost me in actual money about six dollars a meal. There was no escaping this heavy tax. One had to eat, and food was not obtainable at lower prices.

Little sugar is obtainable. You are allowed one lump of sugar with each meal; and that does not go very far.

\$2.75 to See Charlie Chaplin

And speaking of prices, one night I went to a moving picture show, and it cost me, in real money, \$2.75. The bill was featuring Charlie Chaplin. This, I think, represents the apex of the high price tendency — \$2.75 to see Charlie Chaplin!

The Russian public, by the way, is taking to moving pictures, but not to the inimitable Charlie. They do not see the delicious humor in the throwing of a custard pie. They can't understand horseplay of any kind. It was rather an experience to sit there and see the stony, puzzled faces of the people as they watched the roughhouse work on the screen. I don't suppose they realized it was comedy.

To reach the Russian public, a play must be weird and sad. If the heroine doesn't go mad in the last act and the hero commit suicide, the people think they have been offered second-rate stuff. They apparently want to be reminded in their plays as well as in their books that the world is old and sad and weary.

The People Themselves.

This brings me to the question of the Russian people themselves. I brought back a very high opinion of them indeed. They are very serious, and more than a little fatalistic, but they are honorable to a degree. In dealing with them, you feel that you are always safe. They are extremely courteous; and their courtesy is more than skin deep—it goes right to their hearts.

They have no sense of time. In that respect they are distinctly like the man of the east. Perhaps it is because the country they live in is so vast and they have born into them a feeling that time is vast, like Russia Itself.

You approach a Russian on a business matter—say, the matter of a passport—and you meet with every politeness. He is a charming fellow; only too glad to converse with you, to do little things for you. But try to get him down to cases, to get your little matter of business definitely settled!

"Oh, yes," he will say, with a disarming smile. "To-morrow we shall settle all that. To-morrow."

"But," you protest, "I am leaving the country as soon as possible—to-morrow, I hope."

"But why should you want to leave our country so soon?"

To-morrow! Unfortunately, on the following day, he again talks in terms of to-morrow. To-morrow never comes.

A Political Crisis Coming

I am convinced that everything is going to come out all right in Russia in a political sense. But before a condition of stability comes about, there must be another revolution. At present there is no authority in Russia. People do as they wish. Kerensky is liked by everyone, and is, I believe, a great man in every sense of the word, but he has no real authority. I saw him many times in Petrograd. There is no formality about him, and he appears on the streets openly and freely. He speaks to the people as one citizen to another, and they regard him as their real leader; but he cannot enforce authority. At least he could not at the time of which I write.

I heard a story about Kerensky which illustrates how things stand. He had started out on his famous trip to the front to get the army back into the fighting mood. At one point he addressed a regiment, urging the soldiers to stay where they were.

"Why don't you fight yourself?" asked some of the troops.

"I intend to!" cried the leader. "But it would do no good for me to walk out all by myself. I cannot fight the German army single-handed. When the Russian army is ready to fight again, I shall take a rifle and go into the trenches with you."

Most of the regiment decided to remain, but a large number were adamant even to so spirited an appeal. They

left the ranks and wandered back home. They probably figured that the revolution had made them the equals of even the great Kerensky, and that they were free to come and go as he was.

Poisoned by Vodka.

At several points along the lines regiments took upon themselves to make peace with Germany. At one point they fixed up peace terms by which Germany was to get Riga. At another point terms were fixed up on the principle of the status quo and with the further understanding that the conclusion of the agreement was to be celebrated by the sending over from the German lines of a supply of vodka—which is still unobtainable in Russia. When the vodka came over, it was poisoned and numbers of the troops died.

But No Separate Peace.

But Russia does not intend to quit. There is no talk of a separate peace. I believe firmly that, once the present troubles are squared off and a firmly entrenched form of Government is built up, the nation will go back to the business of making war on Germany with more power and enthusiasm than before.

In the meantime, however, a second revolution must come. What I mean is that a strongly constituted form of government can only be established by taking the reins of power. The move, I think, must come from the army. When it comes, Kerensky may be in the lead. I hope so, for he is the strongest and ablest man in sight at time of writing.

I am convinced also, that the new form of government will inevitably be in the nature of a republic. Monarchical forms are gone from Russia for good.

(In the next issue Mr. Hossack will tell of his journey out of Russia. This will be one of the most interesting parts of the narrative.

**ANSWERED**

*"In answer to your questions,
Received by mail to-day,
On what goods do you specialize?
And does this system pay?"*

*"With the high cost of living,
Goods always on the rise,
'Tis hard to classify the goods
On which to specialize."*

*"We specialize on oatmeal,
And we specialize on soup,
And we specialize on remedies
For children with the croup."*

*"Because the sale of oysters,
Potatoes, eggs and butter, too,
Are small. They are so high in price
Our customers are few."*

*"The food 'sells best in winter'
That will fill you up the most.
Cornmeal is good for 'Johannie Cake,'
Codfish for 'quail on toast.'"*

*"What measures did we then adopt
To sell goods of this line,
We read the CANADIAN GROCER,
They'll tell us every time."*

Meeting Mail Order Competition

Grocery Merchants Should Make Friends With Mail-order Catalogs and Study Catalog House System—Competition Eliminated by Offering Equal Service.

THERE are a great number of grocers in Canada who are becoming more and more alarmed at the inroads of mail order houses and other agencies upon what they have always regarded as their individual preserves, but who are taking no action to meet them effectively. The mail order house has long been a menace to small town grocers and the recently announced plan of one large Toronto firm which is designed to capture even more trade from the town retail merchants has rendered the situation more acute, and more deserving of attention.

In meeting the situation the grocery merchant must first convince himself that he knows where the difficulty lies, and what it is that makes his townspeople and former customers desert him for the large city stores. Many grocers have never given the question enough thought to even investigate the source of the trouble—the mail order catalog—which is the medium for drawing trade away from home. The study of the catalog will indicate the solution of the whole problem, for the methods of the grocer's keenest competitor are thereby open for the most rigid inspection. The more that is known about the methods of a successful competitor, the better can the competition be met. If a grocery store in the next block was instrumental in drawing trade away from another merchant in the same manner in which the mail order houses are doing, it would be considered the only solution of the difficulty to investigate the competitor's methods and embrace them in the business losing the trade.

The foregoing statement seems logical, but how many grocers have gone to the trouble to take the first step in meeting such competition and purchased a complete array of mail order house catalogs. It is impossible to meet mail order competition without a knowledge of the matter contained in the catalogs, and the cost is a trivial matter in obtaining a complete supply of such books.

A study should be made of the literature distributed by such houses, for contained in it is information regarding the goods being purchased, goods being sent away for because home stores do not carry them or because through lack of advertising it is not known that local stores carry such lines. A study should be made of all lines of goods carried by the mail order catalogs and comparisons of prices made. Such houses are always trying to create a demand for other than standard lines, and are especially active in pushing their own goods on which a greater profit is secured. In such cases samples of these goods should be obtained and their quality

judged alongside standard lines carried in the grocery store.

Another advantage to be gained from a study of the mail order catalog is that the catalog house endeavors to create a demand for goods well known in other sections of the country, but perhaps not so well known in one particular section. Such advertising can be turned to good account if the grocer stocks the line being advertised, but he will not know of it unless he studies the catalogs.

There are a great many people who have come to regard the mail order catalog as an authority and herein lies another advantage to the local grocery merchant. Some lines which are slow in moving off the shelves even after extensive advertising, may suddenly become very popular through their being taken up actively through mail order catalogs.

In arranging advertising matter too, the mail order catalog may be of good use, for it invariably contains first class descriptive matter of standard grocery lines. The advertising matter in the catalogs is of a high standard and might well be taken as an example of what the local grocer's ads should resemble in appearance. The catalog literature should be kept close at hand when advertisements are being written up, for then the most valuable selling points in those particular goods will be brought out.

Without having the catalogs no comparison of prices can be made, and therefore it is impossible for the grocer to advertise that he can meet mail order prices. The competition must be known thoroughly before it can be met successfully.

The matter has been carried too far by some merchants who have the mail order catalogs placed right on their counters where they can be studied by the public in general. This practice may be all right as far as indicating that mail order prices are being met, but it is unfair to other merchants of the town for it may encourage grocery customers to send away for articles in other branches of trade which they would have bought at home had they not received the suggestion from the catalogs. The books should not be popularized, but should be kept on hand for reference in case any particular customer wishes mail order prices met.

Another big factor which might be of value in meeting such competition is advertising that mail orders will be taken care of. Such orders placed at the local grocery could be filled as far as possible from stock, and any further re-

quirements secured by the grocer from the catalog house. This practice not only brings in a certain profit to the local merchant but it eliminates the disadvantages of personal contact between the customer and the mail order house, and the better service as regards delivery will stand out in marked contrast to the mail order house delay in delivery.

By establishing the practice of getting people to bring their orders to the grocery store before sending them away, the local grocery merchant can hold his own with any mail order competition, securing his regular rate of profit on the part of the orders filled by him and losing nothing on the orders sent to the catalog house for goods which he has not stocked.

Mail order catalogs should be no cause for fear, and a careful study of them will soon eliminate this idea. Careful comparisons as to price and quality should be made and the grocery merchant should become familiar with them. When a study of the subject has been made it will be apparent to the merchant that goods which look alike in the pictures and which are similarly described may be very different in quality.

Many merchants have the idea that the mail order is a mighty ogre and a menace ever awaiting to sound their doom, but it is merely a competitor and the only competition which can be successfully met is that which is fully understood. It is therefore expedient for the grocery merchant to familiarize himself with his competition, to study its strong points, find out wherein lies its appeal which takes his trade from him, and when he has done this he can start a systematic and definite campaign to defeat the catalog house competition by offering equally good service and prices.



SPANISH OLIVE YIELD ABUNDANT

The prospects of the olive crop in the Province of Seville are said to be excellent. The trees have had favorable weather and show abundant fruit. Producers are hoping that no complications will ensue before the olives are gathered in September and October. The olive trees of the district have alternating good and bad years, and as the crop of 1916 was much below normal an exceptionally good one is expected this season.

The Province of Cadiz reports the olive trees in fine condition with exceptionally heavy flowering as a result of the rains of last winter. Cordova and Huelva reports are equally satisfactory.



A fine interior display for selling goods on sight.

No Official Notification of Bacon Embargo

Agents of Packers Advised Army Will Not Buy in Canada— Meaning of Restriction Not Clear—Would Seem to Indicate Full Supply and General Retrenchment.

THE suggestion that the British Food Controller has prohibited the purchase of further supplies of bacon and pork products in Canada, as yet lacks confirmation. There has been no official notification of any nature to bear out the suggestion. There is, however, evidently something in the wind that may not blow too favorably to the packing interests. European representatives of some of these firms have wired their principals to the effect that further supplies of bacon for the army will not be purchased in Canada at the present moment.

This is the nearest approach to anything official that is to be had. From this it would seem to be suggested that it was only the army business that was in question, and that in any event the trade with the civil population of the British Isles would not be cut off. Some of the packers are not inclined to take the matter very seriously, in the light of

the present information they are inclined to think, that the reference is merely to a readjustment of methods of business rather than to any restriction, that this business will still be open to them, but that it will be on the basis of a delivered price in England as was formerly the custom. Other packers do not take so optimistic a view, seeing in this move the influence of American packing interests, who are anxious to recover the business that flowed through Canada from the United States in the early years of the war.

Another possible explanation, and one that seems to be somewhat substantiated by the curtailment of the purchase of munitions, is that the large purchases of the past years have provided such substantial reserves that the British Government is in a position to put into effect a policy of retrenchment for some time at least.

Just what effect this will have is far

to see. If this last possibility is the case, it means a restricted market with all that such a restriction implies. The packers are not inclined to be fearful of consequences. This judgment is based on the assurance that there is an actual known scarcity, that stocks at present are inordinately light. They claim that in any event there is an ample market for all stocks available. This is very probably true. But should the embargo be shown to be an actual embargo and not merely a readjustment of business methods, there is a strong probability that market conditions on bacon would not be quite as strong as they have been of recent date.

JULY PRICES SHOW SLIGHT DECREASE

A slight decrease in the cost of living in July as compared with June last was noticeable in figures recently compiled at Ottawa. The index figure of the Department of Labor for wholesale prices was 242.6 in July as compared with 242.7 in June. Further, the cost of the average family budget of food at retail prices was \$11.62 at the middle of July as compared with \$11.89 at the middle of June.

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EDITORIAL BRIEFS

A BLAZE in the Goderich Manufacturing Company plant recently destroyed a plant that has been engaged in making boxes for the William Davies Co. As these boxes were used for the export of bacon, if present indications are correct, the William Davies Company will not suffer greatly by the loss.

* * *

THE Conscription Bill is at last a fact. It will be some weeks yet at the earliest before it can actually be put in operation. These weeks may well be used to prepare for the changes that are coming, for these changes will not be without difficulty for the grocery trade. It is the part of wisdom to meet the situation early and so forestall its difficulties.

* * *

JUST as Mr. Hanna has got us all wrought up shunning the morning rasher of bacon as though it were the devil, in order that there might be a surplus to export to Britain, there comes to hand a ruling of Baron Rhondda to the effect that no more Bacon would be imported into Britain. Now isn't this "the most unkindest cut of all." It looks as though these food controller chaps might with benefit get together and get a real program going.

* * *

MR. HANNA states that he has a committee studying the question of the advisability of further killing

calves, lambs and light hogs. It appears to us that a reasonably intelligent committee ought to be able to answer this question after a moment's thought. If the committee has been set to consider the advisability of restricting the consumption of beef and bacon, and the food controller had arbitrarily forbidden the destruction of lambs, calves and small pigs instead of vice versa, there would be a more general confidence in the wisdom of his acts.

GETTING THE GOODS TO THOSE WHO NEED THEM

ISN'T there a danger that some of our officials are tackling the problems of high food prices from the wrong angle?

The CANADIAN GROCER is constantly in receipt of letters from fruit and vegetable growers, who are under the impression that they are being fleeced by the city commission man. The fact of the matter is that both they and the commission man are the victims of a totally inadequate system of distribution.

There is no good and sufficient reason why peaches should sell in some distant towns for a dollar a basket and more, and in Toronto and Montreal for twenty-five cents a basket. There is no use in blaming the commission man. He is merely a victim of the system. It pays him just four times as well to sell a basket at a dollar as to sell them at 25 cents. The difficulty lies in the fact that the larger markets are kept in a constant state of glut, while the distant smaller markets are starving for goods. Why cannot some of the many well-paid officials, who have been appointed to bring down food prices, devote some time to attempting to arrive at some better method of distribution. There is no reason why market conditions should be either a famine or a glut. Everything grown in Canada could be disposed of at a fair and equitable price, if it could only be arranged to get the goods to the people who want them. This should surely not be an impossible proposition.

THE POOR MAN'S FRUIT

SEVERAL times of late the CANADIAN GROCER has heard the proposition advanced, that it would be well to forbid the sale of bananas and oranges to conserve the country's resources, to provide an added market for Canadian apples, and to save money that might be spent on more necessary foods. There are several reasons why such a course would not be the course of wisdom. The main reason is that the banana and orange, and especially the banana is the poor man's food. It is a peculiar thing that in all the restrictions or proposed restrictions, the poor man who can least readily afford to suffer, is elected to the chief mourner's position. In several separate

occasions a tariff has been placed on the bananas, in every instance it has been found necessary to withdraw this tariff within a few days of its inception. Governments have found it unwise to tamper with the poor man's food.

Moreover, oranges and bananas are cheap food. The cheapest probably of all the lists of fruit. A dozen bananas that come from Central and South America, half the world away, are sold cheaper in our streets to-day than apples that come at farthest from Delaware, or around Pontiac, Michigan. Save in a few instances, oranges are actually cheaper during a great part of the season than our own Canadian fruits. You can buy oranges and bananas in small, back country towns where the appearance of some Canadian fruits is almost unknown.

Unless the idea is to penalize the poor man, and those living in more distant parts of the country, there can be no hint of any restriction against the poor man's fruit.

"WHERE ANGELS FEAR TO TREAD"

THE Government in the attitude adopted toward the delegation that waited upon them recently to again urge the appointment of an Internal Trade Commission, is evidently temporizing. For reasons best known to themselves they have evidently decided against such an action, though they have not definitely said so. They remain deaf to the demands of united business interests, and to the suggestions of their own official investigator, who in his report on sugar, states:

"There is an overpowering need, in my judgment, for such a board of supervision of such matters as the business interests of Canada which they have been long demanding. The Federal Trade Commission fulfills that office within the United States. In the hope that some such body may be created for Canada I am holding over twenty or so matters concerning most of which the present law would in all probability pronounce criminal combinations, but which I am perfectly sure that public opinion would, after consideration, pronounce harmless, if not beneficial."

Mr. O'Connor, in the course of his investigations, has learned that there is a case to be made for the business interests. But his hopes are vain. The Government will pay no heed to these facts. Knowing nothing of these conditions that have even called the impetuous investigations of Mr. O'Connor to a halt, they still feel competent to handle the matter among themselves. Guidance by the blind is surely sobering situation.

CONSERVATION THAT DOESN'T CONSERVE

MR. HANNA has once again adopted drastic measures and banned some important items of food. We are not questioning the necessity of the conservation of food. But one may be permitted to

question the wisdom of the items selected for the embargo.

In placing an embargo on canned peas, corn and tomatoes, Mr. Hanna will not conserve much food, because the embargo is in force when the natural tendency is to eat fresh food. It will have the effect, however, of disorganizing one of Canada's greatest industries. The Government has been urging the farmer to produce. Now the farmer engaged in the production of goods for the cannery, sees an embargo clapped on these very goods. Next year he will say to himself: "This will probably happen again, so I will go slow in planting."

Is it likely that the retailer will take stocks of canned goods and pay for them promptly when he is forbidden to sell them. If he doesn't pay for them promptly, who shall be called upon to bear this increased burden, the wholesaler or the canner? If he refuses to take the goods contracted for on the idea that there being less time in which to sell them there may be a decline in the set price. How will the canneries who are not provided against the need of storing enormous quantities of stock to meet the situation. What also will happen when the buyers in the West start to buy this stock six weeks or two months after the normal time? The business that was spread over several months will have to be handled by the railways in one month. Everyone knows how ignominiously the railways fell down last winter and there will be no better conditions this year. Therefore, this situation alone presents a critical aspect.

There has been a disorganization, and little or nothing gained. A good deal of hubbub, on the part of Mr. Hanna, to prove to his political friends that he is the man of the hour, but beyond that nothing. His activities have touched the fringe, not the centre of things.

He forbids the serving of beef in restaurants. Every restaurant replaces its beef item with veal and lamb. The price of these commodities leaps enormously in the course of a few days. A large packing house purchases thousands of calves and ships them to the States, without let or hinderance. Mr. Hanna has conserved an item of beef at the expense of a far larger item of veal. Does he expect a crown of laurels for this achievement?

If things are in a desperate pass, if restrictions are necessary, if business conditions must be disorganized, let us at least achieve something in the end. Let it be on a solid business basis. A conservation that actually means conservation, and not merely a sop to the Housewives' Leagues, who form such an important item in all Mr. Hanna's published speeches; a conservation that represents the needs and the wishes and the hopes of the whole people, not the urgings of a few housewives who represent no one but their irresponsible selves.

Borrowing to Earn Discounts

Slows up Turnover—Also Promotes Over-stocking and General Laxity—Note Case of Present Correspondent.

By HENRY JOHNSON, JR.

WHAT is sound advice for the large merchant may be all right for the small man too; and then again it may not. For in the small man's hands some practices which are beneficial to a large, well-co-ordinated business are apt to become pernicious.

I think now of two things, one urged by a proverb and the other by sundry experts, which must be handled with care by the average small man. One is: "Well bought in halfsold." The other is: "Borrow at 6% to 7% and take discounts averaging 18%." I shall pass the first at this writing and talk about the second.

The jobber regularly makes a practice of borrowing to cover large purchases, like his season's purchases of canned goods, for example. He has his business so well in hand that money can be borrowed for such specific purpose, used for that purpose, and repaid to the bank when that purpose has been subserved. This because he knows to the last penny when his money will be in hand and his accounting is so well organized that each dollar goes where it has been planned to go. Moreover, these special purchases run into large sums and discounts foot up so they are worth while planning to take. To borrow for an average of 90 days at 6% per annum to obtain discounts at the rate of 18% is good business for him.

But What of the Small Merchant?

But what happens in the case of the average small merchant is quite well illustrated by the statement of the correspondent whose letter I have been discussing for the past two weeks. For he is borrowing \$2,000 and has \$1,500 on hand. In this he is away ahead of the usual instances; but—well, let us review the entire problem:

Note in the first place that this man takes all his discounts. He says so plainly. Yet what does his discount account show for 1916? It shows \$289.56. And what is the true significance of this sum? Surely, that so far as actual earnings is concerned, discount does not cut so much ice as we have been wont to suppose. Of course—and let me hasten to say it—no merchant, big or little, should ignore \$25 a month of earnings; but let us not pay more than we should pay to get that \$25.

Fact is, so much merchandise is now bought on a net cash basis that the possibilities of discount-earnings are greatly curtailed.

Next, this man paid interest of \$270 last year; showing, apparently, right on the face of the books that he paid so nearly as much as he got that it was not worth his while to borrow. Just a

little miscalculation could have resulted in his paying more than he got.

Lastly, his statement shows that he has on hands nearly \$1,500 as against \$2,000 borrowed; so he is paying around \$10 per month now for money most of which he seems not to need very badly, and in the meantime, he has seemingly too much stock.

And there is the crucial point: That borrowed money provides us with such ample funds that we are liable to forget the purpose for which we borrowed, buy more liberally than we would if we did not have those funds, and hence defeat the very object we had in view when we borrowed.

Debt Should Be Shunned By All

Now, in most instances where small men like you and me are concerned, the one great safeguard is to shun debt. Let us take our own medicine—which we are ready enough to prescribe for our customers and the public generally—and realized that very seldom are we really justified in borrowing money to buy merchandise. Better buy less, buy oftener, and pay as we go with our own money.

And one immensely valuable result of such policy will be that we automatically will collect from our customers more promptly, more insistently; for then we shall have solid facts behind our plea that we need money with which to pay our own bills. Psychology will be with us in this condition, and it's a wonderful force if we but think of it as that telepathic emphasis which always tends to carry conviction when our word actually is backed up by facts.

I am not unmindful that the man with cash on hand is said to be able to buy more entirely on the inside that he who must have regular time; so that the benefits of having funds are not confined to the single purpose of discounting bills. But the man who buys a case or two which the seller knows will be paid for less regular discount is in every way as advantageously situated as he who buys large lines on the same basis.

So it is my thought that, speaking by and large, one great factor in limiting stocks to what can be turned rapidly; in hastening collections; in keeping business well in hand and not fooling ourselves with vague imaginings is to operate within our own capital. Then if we make it a rule, to be observed with mighty few exceptions, that we shall buy only what we can discount, we shall be working on safe lines—and practically make as rapid progress as if we go into anything like "high finance."

And here again, let me say finally, that I am talking right out of my own experience. For I have borrowed money to finance discounts while doing a \$30,000 business; and I have arbitrarily cut out borrowed capital and wiggled through with more clean dollars-and-cents net profit, while carrying little more stock for a \$60,000 to a \$75,000 business. But just the same, this is a vital subject, so I hope we shall have further discussion of it.

Significance of Mail Order Charge Accounts

I have always contended that well-regulated credit is a sound adjunct to any business, and a story is going the rounds now that is peculiarly significant. It runs:

A merchant who was about to change from a mixed credit-and-cash business to one strictly cash learned from a farmer-customer that a big mail-order house was offering charge accounts, on certain well-defined lines, to a select list of consumers; and thereupon the merchant took another think. The plan is that this house will ship anything to those people provided they agree to pay their bills on or before the 10th of the following month.

This means that this splendidly managed concern has concluded that, in present circumstances of general prosperity, it can make more money by extending credit in this way than by adhering strictly to cash.

But it also means that one big argument hitherto advanced by the local merchant about the convenience of buying at home on credit against sending money away on a cash basis is no longer worth much; or at least that it will be effective only with such customers as are not good enough for this house.

This move can be countered in a way that should prove very advantageous to the local man; for he can ascertain just who in his community is on the S. R. & Co. credit list, and can offer to extend credit on the same terms. Then if he is the kind of man who can follow out the system exactly according to agreed terms, he can do business against this new move and make a lot of additional business. If he is not that kind of man, he is not apt to make a success any way.

RUSSIAN SUGAR BEET ACREAGE DECREASES

The area sown to sugar beets this year for the whole of Russia is estimated at 1,099,800 acres as compared with 1,497,219 acres in 1916.

THE CLERKS' DEPARTMENT

HOW BUSINESS MAGNATES GET THROUGH THE DAY

A Sketch of the Working Methods of Some of the Biggest Men in American Industry.

The business magnate of the present day has a tremendous range of activities thrust upon him. He has perhaps the presidency of one large corporation, a responsibility equal to the energies of the most able man; in addition, he will be on a dozen boards of directors, have control of a number of subsidiary concerns and own a trust company or two. As side interests he perhaps owns blocks of real estate here and there, and, has investments of various descriptions scattered over the map.

How does he look after things? How does he divide his time so that every interest gets the necessary attention? B. C. Forbes attempts to answer this question in "Every Week," and the following entertaining and illuminating article is the result:—

How Big Men Get Through the Day.

I talked recently with John D. Rockefeller on how he accomplished so much when in harness—he retired from the daily grind long before he was sixty.

"I was never a slave to business," he told me. "Even in my active years, I used to run away to the country quite often, and enjoy tree-planting, landscape-gardening, road-building—and playing with little folks."

This did not seem to explain how Mr. Rockefeller conceived and created the most wonderful business organization of the nineteenth century. So I tried again.

"I really never did anything wonderful," the oil veteran replied almost rebukingly. "I just did the best I knew how the things each day brought to be done."

I tried again. A twinkle came into Mr. Rockefeller's eyes. "We managed to do what we did because we picked able men to do things—men of great ability."

Which is in line with the reply of the chief private secretary of a financier, whose capacity for work and record for achievement are the talk of the financial community. He said, when I spoke to him:

"My boss's plan is extremely simple. He gets other people to do the work."

That is more true than untrue. One requisite for the big man is a model private secretary; one who can work day and night; one who can smile perpetually and turn away visitors in a happy frame of mind; one who can say the right thing and write the right kind of letters without bothering his chief for instructions.

Each Day Mapped Out in Advance.

This, however, does not cover the whole ground. Some of the busiest men in the country lay out a daily routine which they

adhere to rigidly. They set apart so many minutes for reading their mail and dictating replies, so much time for receiving business visitors, the necessary time for attending directors' meetings, conferences, and other scheduled engagements—each day is carefully mapped out in advance, so as to conserve every moment and enable all tasks to be accomplished smoothly.

That is the method adopted by the head of the country's largest bank.

On the other hand, certain tremendously busy leaders make as few appointments as possible in advance. They simply have the man they want to see called up and requested to hurry over. This is the plan commonly followed by the most active of the Morgan partners, Henry P. Davison. This house has been spending more than a billion dollars a year for the European Allies alone, and such a multiplicity of questions arise every day that they have to be tackled as they come up and when they come up. Some point regarding the munitions being shipped by, say, the Westinghouse Company is raised by cable, and *ting-a-ling* goes the telephone. "Mr. Davison would like to see you at once," the secretary informs the president or other active executive.

A Summons From the Corner House.

The other day a representative of the French government, the president of a big trust company, a British government functionary, and the head of a huge industrial corporation all passed through the Morgan portals, one after another, within the space of five minutes.

In despatching their day's work, the Morgan partners have an invaluable advantage over most other individuals and firms. It is this. There is hardly a notable in the financial community who is not prepared to cast everything aside and hasten to the Corner House in obedience to a summons. In other words, Morgan & Company these days have the first call upon the attention of the inhabitants of Wall Street. Prearranged appointments, therefore, are not essentially necessary in their case.

No bank president in America has done so many big things in the last three years as Frank A. Vanderlip, head of the National City Bank, the \$50,000,000 American International Corporation, the International Banking Corporation, the National City Company, the Midvale Steel & Ordnance Company, etc. Mr. Vanderlip believes in system—and in having colleagues attend to all details. His secretary achieved such extraordinary success in relieving Mr. Vanderlip of avoidable calls upon his time that he was elevated to the official position of "assistant to the president," and a little later was snatched up by one of the most progressive and profitable firms in Wall Street and enrolled as a partner.

Mr. Vanderlip is one of the few financial dynamos who insist on opening and reading all their own mail, although his secretaries reply to three-fourths of it

without even a word or suggestion or instruction, and very seldom have to rewrite any communication after the president has read it over preliminary to signing it. Nor does this specimen page from the Vanderlip calendar indicate the number of officers and other employees of the bank and its allied organizations who invade his outer office at almost every hour of the day, ready to seize an opportunity to get a decision from him.

Dictating Letters on the Train.

Numbers of big men have their secretaries travel with them to and from their country houses, so that replies to correspondence can be dictated en route. Speeches, too, are sometimes prepared during these journeys. Mr. Vanderlip invariably starts his day's work the moment his train leaves Tarrytown-on-the-Hudson. Then, quite frequently, persons who have been unable to get at him during business hours lie in wait for his exit from the bank on his way home, and accompany him on the subway ride uptown.

The president of the United States Steel Corporation, James A. Farrell, sees probably more people and gets through more work in a day than any other man in America. It is not unusual for him to dispose of fifty or even sixty business callers between nine in the morning and five in the afternoon. In addition, he has to attend the regular meetings of all the subsidiary companies of the corporation, and give his personal attention to stacks of statements and communications of all kinds from the higher-ups among the corporation's 260,000 employees; while, because of his unparalleled knowledge of foreign trade, he is constantly bombarded with queries pertaining to that phase of the business. Often, too, he is consulted by other concerns entering the foreign field. Many a night he takes home a thick bundle of papers, over which he works until bed-time.

Mr. Farrell has a tremendous advantage over most executives in that he has a very remarkable memory. He carries in his head literally millions of facts and figures, and can therefore go through work with a rapidity and accuracy beyond the reach of ordinary mortals.

"Every business organization is nothing but an aggregation of details," says Mr. Farrell, "and it is essential, therefore, to have complete knowledge of details."

The eyes of Europe have been focussed more on the American International Corporation than on any other institution or organization on this side of the Atlantic; for the industrial nations abroad see in it a machine for the conquest of the world's markets on a scale unapproached by any other enterprise. Last year no fewer than 1,300 propositions from every part of the world were submitted to the American International. Of this number fully 1,000 were rejected, while the balance remained to be studied. No organization ever had so many invitations to spend money.

The man upon whom devolves the task of passing upon propositions and directing the work of the corporation is Charles A. Stone, formerly the multi-millionaire head of Stone & Webster, the electrical engineers and owners of public-utility enterprises scattered throughout the United States. Mr. Stone agreed to accept the presidency of the American International chiefly because of the opportunities it would afford for the training and development of capable, ambitious young Ameri-

cans, and, incidentally, because of the incalculable value to American business and American labor that would flow from expansion of the country's foreign trade and its financial operations all over the world.

"People often come to our offices and express resentment when told they can not see me because I am tied up," Mr. Stone remarked to me recently. "I wish people would understand that when I don't see them it is because I can not, and not because I would not like to. It is simply a physical impossibility to see every one who chooses to call; for we have serious work to do, much of it along pioneer lines, requiring a great deal of research and study and analysis."

I was privileged to glance at Mr. Stone's engagement card the other day. He had a meeting at 10.15, and others at intervals until 3.30, the last being a meeting of the directors of the International Mercantile Marine. In between he had a conference concerning the corporation's contract looking toward the construction of 1,000 miles of railway in China, an appointment with certain interests identified with construction work in Buenos Aires, a long interview with an eminent official from Russia over the huge projects the American International is to carry out in the land of the ex-Czar, a conference on important proposals in Latin-America, a luncheon date with the other members of the corporation's executive committee, and so forth.

Then, there is not an hour of the day when Mr. Stone is not waylaid by a vice-president or other officer who finds himself confronted with a problem calling for presidential solution.

How to dismiss visitors speedily, yet politely, is a difficulty that confronts every influential man of affairs.

When one magnate pays a business visit to another, he briefly explains what is on his mind, has the point settled without a moment's unnecessary delay, and gets out. But some people whose time is not worth

a thousand dollars a day—as is the case, I figure, with every name I have already mentioned—fail to realize that "time is money."

A. Barton Hepburn, head of the Chase National Bank, one of the largest in New York, tries hard to see every one who asks for an audience, with the result, that occasionally there is a crowd outside his door.

It may contain two or three "stickers"—men who, once inside, are good for an hour. Mr. Hepburn has hatched a simple little method of extracting himself from this sort of dilemma. He gets up from his desk, goes outside his private office door, and starts at the top of the line; and, though he is scrupulously polite, his visitors realize that he is in a hurry, and the fact that they must do their talking standing up pushes them to the point.

J. P. Morgan Had No Waste Motions.

I once stood and watched the late J. P. Morgan work at higher speed than any human being I have ever known. He was to sail for Europe in the afternoon, and a line of visitors a block long had to be disposed of. The veteran banker gave an exhibition of doing, not two, but three things at once.

He interviewed the callers at the rate of thirty or forty an hour, he kept perusing a pile of mail on his desk, and dictated letters to his secretary—all at one time! The moment the hour for his departure arrived, he held up his hand, pointed to his secretary to pick up the papers on the desk, and closed the roll-top with a bang. Meanwhile an employee informed the remaining callers that Mr. Morgan could see no more of them.

The whole thing was done like clock-work; but through it all the big man perspired copiously. One reason Morgan could do so much was that he could and did make up his mind in a flash. In the days when he was building up the foreign exchange end of his house, the exchange brokers used to step up to his desk, tell very briefly what they had to sell (or

buy), and received an immediate "I'll take it" or "Not interested."

The nation's foremost capitalists now strive to find more time to see people than they did fifteen or twenty years ago. It was then fashionable to hold aloof from all but the financially elite. Harriman softened in this respect about two years before he died.

His system of getting through work was to snap out two or three words or two or three sentences to trusted employees who could write shorthand with lightning rapidity. Harriman could diagnose a situation and reach a conclusion more quickly, probably, than any other capitalist in the land. Like Farrell, he carried a phenomenal store of information and ideas in his mind.

Theodore N. Vail, president of the billion-dollar Bell Telephone system, has the reputation of being able to allocate enough work in four words to keep a man busy for weeks. He was an incessant worker for many years; and even now, although he is over seventy, he keeps the telephone wires sizzling wherever he travels through the country. He tells me, that his system is to encourage all ranks of the American Telephone Company's 150,000 employees to send suggestions to the executive office, so that no good idea may be ignored.

Mr. Vail, as colleagues put it, "simply eats up work." He summons subordinates right and left, gives them brief, clear-cut instructions, and immediately turns to the next matter requiring attention.

Contrary to popular belief, however, the busiest men rarely appear to be extra-busy; that is, they do not rush hither and thither, toss papers about, sweat and fume. They appear always to keep in mind the dictum that "a gentleman is never in a hurry." To watch them—most of them, at least—one would think they had all the time in the world, they work so quietly, smoothly, and deliberately. But they don't make many waste motions or use many unnecessary words.

SOCKEYE RUN A FAILURE ON PACIFIC COAST

That the 1917 sockeye run is a certain failure, is the opinion of E. B. Deming, president of the Pacific-American Fisheries, the largest salmon-canning plant in the world with canneries at Bellingham and in Alaska. Confirming his opinion, Mr. Deming has closed down the big can factory at Bellingham and announced reductions in other payrolls. Other prominent canners on the coast are of the same opinion and believe that the big run of sockeye is a thing of the past. Mr. Deming states that he believes the 1913 run was the last of the big runs, the fact that very few fish had passed into the Fraser this year being given as his reason for this view. He added that this year's pack would not equal more than 25 per cent. of that of four years ago.

In the north the salmon run is said to be equally disappointing and it is said that the Icy Straits section in Alaska is the only place where the usual run has been experienced. The pack at Cook Inlet is not expected to reach a quarter of that of former years.

TOBACCO CHIEF SOURCE OF EXCISE REVENUE.

Tobacco is now the chief source of excise revenue in Canada and intoxicating liquors have fallen to second place with

the spread of prohibition. Returns for the month of June last, issued by the Inland Revenue Department, shows that the duties collected on tobacco amounted to \$932,681.88, and on cigars to \$62,145. The duties collected on spirits amounted to \$752,059.52, those on malt liquor to \$10,532.70, and those on malt to \$167,816. Special war taxation netted \$121,513.78. The total receipts of the Inland Revenue Department during June were \$2,146,095, as compared with \$2,105,592 in June, 1916.

FOOD PRODUCTS IN VENEZUELA Reduction of Import Duties on All Canned Goods

The following is contained in a cablegram from the American minister at Caracas:

The Government of Venezuela has adopted a resolution providing for the reduction of import duties on all canned goods. Shellfish and other fish not otherwise specified, prepared in any manner, will be dutiable under the second class plus a 50 per cent. surtax (equivalent to \$2.06 per 100 pounds), representing a reduction of 40 per cent. from the present rates of duty. All of the following have been placed in the third tariff class with a surtax of 50 per cent. (equivalent to \$5.14 per 100 pounds), representing a decrease of 50 per cent. from present rates: Prepared

foods of animal origin in the form of powders, glutinated compounds, or extracts not otherwise specified; sweetmeats of all kinds; prepared foods of vegetable origin not otherwise specified; dried fruits and nuts with shells and fruits preserved in their own juice, or in syrup, or dried; and prepared grain and vegetables not otherwise specified.

These reductions become effective September 1, 1917.

DRIED FOODS FOR CANADIAN AND U. S. ARMIES

Dried fruits may to a large extent be used in place of canned goods for the United States army abroad because of advantages of packing and shipping. Experts of the department of the army responsible for food supply have indicated a preference for dried fruits, and experiments are being carried out in the drying of vegetables. Canadian food experts have been in Washington studying the subject of drying foods with a view to supplying the Canadian soldiers with large quantities.

Some seasonal decreases were made in the prices of potatoes, eggs, butter, cheese, bread, flour, beef, fruits and fish. Coal also declined slightly. Counterbalancing these decreases were advances in iron, steel, hardware, textile and to some extent in wood for fuel and rents.

CURRENT NEWS OF THE WEEK

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

MARITIME PROVINCES

C. S. P. Robbins, vice-president of Parker-Eakins Co., Ltd., wholesale grocers of Yarmouth, N.S., is dead.

Fowler Milling Company, Ltd., has selected a site in the city of St. John, N.B., as its headquarters for business.

QUEBEC

A. Aubry, grocer, Montreal, Que., has sold out.

R. Laberge, general store, Chateauguay Basin, Que., has sold out.

Hong Ark Chong, grocers, Montreal, Que., have registered partnership.

A. Labelle of St. Johns, Que., was a business visitor to Montreal this week.

H. W. Horsfall, grocer, St. Lambert, P.Q., has sold his business to H. de Bishop.

Howe, McIntyre & Company, grocery specialties, Montreal, Que., recently suffered fire loss.

G. George & Bros., general store, Fassett, Que., have been succeeded by S. George & Bros.

R. Mettayer 100, 11th Avenue Lachine has resumed business in a new store on his property there.

Bruneau, Currie & Co., Ltd., wholesale flour, stock partially damaged by smoke and water.

V. Loiselle 843 Des Montagnes St., Montreal has resumed business in groceries at his former premises.

Z. Tougas has purchased the business of Mrs. C. Demuy, 155 Desiree St., Montreal, and will continue in grocery lines.

Oscar Belanger's grocery store was badly wrecked in explosion of Curtis-Harvey munition plant at Rigaud, Que., recently.

J. E. Hunsicker, grain merchant, Montreal is making a good recovery from his recent indisposition and is back at home from hospital.

J. Simpson, of Chase and Sanborn, coffee merchants, Montreal, has left for Toronto where he is to superintend the firm's exhibit in Toronto Exhibition.

Messrs Cox, and Keegan of the Quebec sales staff of the Cowan Co., Ltd. of Toronto, cocoa and chocolate merchants are to be in attendance at the firm's exhibit in the Sherbrooke Exhibition and also at the Quebec City Exhibition to be held shortly.

J. L. Freeman, representing H. D. Marshall, broker in Quebec Province with offices at Montreal, is taking charge of the five booth exhibit of the specialties amongst his firm's lines such as Teco pancake flour, Monkland oats, Ralston wheat food, Purina, etc.

Peter Kearney of Kearney Bros. tea merchants, Montreal, after making a good recovery from a prolonged illness,

has had the misfortune to fracture his thigh, and is only just getting over the effects of the accident which necessitated his sojourn for a time in hospital.

Alex. Laird, representing Dominion Cannery, Ltd., has recently completed most successfully an interesting business trip through the Chicoutimi and Lake St. John district of Quebec, one of the most essentially French districts of the Province. He found there a very thriving condition of business generally, an interesting and picturesque country, and prosperous farming communities with other local industries in good shape. A big blue-berry crop was being harvested when he left, the farmers and their families camping on the wide berry ground known as "Africa". They figured on \$1.75 per box of 40 lbs. of blue berries on the ground. Mr. Laird found a ready market for specialty lines of his firm's production.

WESTERN PROVINCES

P. Prouse, general store, Wadens, Sask., has sold out.

A. W. Jones has been engaged by D. H. Bain Co., Winnipeg, as traveller in the city and outside points.

Practically all the business portion of the town of Estuary, Sask., was burned out on Aug. 1 including the following: Winograd and Krasnoff, general merchants; Lutz meat market, Karetzig's general store, B. C. Cafe, American Cafe, Mendelvitich's general store, Larby's hotel, Karlenzik's general store, Norby's hotel.

ONTARIO

Cornell & Foulston, grocers, Toronto, have sold out.

L. J. Lahey, grocer, Toronto, Ont., has sold to R. C. Williams.

Geo. O. Moore & Son, grocer, Fort William, Ont., is discontinuing.

Edwin Gammage, for forty-six years a grocer of Chatham, Ont., is dead.

P. T. McLaurin, general store, Vankleek Hill, Ont., is retiring from business.

W. R. Parmiter, grocer, Bloor street, Toronto, has sold his business to W. H. Thompson.

Archibald J. McDonald, member of firm of A. A. McDonald & Bros., died recently in Georgetown, Ont.

John Watson is starting a vinegar factory in Listowel, and has secured services of Mr. Telfer of Port Hope, a vinegar expert.

John Morison for many years engaged in the wholesale grocery business, died recently in Toronto at eighty years of age. He had retired from business some years ago.

Chatham plant of Libby, McNeil and Libby Company will handle the product of 1,500 acres in Kent county this sea-

son. The new factory is rapidly nearing completion.

James Jermyn, pioneer miller and founder of the town of Minnedosa, Man., died recently in Toronto. For many years he was one of the best-known men of business in the Prairie Provinces.

Whitaker Baking Company after forty-two years business under members of one family has been sold to Messrs. Gignac of London and Page of Windsor. Business will be conducted under the old name.

Toronto City Dairy Company will erect a building in Listowel to look after local business. Two thousand pounds of milk daily are being sent from Listowel to the Toronto headquarters of the City Dairy Company.

GOVERNMENT TAPPING NEW FISH SUPPLIES

A new policy has been adopted by the Ontario Government in connection with the supply of fish. The Government will in future control through public ownership and operation all the commercial fishing in Lakes Nipigon and Nipissing. The plan was formulated in co-operation with the Dominion Food Controller, and includes Government direction of the distribution of Ontario-caught fish from the waters to the consumer at prices dictated by the province. Hatcheries, and adequate warehouse and storage facilities will be constructed by the Government at the lakes, and it is expected the municipalities benefited by the new policy shall arrange for the necessary storage and marketing equipment at the point of consumption.

WHEAT PRICES FIXED IN U.S.

A report from Fargo, N.D., states that according to a message from a Congressman, a price of \$1.65 per bushel for wheat in the United States had been decided on by M. C. Hoover "in his own mind." The Congressman in transmitting the information urged farmers' associations to protest to Washington concerning the price.

U. S. RICE CROP UP TO EXPECTATIONS

Recently compiled statistics indicate that the United States rice crop for 1916-17 was up to expectations. A complete statement shows that the crop totalled 9,672,389 bags averaging 186.30 pounds each. The crop amounted to 40,045,839 bushels. The report showed that the receipts of rough rice by association mills amounted to 4,047,600 bags and for the three states the receipts were 8,348,325 sacks.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

INTEREST in the grocery trade was focussed on the recent order of the Food Controller in prohibiting the sale of canned goods in Canada in the West until October 1, and in Eastern Canada until October 15. Wholesalers assert that there will probably be very little difference in trade returns as a result, owing to the small consumption of this particular class of canned goods during the months of September and October. There is only one class of people on whom it may bear somewhat heavily, namely, the farming communities of the West during the harvesting period, as they are big consumers of canned commodities at that time. Prices on canned salmon were not announced during the week, there being some possibility that domestic trade might not have the option on one-pound sockeye talls at all as the pack is expected to be light.

There was a movement toward higher prices in provisions, induced by the recent high price of hogs. Live hogs, however, took a big drop and this may presage easier prices in meats, coming as a result of the British embargo on bacon. Both butter and eggs were higher. Cheese was also slightly firmer in price. New crop honey is reported light and prices are higher in consequence.

There was considerable activity in the dried fruit market during the week, as the California Raisin Association named their opening prices, which were considerably higher than the opening of last year. Prunes also advanced at Coast points. Rices are in firm market and a more general shifting toward higher levels took place during the week. Other lines in which advances were registered during the week included sardines, lobsters, compound jams, shrimps, icings, baking powder, marmalade.

In the sugar market steadiness prevailed with a disposition to mark time in view of an easier position in the primary market in the United States. Ontario winter wheat flour was lower in price. Manitoba flour remained unchanged and mills are booking ahead for no greater period than thirty days, owing to the uncertainty over control of the industry. Business was fairly good in grocery trade during the week.

QUEBEC MARKETS

MONTREAL, August 28.—Advances and firmnesses of market tone are noted this week in some interesting lines. Jams have gone up. Canned goods are firm though quiet, and some lines of salmon have advanced. Candied peels are firmer and there will be shortages of nuts in the shell and shelled which may mean advances before very long. Prices on cane syrups are withdrawn due to the firmness of the sugar market which, however, is steady at present. Dromedary dates have advanced, raisins and prunes are firmer. In the provision lines hams, bacons, etc., are threatening to advance, but butter is a little easier. Corn products, starches and syrups may be found in easier market before long; glucose has already declined 25 cents per 100 lbs. Fruits and vegetables show some unexpected shortages causing firmness of market, but are in the

main easier owing to season's production. Fish are steady and not unduly firm in market. Business is reported normal, in some lines like poultry good.

Jams Registered

An Advance

Montreal.

JAMS, ETC.—There has been a general advance in jams which can be gauged by the alteration in prices upwards for the 16 oz. glass jars. These have advanced ten cents per dozen for all jams except raspberry jams which have advanced twenty cents a dozen. The prices for various jams in sixteen ounce containers are now as follows: Strawberry, \$3 per doz; raspberry, \$3.05 doz.; black currant, \$2.90 doz.; red currant, \$2.90 doz.; plum, \$2.65 doz.; greengage, \$2.70 doz.; and apricot, \$2.90 per dozen.

An advance in Norway sardines brings these to \$20 per case of a hundred quarter pound tins. There are some cheaper grades, but the price quoted is for the highest grade. A scarcity of Scotch salt herrings due to embargo on these is reported, with demand existing but no abundant supply.

Sugar May Have Reached The Top

Montreal.

SUGAR.—The situation as to sugar is unchanged from that described last week, and interest is turned on the doings of the United States which have a bearing on the Canadian conditions of market. It is believed now by some refiners that sugar has really reached the top of the market, but there are varying views as to this. The effect of the American Food Controller's actions will possibly bring about reductions in price in Canada, but so far only beet sugar has been affected on the U.S. side. With the speculative (or paper market) no longer available as an indication of market trend refiners are rather in the dark as to what events may bring forth, but meantime most refineries are very busy catching up back orders which will take them still a considerable time.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars	9 25
Acadia Sugar Refinery, extra granulated.	9 25
St. Lawrence and Canada Sugar Refinery, extra granulated	9 00
Dominion Sugar Co., Ltd., crystal granulated	9 05
Special icing, barrels	9 20
Diamond icing	9 20
Yellow, No. 1	8 60
Yellow, No. 2 (or Golden)	8 50
Yellow, No. 3	8 40
Powdered, barrels	10 10
Paris lumps, barrels	9 60
Paris lumps (boxes), 100 lbs.	9 70
Crystal diamonds, barrels	9 60
Crystal diamonds (boxes 100 lbs.)	9 70
Assorted tea cubes, boxes	9 60
Cut loaf (50-lb. boxes)	9 90
Cut loaf (25-lb. boxes)	10 10

For deliveries in Montreal City district add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Goods Firm, But Quiet Market

Montreal.

CANNED GOODS.—Market for canned goods is reported quiet due to the action of the Food Controller in ordering an embargo on the buying and selling of canned fruit and vegetables at retail until October 15 with a view to

Rangoon beans, per bush.....	8 00
Lima, per lb.	0 21
Chilean beans, per lb.	0 14½
Manchurian white beans, lb....	0 15½
South American	5 70
Peas, white soup, per bush.....	5 00
Peas, split, new crop, bag 98 lbs.	11 00
Barley (pot), per bag 98 lbs....	6 25
Barley, pearl, per bag 98 lbs....	7 50

Rangoon Rice Has Advanced

Montreal.

RICE.—The prediction made in CANADIAN GROCER last week as to an advancing tendency in rice has been fulfilled. Rangoon rice advanced 35 cents a hundred pounds this week. Rangoon "B" is now worth \$7.80 per hundred pounds. Tapioca keeps scarce and firm priced. There are rumors of damage to rice fields in the Southern States by salt water inundations, and the shipping difficulties continue to keep the market firm for Oriental rices. There may be further advances in the fancy rices but meantime these are available at prices quoted.

"Texas" Carolina, per 100 lbs...	9 50	9 90
Patna (fancy)	10 15	10 15
Real Carolina, per 100 lbs....	10 50	11 50
Patna (good)	9 40	9 40
Siam, No. 2	7 25	9 15
Siam (fancy)	8 40	8 40
Rangoon "B"	7 80	7 80
Rangoon CC	7 60	7 60
Tapioca, per lb.	0 14½	0 15
Tapioca (Pearl)	0 13½	0 15

Coffee Steady and Cocoa Unchanged

Montreal.

COFFEE, COCOA.—There is absolutely no change in the coffee situation as far as the market interesting the retailer is concerned. This market has been even for months, and no indication is yet given of a change either upwards or downwards. The passing fluctuations of the New York speculative market do not affect the prices in Montreal, and no factor of great power to affect these prices has developed in many months. Anticipations are towards a bigger consumption of coffee now that the fall is approaching. Cocoa is also in quiet steady market, and there is no special feature to mention while prices remain as last week. It should be noted, however, that firmness in sugar market may cause firmness in some lines of sweetened cocoas sold in bulk.

Coffee, Roasted—

Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Cocoa—

Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 18	0 25

Tea Market is Still Stronger

Montreal.

TEA.—The market for tea still displays every sign of further strength in spite of the in-filtering of occasional supplies. The feature in the strength-

ening market is Japan tea, which is still higher in price now than previously mentioned. Additional freight rates and the actual shortage of crop account for the strength. Indies and Ceylons are shut off seriously by lack of ships. China tea is not to be counted upon to any great extent this year. Java teas are coming forward and the market is interested in these as they show marked improvements over former years' experience, and these if lasting improvements, will interest the market further. The situation as to prices to retail trade is unaltered this week.

Pekoe, Souchongs, per lb.....	0 42	0 45
Pekoes, per lb.	0 47	0 50
Orange Pekoes	0 49	0 51

Pickling Spices are In Greater Demand

Montreal.

SPICES.—The market is showing a good deal more activity. Business in pickling spices and all spices used in the preserving of vegetables etc., is in rapid progress now, and the market for these spices is firm as predicted several times in CANADIAN GROCER. There is also a much firmer market for cloves, and these are very scarce. Carraways are to be firmer though the Canadian product is to be available in rather more quantity it is thought this season. Cream of tartar is still firmer this week, and likely to be more so. The outlook in all spices is for shortages now and slow replenishment of spot stocks which are dwindling in New York owing to consumers demand.

5 and 10-lb. boxes		
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	0 40	0 45
Cream of tartar	0 60	0 65
Ginger, pure	0 25	0 35
Ginger, Cochin	0 25	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 60
Peppers, black	0 35	0 38
Peppers, white	0 38	0 40
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk.....	2 00	2 00
Cardamon, Dutch, nominal	0 75	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 25	0 25
Celery seed, bulk	0 46	0 46
Shredded cocoanut, in pails.....	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3¼ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Summer Apple Crop Is Disappointing

Montreal.

FRUIT AND VEGETABLES.—The important fruit this week is the apple. Canadian summer apples have come forward in barrels as predicted last week, and the supply of them is short while the quality is variable. Three grades are represented. There will be no cheap apples this season is the opinion of an expert in the business. The prices of Montreal barrel apples are given below. Lemons keep firm and high priced. Peaches, however, have dropped from 75 cents to a dollar a box this week. They are in good demand and more

plentiful. Black currants are almost done. Pears are a little more expensive. In the vegetables Spanish onions in large crates are new and quoted at \$4.00. Canadian egg-plant has arrived in quantity replacing American shipments. Cucumbers are cheaper. Leeks are more plentiful. Turnips and beets by the bag are in good supply and quality. There is a very big supply of all vegetables and farmers are selling direct to consumers at present making business not as good from the retailers and wholesalers' point of view as it will be when the holiday season is quite over.

Bananas (fancy large), bunch...	2 75	3 50
Oranges, Valencia (lates)	4 50	5 00
Grape fruit	2 75	3 50
Lemons	3 50	3 50
Limes, box of 80	1 50	1 50
Pineapples, Cuban, crate	4 50	4 50
Pineapples (Cuban), 24's, each..	0 75	0 75
Watermelons (U.S.), each.....	0 50	0 60
Cantaloupes, crates, 45's	6 00	6 00
Apples (in boxes)—		
Winesap	4 00	4 00
Ben Davis	4 00	4 00
Apples, new, U.S., bkt.	2 50	2 50
Apples, new, Montreal (in bbls.)—		
No. 1	6 00	6 00
No. 2	4 50	4 50
No. 3	3 50	3 50
Apples, new, Canadian, 11-qt. bkt.	0 50	0 50
Cauliflower, per doz. bunches...	1 50	2 00
New corn, crate, doz.	0 10	0 15
Celery, Canadian, per doz.	0 50	0 75
Onions, Australian, sack 100 lbs.	6 00	6 00
Onions, Canadian, new, doz. bun.	0 50	0 50
Onions, Spanish, ½ crate.....	2 25	2 25
Spanish onions, large crate	4 00	4 00
Potatoes (new), bbl.....	5 00	5 50
Potatoes, new, bag	1 75	2 00
Potatoes (sweet), per hamper....	4 00	4 00
Carrots (new), per bunch	0 25	0 25
Beets (new)	0 90	0 90
Parsnips	2 00	2 00
Peas, Canadian, bag	1 00	1 00
Turnips (new), bag	0 90	0 90
Lettuce, curly, per doz.	0 25	0 25
Lettuce, head, doz.	0 75	1 00
Tomatoes (Montreal), box	0 50	1 25
Horse radish, per lb.	0 25	0 25
Cabbage (Montreal), doz.	0 30	0 30
Beans, wax, bag (Montreal)....	0 75	1 00
Beans, green, bag (Montreal)....	0 75	1 00
Peas (new, Montreal), bag.....	1 00	1 00
Leeks, per doz. bunches	1 50	1 50
Parsley, doz.	0 25	0 25
Mint, doz.	0 50	0 50
Watercress, doz.	0 50	0 50
Spinach (Canadian), box	0 50	0 50
Rhubarb, per doz.	0 25	0 25
Eggplant, per doz.	1 00	1 50
Garlic (Canadian), lb.	0 15	0 15
Endive (Canadian), lb.	0 25	0 25
Strawberries, per crate 54 quarts	4 00	4 00
Cucumbers (Montreal), doz.	0 10	0 25
California plums, box	2 75	3 25
Do., peaches, box	3 00	3 00
Peaches (Can.)	1 25	1 50
Cherries (California) box	3 50	3 50
Cherries, Canadian, 11 qts.....	1 50	1 50
Cherries, Canadian, bkt.	0 75	0 75
Cherries, preserving, bkt.	1 25	1 25
Montreal melons, bkt. 12's.....	14 00	14 00
Pears, box	4 25	4 25
Peppers	3 50	3 50
Black currants, 11-qt.	1 25	1 25

Fish Supplies Are Quite Plentiful

Montreal.

FISH.—The fish trade is in a very healthy condition, and supplies are quite sufficient to meet all demand. In fact there is a feeling now that in some lines there will be over-production, and consequently easier prices are looked for in the near future. No doubt finishing has this year been very satisfactory all round. In fact had there not been a very considerable export demand it is almost certain that this market would have suffered from demoralization of prices due to surplus supply on more than one occasion. Good quantities of

Lake fish are expected from September 1st which is the date when the Manitoba and Territories Lakes for the most part open for fishing. The yield of fish from the Atlantic and the Pacific is keeping up well. Statistics from the West Coast point to the fact that the month of July was a record month as far as large production is concerned. There is a revival of the demand for bulk and shell oysters, and trade in these is improving daily.

SMOKED FISH

Haddies	0 11	0 12
Haddies, fillet	0 16	0 17
Digby herring, bundle of 5 boxes	0 90	
Smoked boneless herring, 10-lb. Box	1 50	
Smoked eels	0 12	
Smoked herrings (med.), per box	0 17	

SALTED AND PICKLED FISH

Herring (Labrador), per lb.	\$10 00
Salmon (Labrador), per bbl.	20 00
Salmon (B.C. Red)	18 00
Sea Trout, red and pale, per bbl.	15 00
Green Cod, No. 1, per bbl.	14 00
Mackerel, No. 1, per bbl.	21 00
Codfish (Skinless), 100-lb. box	9 00
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 10
Codfish, Shredded, 12-lb. box	2 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 30
Prawns, Imperial gal.	3 00
Shrimps, Imperial gal.	2 50
Scallops	3 00

FRESH FROZEN SEA FISH.

Halibut	17	18
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Haddock, lb.	07	08
Mackerel	10	10
Cod steak, fancy, lb.	9	
Salmon, Western	16	
Salmon, Gaspe	22	

FRESH FROZEN LAKE FISH.

Pike, lb.	0 10	0 12
Perch	0 10	0 11
Whitefish, lb.	0 14	0 15
Lake trout	0 14	0 15
Eels, lb.	0 10	
Dore	0 14	0 15
Smelts, No. 1	0 15	
Smelts, No. 1 large.	0 20	

Oysters—

Ordinary, gal.	2 00
Malpeque oysters (choice, bbl.	12 00
Malpeque oysters (choice), bbl.	12 00
bbl.	10 00
Cape Cod shell oysters, bbl.	12 00
Clams (med.), per bbl.	8 00

FRESH FISH

Haddock	0 07 1/2	0 08
Steak Cod	0 09	0 09
Market Cod	0 06	0 07
Carp	0 10	0 11
Dore	0 16	
Lake trout	0 14	0 15
Fike	0 10	0 11
B. C. Salmon	0 20	0 22
Gaspe Salmon	0 25	
Gaspereaux, each	0 05	
Western Halibut	0 18	0 20
Eastern Halibut	0 18	
Flounders	0 07	0 08
Perch	0 09	
Bullheads	0 12	
Whitefish	0 14	0 15
Eels	0 10	
Brook trout	0 30	
Mackerel (large), each	0 20	
Mackerel (medium), each.	0 18	

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

Sardines And Baking Powder Again Go Up

Toronto
SARDINES, BAKING POWDER.—Cross fish sardines have again registered another advance, being now quoted at \$23 per case, the former price being \$19. Brunswick brand Canadian sardines have been advanced 25c per case to \$6.25. A shortage on lobsters is reported, and prices have been advanced from 10c to 15c per dozen. Certain lines of baking powder have been advanced, Kitchen Queen 12-oz. now selling at \$1.80, an advance of 30c, and 16-oz. at \$2, an advance of \$1.90 per dozen. Queen's Favorite 16-oz. is quoted at \$2.25 per dozen. Reindeer coffee is again being supplied by the manufacturers, and is being quoted at \$5.80 per case. Lynn Valley compound jams have been advanced in price, and 2's are now quoted at \$3.40 per case and 4-lb. pails at 52c each. Shrimps have been advanced 5c per dozen to \$1.80. Cowan's icings have been advanced 10c to \$1.30.

Inquiry For Bulk Molasses Is Keener

Toronto.
SYRUPS, MOLASSES.—There has been much better inquiry for bulk molasses during the past week on the part of wholesalers, indicating that the fall demand has perhaps started. There is evidence that better supplies of tinned molasses are now available, as the manufacturers of Domolco have announced that they are again prepared to take orders on these goods after being out of the market for some months. Corn syrups remained unchanged, although there has been a disposition for buyers to hold out of the market in view of the weaker situation in corn.

Corn Syrups—

Barrels, per lb.	0 07 1/2
Cases, 2-lb. tins, 2 doz. in case	5 15
Cases, 5-lb. tins, 1 doz. in case	5 50
Cases, 10-lb. tins, 1/2 doz. to cs.	4 95
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	

Cane Syrups—

Barrels, first grade	0 06 1/2
Barrels and half barrels, second grade, lb.	6 00
Cases, 2-lb. tins, 2 doz. in case	4 80
5 50	

Molasses—

Fancy Barbadoes, gal.	0 80	0 82
West India, 1/2 bbls., gal.	0 46	0 50
West India, 10-gal. kegs.	0 60	
Tins, 2-lb., table grade, case 2 doz.	4 25	
Tins, 3-lb., table grade, case 2 doz.	5 65	
Tins, 2-lb., baking grade, case 2 doz.	3 00	

Prices On Canned Salmon Still Delayed

Toronto.
CANNED GOODS.—Although announcement of new prices on sockeye salmon were fully expected to be given out during the latter part of last week they have been further delayed until

ONTARIO MARKETS

TORONTO, Aug. 29.—The situation during the week has centred largely around the canned goods situation. With an embargo placed on the sale of certain classes of goods up to October 1 for the West and October 15 for Eastern sections, there will be a curtailment of consumption of these goods. Certain exemptions are made, such as to lumber camps, mining camps, railway construction gangs, fishermen. It is pointed out that there is about only one class to which it may work a hardship, and that is with the harvesting gangs of the Canadian West. New prices on California raisins were announced during the week, and were considerably higher than the opening prices of last year. There has been free booking by wholesalers even in the face of the high prices. A number of price changes have been recorded during the week. Business has been seasonably good.

Sugar Market Is Awaiting Developments

Toronto.
SUGAR.—There has been a tendency to mark time in the primary raw sugar market during the week. In fact, in the United States the situation shows an easier tone in view of the announcement that an agreement has been reached between the Food Controller and the beet sugar producers whereby a reduction of 1 1/2c per pound to the consumer would be effected. It is also stated that Mr. Hoover predicts a further drop in sugar prices when the Cuban supply is available. The new crop Cuban cane sugar does not commence to reach the market

until December or the first part of January next. Indications are so far favorable to the new crop cane in the Island, where abundant rains have fallen during last week. Willett & Gray estimate there are still 12 centrals grinding on the Island as compared with 4 at the same time last year. Production is now rapidly catching up on last year's figures, up to August 18 being placed at 2,903,802 tons, as against 2,949,984 tons last year, a deficiency of only 46,182 tons. The Porto Rican crop outturns are now computed, which place the figures at 448,567 tons, as against 431,335 tons last year. Latest computations of the world's sugar crops for the present year places the amount at 16,684,842 tons, as compared with 16,542,898 tons last year, an increase of 141,944 tons. The cane sugar crop of the United States, grown principally in Louisiana and Texas, and which is harvested from October to January, is placed at 277,589 tons; while the beet sugar crop, which is harvested from July to January, is estimated at 734,577 tons. This would make a total production in the United States of 1,012,166 tons. Locally there has been a good demand for sugar, and prices have held at last week's quotations.

Atlantic extra granulated	9 39
St. Lawrence, extra granulated	9 14
Acadia Sugar Refinery, extra granulated.	9 39
Can. Sugar Refinery, extra granulated.	9 14
Dom. Sugar Refinery, extra granulated.	9 14
Yellow, No. 1	8 74
Special icing, barrel	9 34
Powdered, barrels	9 24
Paris lumps, barrels	9 84
Assorted tea cubes, boxes.	9 84

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated

packers are able to know better where they are at. It now becomes a question whether or not there will be any one-pound talls available for domestic consumption whatever, as it is stated the Government may take the entire pack of this class of salmon. The situation has not improved during the week, and prices are expected to be high if named at all. Prices on new-pack strawberries and other fruits are as follows: Strawberries, \$3.65 to \$4.25 per dozen; peaches, pint sealers, \$3.45 dozen; greengage plums, \$2.40 to \$2.95 dozen; Lombard plums, \$2.25 to \$2.90; blue plums, \$2.25 dozen; black currants, \$3.45; red currants, \$3.45; raspberries, \$3.45. All of above are in pint sealers. Succotash, No. 1, is now quoted at \$2 to \$2.25 per dozen, and No. 2 at \$1.80 to \$2 per dozen. Lobsters have been advanced to range of \$2.85 to \$3.10 per dozen. New prices on orange marmalade are as follows: 16-oz., \$2.50 to \$2.55 dozen; 12-oz., \$1.95 to \$2.05; 14-oz., \$2.15; 22-oz., \$3.30; 4-lb. tins, 64c; 5-lb. tins, 79c.

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

Salmon Sockeye—		
Alaska reds, 1-lb. talls	3 10	3 25
Alaska pinks, 1-lb. talls	2 35	2 75
Chums, 1-lb. talls	1 45	1 65
Pinks, 1-lb. talls	1 75	1 90
Cohoos, ½-lb. tins	1 45	1 60
Cohoos, 1-lb. tins	2 55	2 90
Springs, 1-lb. talls	2 50	2 85
Lobsters, ½-lb., doz.	2 85	3 10
Canned Vegetables—		
Beets, 3s	1 50	1 90
Tomatoes, 2½s	2 35	2 50
Tomatoes, 3s	2 45	2 50
Peas, standard	1 72½	1 75
Peas, early June	1 80	1 82½
Beans, golden wax, doz.	1 45	1 50
Asparagus tips, doz.	3 00	3 25
Corn, 2's, doz.	2 10	2 25
Pumpkins, 2½s	1 95	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Apples, gallons, doz.	4 25	4 75
Pineapples, 2s	2 45	2 95
Jam, raspberry, 16 oz., doz.	2 65	3 00
Do., black currant, 16 oz.	2 65	2 90
Do., strawberry, 16 oz.	2 70	3 00
Strawberries, 2s, doz.	3 65	4 25
Peaches, pint sealers, doz.	3 45	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 25
Black currants, doz.	3 45	3 45
Red currants, doz.	3 45	3 45
Raspberries, doz.	3 45	3 45

New Raisin Prices Are Being Criticized

Toronto.

DRIED FRUITS.—The California Raisin Association on Friday last announced their opening prices for new-crop raisins, which came as a surprise to the wholesale trade in the United States, and also to importers and jobbers in Canada. In spite of a big crop and a supposedly general effort to keep prices down in the United States, the new prices have been higher by ¼c per pound than the highest level for the past seventeen years. Booking in the United States and Canada opened on the basis of firm at opening prices, and this did not leave the wholesalers any alternative but to accept them. Hopes had been entertained that prices would at least not be higher than last year, but the new prices dash these hopes to the ground. The jobbers in the United States have made a general howl of dissatisfaction, as they

claim there is nothing whatever to justify the advance, save the one reason that the raisin business is firmly in the hands of one organization.

There has been a lot of booking by wholesalers in the local market, especially of Thompson seedless. The opening price at the coast last year was 7½c basis, and this year is on a 9c basis, which is an indication of the new prices. An advance of ½c per pound was announced on California prunes at the coast during the week. Oregons also advanced ¼c, and it was expected they would follow up to the same extent as the Santa Claras. With respect to the price on raisins, guarantee is being given against decline in price until January 1, 1918, on all except bleached raisins. Greek currants have again advanced in the primary market without any bookings. Several cars of American peel reached local wholesalers during the week.

Apples, evaporated, per lb.	.....	.....
Apricots, choice, 25's, faced.	.....	.....
Candied Peels—		
Lemon	0 25	0 27
Orange	.....	0 27
Citron	0 30	0 33
Currants—		
Filiatras, per lb.	.....	.....
Australians, lb.	0 23	0 24
Dates—		
Excelsior, pkgs., 3 doz. in case	3 60	.....
Dromedary dates, 3 doz. in case	4 50	.....
Figs—		
Taps, lb.	0 05½	0 06
Malagas, lb.	.....	0 10
Prunes—		
30-40s, per lb., 25's, faced.	.....	0 16
40-50s, per lb., 25's, faced.	.....	0 15½
50-60s, per lb., 25's, faced.	.....	0 15
70-80s, per lb., 25's, faced.	0 13	0 13½
80-90s, per lb., 25's, unfaced.	.....	0 12½
90-100s, per lb., 25's, faced.	.....	0 10½
Peaches—		
Standard, 25-lb. box	.....	0 13
Choice, 25-lb. boxes	0 13½	0 14
Fancy, 25-lb. boxes	.....	0 15
Raisins—		
California bleached, lb.	0 14½	0 15
Valencia, Cal.	0 10½	0 11
Valencia, Spanish	0 10	0 12
Seeded, fancy, 1-lb. packets.	0 12	0 13
Seedless, 12-oz. packets	0 12½	0 13½
Seedless, 16-oz. packets	0 15	0 16

Japan And China Teas Expected Higher

Toronto.

TEAS.—Some new-crop Japan teas are now coming into this market at prices about 7c per pound higher than last year's quotations. This is about the time of year when importers secure their stocks of early crop Japan and China teas. These teas of the early pickings have been brought in to sell around 38c per pound. China green prices are expected to be announced in the near future, and it is anticipated they will be about 10c per pound higher than last year, which will make the lowest quotation on this basis around 35c per pound. Some of the Hyson Thirds are obtainable at present from 30c to 35c per pound. The situation with respect to Indians and Ceylons remained unchanged during the week. It is reported that a shipment of tea reached the West Coast recently and was carried at a greatly reduced marine insurance risk. It remains to be seen what effect this will have on the market.

Ceylons and Indias—		
Pekoe Souchongs	0 42	0 44

Pekoes	0 44	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
Javas—		
Broken Pekoes	0 38	0 40
Japans and Chinas—		
Early pickings, Japans	.....	0 38
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 38	0 52

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

Cocoa Demand Is Continuing Heavy

Toronto.

COFFEE, COCOA.—There is a continued heavy demand for cocoa and prices are holding steady. One of the reasons for the steadiness of price in cocoa is due to the fact that there has been a heavy demand for chocolate, and cocoa being a by-product, has been turned over as an adjunct to this sale. Coffee remained in steady tone during the week, there being no disposition to change prices.

Coffee—		
Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 20	0 25
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 17	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Pickling Season Demand Now Heavy

Toronto.

SPICES.—Now that the pickling season is in full swing there is a heavy demand for spices for this purpose, dealers reporting that it is unusually heavy, "heavier than ever," as reported by one concern. Celery seed has been advanced 5c per pound during the week in some quarters, which now makes the range up to 50c. Other prices remained unchanged in a generally steady position. As yet there has been no advice of the arrival of coriander seed, but shipments are presumed to be on the way.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 25	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 40	0 55
Ginger	0 25	0 35
Mace	0 90	1 25
Pastry	0 25	0 30
Pickling spice	0 22	0 25
Peppers, black	0 35	0 38
Peppers, white	0 38	0 45
Nutmegs, selecta, whole, 100's	.....	0 40
Do., 80's	0 45	0 50
Do., 64's	.....	0 60
Mustard seed, whole	0 25	0 30
Celery seed, whole	0 40	0 50
Coriander, whole	0 30	0 35
Caraway seed, whole	0 75	1 00
Cream of Tartar—		
French, pure	.....	0 60
American high test	.....	0 65

Movement Toward Higher Levels On Rice

Toronto.

RICE, TAPIOCA.—There was a more general movement toward higher prices on rice during the week, as the result of the recent announcement of higher prices

by the Southern millers and higher prices on Eastern freight rates. Tapioca is in firm market, due to the advancement of prices by one of the brokerage houses that had recently been a factor in holding prices to lower levels. Quotations on the latter now run from 13½c to 14½c per pound. Spot stocks of rice in the Southern centres are about all cleaned up. Rains have been retarding the harvesting of new crop, but are stated to be beneficial to the later crop.

Texas, fancy, per 100 lbs.....	9 50	11 00
Blue Rose Texas.....	9 00	10 50
Honduras, fancy, per 100 lbs.....	0 12½	
Siam, fancy, per 100 lbs.....	7 50	8 50
Siam, second, per 100 lbs.....	7 75	8 50
Japans, fancy, per 100 lbs.....	8 50	9 00
Japans, second, per 100 lbs.....	8 00	8 25
Chinese XX, per 100 lbs.....	8 00	8 50
Tapioca, per lb.....	0 13½	0 14½

Filberts Show Easier Tendency

Toronto.

NUTS.—Prices on Barcelona filberts being quoted by importers are approximately 1c per pound lower than the recent opening prices. Sicily filberts also show an easier tendency. Tarragona almonds are being booked freely at an advance of approximately 1½c per pound over the opening prices of last year. Shelled peanuts are in firm market, and an advance may take place in the near future. There has been fairly good ordering of nuts of various kinds on the part of wholesalers.

In the Shell—

Almonds, Tarragonas, lb.....	0 20	0 22
Walnuts, Bordeaux.....	0 18	0 20
Walnuts, Grenobles, lb.....	0 18	0 20
Filberts, lb.....	0 18	0 20
Pecans, lb.....	0 18	0 20
Peanuts, roasted, lb.....	0 15	0 18
Brasil nuts, lb.....	0 15	0 20
Shelled—		
Almonds, lb.....	0 40	0 48
Walnuts, lb.....	0 55	0 60
Walnuts, California.....		
Peanuts, lb.....	0 17	0 18

Rangoon Beans May Be Lower In Near Future

Toronto.

BEANS.—Shipments of Rangoon beans are expected to reach the local market in the near future when quotations may rule lower than those now quoted. Demand for beans is light at this time of the year. Reports on the bean crop are not definite as yet; the acreage is no doubt larger than last year, but as to how the yield will turn out is problematical. There is, however, an enormous crop of beans reported as maturing in the United States, estimated at three or four times greater than last year. This will no doubt be a factor to keep beans at a lower price than present quotations.

Ontario, 1-lb. to 2-lb. pickers, bu.	9 50	11 00
Can. white kidney beans, bush..	10 00	10 50
Rangoons, per bush.....	8 40	9 00
Yellow eyes, per bushel.....	9 60	
Japanese, per bush.....	9 00	
Limas, per pound.....	0 17	0 20

Demand On Package Cereals Keeps Heavy

Toronto.

PACKAGE GOODS.—There is a continued good demand on package cereals,

particularly of the cooked varieties. Oatmeal consumption is also keeping up well even in the face of summer weather. The month of August being comparatively cool, has been more favorable to consumption of that cereal. Prices on the various lines held steady during the week. Starch and cornstarch remained unchanged, although the market has an easy undertone due to the lower price on corn.

Cornflakes, per case.....	3 30	3 40
Rollled oats, round, family size, 20s	4 80	5 00
Rollled oats, round, regular 18s, case.....		1 75
Rollled oats, square, 20s.....	4 80	5 00
Shredded wheat, case.....		4 00
Cornstarch, No. 1, pound cartons.....		0 12
No. 2, pound cartons.....		0 11
Starch, in 1-lb. cartons.....		0 12
Do., in 6-lb. tins.....		0 13½
Do., in 6-lb. papers.....		0 09½

Swordfish Being Brought Into Market

Toronto.

FISH.—Swordfish from the Eastern waters came into the local market during the week for the first time. These fish are extra large in size, ranging from 200 pounds to 1,000 pounds in weight. By way of making a more extended fish diet they are being introduced into the local market. This fish is stated to be akin to halibut in its eating qualities. Fresh mackerel are expected to reach the market this week. Cod and haddock arrivals were somewhat light during the first part of the week, as the Eastern shippers did not have sufficient stocks to meet the demand. There is a good movement of this fish, and the demand has helped stimulate the eating of other varieties of fish. British Columbia salmon is quoted firm at 22c. Swordfish is selling at 15c. Trout and whitefish were scarce during the week and prices held steadily firm.

SMOKED FISH.

Haddies, per lb., new cured.....	0 11	0 12
Haddies, filets, per lb.....	0 14	0 15
Kipperd herring, per box.....		1 50
Digby herring, bundle 5 boxes.....		1 10

PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks.....		2 60
Salt mackerel, kits 15 lbs.....		2 25

FRESH SEA FISH.

Halibut, medium, fresh, lb.....		0 19
Halibut, frozen.....		0 18
Salmon, B.C., red spring.....		0 22
Haddock, fancy, express, lb.....		0 07
Herrings, frozen.....	0 06	0 06½
Steak cod, fancy, express, lb.....		0 09
Cod, market, heads on, lb.....		0 07
Mackerel, lb.....	0 10	0 12
Flounders, lb.....	0 09	0 10
Swordfish, lb.....		0 15

FRESH LAKE FISH.

Herring, per lb.....	0 08	0 09
Pike, lb.....		0 10
Whitefish, lb., fresh.....	0 13	0 14
Trout, lb., fresh.....	0 13	0 14
Tullibees, fresh, lb.....	0 09	0 10

Tomatoes Down; Beets Plentiful

Toronto.

VEGETABLES.—Tomatoes were on the down grade so far as prices were concerned, No. 1's being quoted from 35c to 50c per basket of 11 quarts. They are of fine quality and movement was quite free. Green string beans were firmer owing to dwindling supplies. Golden wax beans were in much the same posi-

tion. Egg plant was in easier market, being quoted 85c to \$1 per basket. Spanish onions in crates were higher, being quoted at \$4 to \$4.25, while Canadian in sacks are quoted at \$2.75. Ontario potatoes in bags are reaching the market in larger quantities, and quotations were lower than last week, ranging from \$1.85 to \$2 per bag, with indications of still lower prices. Cabbage is also coming very plentifully, being quoted at 40c per dozen. Beets in bags were in the market, and were quoted at \$1, with carrots in bags also at \$1. Vegetables are plentiful, but demand is not heavy, owing to the back-yard production.

Beets, 11-qt. basket.....		0 25
Do., bag.....		1 00
Beans, green, string, 11-qt.....	0 50	0 60
Do., golden wax, 11-qt.....	0 50	0 60
Cucumbers, Can., hothouse, 11-qt. basket.....	0 20	0 25
Gherkins, 11-qt.....	0 60	1 25
Cabbage, Canadian, doz.....		0 40
Carrots, new, basket.....		0 25
Do., bag.....		1 00
Celery, Mich., doz.....	0 40	0 50
Do., Canadian, doz.....	0 50	0 75
Eggplant, 11 qt.....	0 85	1 00
Lettuce leaf, doz. bunches.....	0 30	0 40
Canadian head lettuce, doz.....		0 50
Mushrooms, lb.....		0 75
Onions—		
Green, per doz. bunches.....	0 20	0 25
Spanish, crates.....	4 00	4 25
Do., half crates.....		2 25
Do., Canadian, 75-lb.....		2 75
Potatoes—		
New Ontario, bag.....	1 85	2 00
Green peppers, basket.....	0 50	0 75
Red peppers, 11 qt.....	1 00	1 25
Tomatoes—		
11-qt., No. 1.....	0 35	0 50
6-qt., No. 1.....	0 25	0 35
Parsley, basket.....	0 85	0 40
Watercress, basket.....	0 30	0 50
Turnips, new, basket.....	0 20	0 25
Vegetable marrow.....	0 30	0 35

Ontario Sugar Melons Reach Local Market

Toronto.

FRUIT.—Fruit was in plentiful supply during the week, several cars of California Gravenstein apples being in evidence and selling from \$3 to \$3.25 per box. Hammers of American apples were selling at \$2.75, while the Ontario apples in 11-quart baskets were quoted all the way from 50c to 75c, according to quality. Ontario cantaloupes reached the market and were quoted at 60c to \$1.25 per 16-quart basket, according to sample. Abundant plums were lower in price, being quoted from 35c to 50c for 6-quart baskets, while the Burbank plums were from 75c to \$1 for 11-quart. Ontario clingstone peaches were quoted from 35c to 50c per 6-quart basket. California lemons were lower, largely on account of the quality of the fruit. Following are the quotations:

Apples—		
Hammers, American.....		2 75
Do., boxes.....	3 00	3 25
Do., Ontario, 11-qt.....	0 50	0 75
Bananas, yellow, bunch.....	2 50	3 50
Cantaloupes, 45s, case.....	4 50	5 50
Do., 12-15s, case.....	1 75	2 25
Do., Ontario, 16-qt.....	0 60	1 25
Currants—		
Black, 11-qt.....		2 25
Black, 6-qt.....		1 25
Red, 11-qt.....		1 50
Blueberries, 11-qt.....	1 75	2 00
Cherries—		
Montmorencies, 11-qt.....		1 50
Black Morell, 11-qt.....	1 25	1 40
Lawtonberries, qt.....	0 14	0 17
Oranges—		
Cal. late Valencias.....	3 50	4 50

Gooseberries, 11-qt.	1 50
Lemons, Cal., case	6 00 7 00
Do., Verdilis, case	7 50 8 00
Peaches, Arkansas, 6 bkts. bush.	4 50
Do., Ont., 6-qt.	0 35 0 50
Pears, Cal. Bartlett, box.....	3 75 4 00

Do., Ontario, 11-qt.	0 50	0 75°
Plums, Cal., box	1 75	2 75
Abundants, 6-qt.	0 35	0 50
Burbanks, 11-qt.	0 75	1 00
Watermelons, each	0 75	1 00

MANITOBA MARKETS

WINNIPEG, Aug. 29.—A Winnipeg wholesaler, after commenting on the high price at which new crop raisins had opened, said: "I feel that if everybody would buy goods only as they are required, they would be considerably further ahead. The retailer has got to get away from a special idea, even though on some lines he may pay a little more later on." Speaking on the canned goods situation, he also stated: "If dealers would buy canned goods as they need them, they would be better off. I do not think they would have to pay more money later on, probably less, and they would be saving carrying charges, that is, interest, storage, insurance, which the average retailer does not take into consideration."

It is interesting to note the attitude taken by the jobbers towards their customers in these times. Recently a Winnipeg jobber wrote to his customers as follows:

"First of all, we should realize that most of the goods we handle are staples, and although there has been some curtailment of buying in certain lines, the demand is sure to be as large as ever for most food products. Buy wisely and work harder; develop sales on new lines to take the place of goods that are affected by the area of curtailment; work a little more intelligently and diligently, and our business will not suffer. The foremost men in almost all mercantile lines believe that business this fall will be good; in fact, some say larger than for some years past.

"There is danger in too much economy. There is danger in too much talk about economy, and there is little reason for the 'Don't buy now' wave which has shown a tendency to sweep over some parts of the country. If everybody continues to buy—not extravagantly, but reasonably—doesn't it follow that the factories will keep going, manufacturing things to eat and things to wear? The surest way to throw thousands of wage-earners out of employment is to permit false economy to stop the ordinary buying. Eliminate waste—that is the plain duty of all.

"In closing, we repeat, the duty of every grocer is to buy wisely and develop sales on staple lines that are not affected by necessary economy, but above everything else, help educate the buying public so that their dollar will go further. This is the duty of every merchant and means much in the way of economizing. Encourage the meatless day and support all those other saving projects which the Food Controller of our country deems necessary. As a dealer, everyone, whether selling groceries or any other line, has a very important duty to fulfil. Let us show the consumer how to make the best use out of the dollar."

New prices now in effect on a number of lines are:

Empress Jam—Strawberry, 12x4s, case, \$9; raspberry, 12x4s, case, \$8.75; Loganberry, 12x4s, case, \$8.75; black currant, 12x4s, case, \$8.50; assorted, 12x4s, case, \$8.50; strawberry, 1-lb. glass, doz., \$2.75; raspberry, 1-lb. glass, doz., \$2.75; shelled walnuts, per lb., 58c; Hillsdale sliced pineapple, 2s, case, \$4.80; Canada First evaporated milk, family, case, \$5.75; hotel, case, \$6.20; talls, case, \$6.50; Carnation evaporated milk, talls, case, \$6.65; Constant's macaroni and vermicelli, 1-lb. pkgs., per lb., 10½c; 5-lb. boxes, per lb., 10c; 10-lb. boxes, per lb., 9¾c; Van Camp's soups, all kinds, doz., \$1.80; Van Camp's pork and beans, 1s, case, \$6.30; 2s, case, \$6.90; Libby's veal loaf, medium, doz., \$2.85; canned peas, 2s, case, \$3.15; canned corn, 2s, case, \$3.50; Crisco, 1½s and 3s, case, \$9.

Sugar Market Still Very High

Winnipeg.
SUGAR.—Last week-end, Redpath and Wallaceburg was still on a basis of \$9.75 for standard granulated. Atlantic Sugar Refineries were quoting \$10. The demand seems to have held up, as there seems to have been an unusual demand for preserving. Nobody seems to be able to form any prediction as to what is likely to happen to the market.

Looking For An Easier Syrup Market

Winnipeg.
SYRUPS.—A jobber stated to CANADIAN GROCER this week: "I look for an easier market on starch and syrups; in fact, considerably easier, in view of there having been a drop in the price of corn during the last week or so. However, this new crop corn cannot be used until the first of the year, that is for corn syrup and starch. There seems to be little movement in either cane or corn syrup at the moment, but there should be a big demand next month. American markets have gone up considerably lately on molasses, but the trade here are not looking for any further big changes just now. Typical quotations for good New Orleans molasses are:

24 by 2 lb. tins	\$3 15
24 by 3 lb. tins	4 25
12 by 5 lb. tins	3 80
6 by 10 lb. tins	3 70

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	5 28
5-lb. tins, 1 doz. case, per case.....	5 68
10-lb. tins, ½ doz. case, per case.....	6 41
20-lb. tins, ¼ doz. case, per case.....	6 42

White Clover and Lily White—	
2-lb. tins, 2 doz. case, per case.....	5 78
5-lb. tins, 1 doz. case, per case.....	6 18
10-lb. tins, ½ doz. case, per case.....	5 91
20-lb. tins, ¼ doz. case, per case.....	5 92

Barbadoes Molasses—

In half barrels, per gal.....	0 85
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New Orleans Molasses—

Blackstrap, half barrels, wood, per gal.	0 50
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ROGERS SYRUP.

24 by 2 lb. tins, case.....	5 25
12 by 5 lb. tins, case.....	6 15
6 by 10 lb. tins, case.....	5 75
3 by 20 lb. tins, case.....	5 60
12 by 3 lb. seal glass jars.....	4 20

New Raisins Open High; Jobbers' Price Unchanged

Winnipeg.

DRIED FRUITS.—The market has opened on raisins for 1917 crop, and is considerably higher than the opening prices of a year ago. Prices are also somewhat higher than the price being paid for spot stock. For example, the price of fancy seeded raisins is 10c higher than prices to-day, and this advance more or less applies right through the list. These new prices are for shipment, October-November. While there is an easy feeling to many lines of dried fruit, it is surprising that the raisin market has opened so high, and stranger still that the Association is guaranteeing prices against a decline until December 31st. In Winnipeg all jobbers are carrying fairly good stocks of raisins bought at old prices, and some of them state that retailers need not look for an advance in the price of raisins before Christmas. Some brokers draw attention to the fact that these prices are higher than were expected, and they cannot see how the Association is warranted in naming them so high when their only market is in America. They feel that prices on all dried fruits, like prunes, will have to go down sooner or later. On the other hand, brokers representing the raisin people state that there is no competition to-day from Europe, and that there will be a big demand, not only from America, but from the Allies as well. **Evaporated Apples.**—Reports coming through are still to the effect that the crop in Ontario will be a small one. Many packers have withdrawn from the market on spot goods, as supplies are becoming very low. **Peels.**—Jobbers have all bought candied peels for their Christmas trade, and prices will be much less than they would have been had jobbers been buying to-day, as the market is three or four cents higher than it was in the spring.

Santa Clara Prunes—	
90-100s, 25-lb. boxes, per lb.....	0 10½
80-90s, 25-lb. boxes, per lb.....	0 11
60-60s, 25-lb. boxes, per lb.....	0 12½
40-50s, 25-lb. boxes, per lb.....	0 13½
Oregon Prunes—	
100s and over, 25-lb. boxes, per lb....	0 08
90-100s, 25-lb. boxes, per lb.....	0 09½
80-90s, 25-lb. boxes, per lb.....	0 10
40-50s, 25-lb. boxes, per lb.....	0 12½
Dried Fruits—	
Apples, evap., 50-lb. boxes, lb..	0 18½
Apples, 25-lb. boxes	0 14½
Apples, 3-lb. cartons, each.....	0 46
Pears, choice, 25's	0 15½
Apricots—	
New, 25's	0 23%
New, 10's	0 24
Peaches—	
Choice, 25-lb. boxes	0 11½
Choice, 10-lb. boxes	0 12
Currants—	
Fresh cleaned, half cases.	
Australian, lb.	0 19½
Dates—	
Halloweas, 68-lb. boxes.....	0 13
Fards, box, 12 lbs.....	2 05
Raisins, California—	
16 oz. fancy, seeded	0 12
16 oz. choice, seeded	0 11½
12 oz. fancy, seeded	0 09½
12 oz. choice, seeded	0 09½
Raisins, Muscatels—	
3 crown, loose, 25's	0 11
3 crown, lobse, 50's	0 10½

(Continued on page 45.)

FLOUR AND CEREALS

Market Expects A Decline In Flour

Montreal.

FLOUR AND FEEDS.—Action by the Government in connection with fixing the maximum price on wheat is still awaited at time of writing, and the millers are anxiously concerned, for the period of the \$2.40 maximum expires at the end of this week. Should the Government not announce a price before September opens the millers will probably enter the market at prices which will obey the usual laws of buying and selling, but Government action is fully expected even at the eleventh hour. The attitude of the market at present is to anticipate declining prices for flour, but nothing definite is indicated yet. Winter wheat flour has declined a little since last reporting, fancy patents being now \$12.75 to \$13, and the other grade in wood and in bags slightly easier in proportion. New winter wheat flour is now being heard of, though none had actually come on to the Montreal market. Reports from the North-West tell of a period of anxiety as to wheat owing to low temperatures prevailing. Should these low temperatures continue for any length of time there will be frost danger in Saskatchewan. The question of feeds continues to give cause for concern. There is very little to sell in this line, and demand is far greater than supply, especially for middlings. Prices, however, have not advanced any further this week, as compared with quotations of last week. Feed oats are down 5c, and the oat market is easier, but more definite news of new oat prices is expected towards the beginning of October.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	13 00	13 20
Second patents	12 50	12 70
Strong bakers	12 30	12 50
Winter Wheat Flour—		
Fancy patents	13 50	13 60
90%, in wood	12 25	12 35
90%, in bags	5 75	5 90
Bran, per ton	35 00	37 00
Shorts	40 00	42 00
Special middlings	50 00	51 00
Feed flour	61 00	62 00
Feed oats, per bushel		0 85

Cereals Are Not In Altered Market

Montreal.

CEREALS.—There has been no market movement of note affecting the cereals. The wheat based cereals listed below have not altered in price, as they are affected by the flour market, which is in a quiescent state awaiting Government action. Oats are showing an easier trend in the primary market, but the oat cereal products in bulk and package have

not altered in price for the present week. The same is true of corn, and the corn based cereals. Though the market for corn is lower by quite a considerable amount, the corn products hesitate to come down yet to lower levels.

Barley, pearl, 98 lbs.....	7 50	8 00
Barley, pot, 98 lbs.....	6 25	7 25
Corn flour, 98 lbs.....	6 50	6 75
Cornmeal, yellow, 98 lbs.....	7 00	7 25
Graham flour, 98 lbs.....	6 25	
Hominy grits, 98 lbs.....	6 75	8 00
Hominy, pearl, 98 lbs.....	7 00	7 60
Oatmeal, standard, 98 lbs.....	5 25	5 50
Oatmeal, granulated, 98 lbs.....	5 25	5 50
Peas, Canadian, boiling, bush.....		5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 00	5 25
Whole wheat flour, 98 lbs.....		6 25
Rye flour, 98 lbs.....	5 25	5 50
Wheatlets, 98 lbs.....		6 50

Ontario Flour Again Lower

Toronto.

FLOUR.—With the coming of new-crop Ontario wheat into the market prices were lower and flour followed downward in sympathy, a decline of 55c to 85c per barrel having been recorded, making the range of prices from \$10.85 to \$11 per barrel on carload basis, with less than carlots 20c per barrel more. Manitoba flour held steady at \$12.90 per barrel during the week. The wheat market held in steady position at fixed priced of \$2.40 for cash wheat, and the October option showed but little variation during the week. Demand for flour is reported to be improving and millers are looking forward to the time when flour from Ontario will again be permitted to go into the United States. Mills are still quoting no farther into the future than 30 days, as they are waiting until some pronouncement is made by the Food Controller as to whether there will be any regulations respecting milling or the fixing of prices on wheat.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	\$12 90	\$13 10
Second patents	12 40	12 60
Strong bakers	12 20	12 40
Ontario Winter Wheat Flour—		
High patents	\$10.85-\$11.00	\$11.05-\$11.20
Second patents	10.65- 10.80	10.85- 11.00

Corn Flour And Hominy Easier In Price

Toronto.

CEREALS.—There was a disposition to quote lower prices on corn flour, hominy grits and pearl hominy during the week, high quotations of last week being shaded down 15c. Millers are not anticipating a rapid decline in corn products until new crop corn begins to

come on the market. Old crop corn is now scarce, which is having a tendency to steady the market. Demand for cereals is quite generally reported light.

	Less than car lots	
Barley, pearl, 98 lbs.....	7 00	7 50
Barley, pot, 98 lbs.....	5 00	5 50
Corn flour, 98 lbs.....	6 25	6 60
Cornmeal, yellow, 98 lbs.....	6 00	6 40
Farina, 98 lbs.....	6 45	6 50
Graham flour, 98 lbs.....	5 75	6 20
Hominy, grits, 98 lbs.....	6 50	6 60
Hominy, pearl, 98 lbs.....	6 50	6 60
Oatmeal, 98 lbs.....	5 00	5 25
Rolled oats, 90-lb. bags	4 50	4 65
Rolled wheat, 100-lb. bbls.....	6 50	6 75
Wheatlets, 98 lbs.....	6 50	6 75
Peas, yellow, split, 98 lbs.....	10 00	11 00
Blue Peas, lb.....	0 09	0 12

Above prices give the range of quotation to the retail trade.

Millfeeds Continue In Good Demand Still

Toronto.

MILLFEEDS.—There was a steadiness in the market for millfeeds during the week. Some mills report they are still oversold on both bran and shorts. Other concerns report demand for bran also heavy. These products continue to go into the United States. Prices remained unchanged with the exception of shorts which in one instance was quoted up to \$43 per ton.

	Mixed cars ton	Small lots ton
Mill Feeds—		
Bran	\$35-\$36	\$37-\$38
Shorts	40- 43	42- 45
Special middlings	50	52
Feed flour, per bag.....		3.05-3.60

Rolled Oats \$3.75; Feeds To Remain High

Winnipeg.

FLOUR AND FEEDS.—There is no change in the flour situation owing to the fact that the price of wheat is fixed at \$2.40. There has been no intimation given by the Grain Advisory board, as to what price wheat will be in September; \$2.40 is the price until September 1st. Domestic flour business has been up to the usual volume, although not so heavy as August a year ago. Rolled Oats.—Market on bulk rolled oats is firm at \$3.75. Millers state that the demand is considerably in excess of supply, but this situation will be relieved shortly, as there is a report that the Government is pretty well supplied for some time to come. Feeds and shorts are still selling at \$35.00 and \$39.00 respectively, and the demand is very heavy. Buyers need not look for any reduction in the price of feed, even should the price of wheat in September be dropped below the \$2.40 mark.

Flour—	
Best patents	12 00
Bakers	11 50
Clears	10 90

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Aug. 28.—Flour made some changes in price during the week, but prices to-day are back to last week's basis. Sugar is unchanged. Preserving fruits are selling slowly on account of high price of sugar. Dessert fruits are selling well. Tomatoes have registered a decline, going to \$1 for four basket crates. Bulk prices on tomatoes show a wide range, according to feeling of buyers and purchaser at time of sale. Report of the British embargo on bacon has not weakened the price of hog products. Compound lard is firmer, with ham and bacon expected to advance before the week-end. Rice is scarce, but no change in price has been recorded. Beans are scarce, there being practically no quotations.

VANCOUVER, B.C.—		
Sugar, pure cane, gran., 100 lbs.	9	75
Flour, first patents, Manitoba, per per bbl., in car lots	13	50
Salmon, Sockeye, 1-lb. talls, per case 4 doz.		
Rice, Siam, No. 1	130	00
Do., Siam, No. 2	110	00
Beans, Japanese, per lb.		
Beans, B.C., white		
Potatoes, per ton	35	00
Lard, pure, in 400-lb. tierces, lb.	0	27
Butter, fresh made creamery, lb.	0	43
Eggs, new-laid, in cartons, doz.	0	48
Cheese, new, large, per lb.	0	25

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, August 28.—Some recent advances that have been recorded include 1c per pound on picnic hams, 2c per pound on Ayrshire bacon and grape-nuts 5c per case. Cornmeal and fruit sealers are higher. Small white beans are quoted from 13c to 15c with an upward tendency due to scarcity. Some jobbers are now limiting quantities of sales on rice. The egg market is stiffening as new laids are none too plentiful at \$11.50 per case. Pure jam with apple has recorded two advances and is now quoted at 50c for 4-lb. pails. Lard 3's are now quoted at \$16.50 per case. Ontario cheese for fall delivery is quoted at 25½c per pound. Choice new evaporated pears to arrive are quoted at 14½c per pound.

CALGARY:		
Beans, small white, Japan, lb.	0	13
Flour, No. 1 patents, 98s per bbl.	12	10
Molasses, extra fancy, gal.	0	82

Rolled oats, 80s	3	25
Rice, Siam, cwt.	7	50
Tapioca, lb.	0	13
Sago, lb.	0	13
Sugar, pure cane, granulated, cwt.	10	50
Cheese, No. 1 Ontario, large	0	25½
Butter, creamery, lb.	0	44
Do., dairy, lb.	0	31
Lard, pure, 3s, per case	16	50
Eggs, new laid, case	11	50
Tomatoes, 2½s, standard case	4	50
Corn, 3s, standard case	3	90
Peas, 2s, standard case	3	45
Apples, gals., Ontario, case	2	65
Strawberries, 2s, Ontario, case	5	50
Raspberries, 2s, Ontario, case	5	40
Peaches, evaporated, lb.	0	14
Peaches, 2s, Ontario, case	4	75
Lemons, case	10	00
Salmon, pink, tall, case	7	25
Salmon, Sockeye, tall, case	12	75

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, August 28.—Summer quietness continues in the grocery trade but sales are well up to the average for this time of year. A decline in the price of bacon is expected as a result of the British decision to cease imports, but the local market is not yet affected. The Canadian Government ban on sales of canned goods has not yet affected local prices. Large quantities of butter are reported to be going into storage thus depriving the market of the current supply and is forcing prices upward. Creamery butter is now quoted at 47c per pound and dairy at 45c, with tubs at 40c to 44c. While the new pack salmon is not expected on the local market until November, the old stock is nearly cleaned up. There are no red spring talls or cohoes available here. Pink talls jumped upward and are now quoted at \$8.25 to \$8.50 per case. Chums are quoted at \$7 to \$7.50. Ordinary cornmeal is lower at \$4.50 per bag. Sago and tapioca have registered a 3c advance and are now quoted at 16c to 17c. Cheese is firmer at 23c to 24c per pound. Case eggs are higher at 41c to 42c. Compound lard is also firmer at 21½c to 22c. New native potatoes are easier in price, being quoted at \$1.10 per bushel. Texas onions are off the market, while new American onions are being quoted at \$5 to \$6 per 100 pounds. Ontario tomatoes are now quoted at \$1 per basket and cucumbers at 20c to 25c per basket.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	13	90
Ontario	12	85
Cornmeal, gran., bbls.	13	50
Cornmeal, ordinary, bags	4	50
Molasses, extra fancy, gal.	0	76
Rolled oats, bbl.	10	25
Beans, white, bush.	9	25
Beans, yellow-eyed	8	75
Rice, Siam, cwt.	8	00
Sago and tapioca, lb.	0	16

Sugar—		
Standard granulated	9	50
No. 1 yellow	9	00
Paris lumps	10	75
Cheese, N.B., twins	0	23
Eggs, new-laid	0	47
Eggs, case	0	41
Breakfast bacon	0	33
Butter, creamery, per lb.	0	47
Butter, dairy, per lb.	0	45
Butter, tub	0	40
Lard, pure, lb.	0	27½
Lard, compound	0	21¾
American clear pork	53	00
Beef, corned, 1s	4	25
Tomatoes, 3s, standard, case	4	70
Raspberries, 2s, Ont., case	5	40
Peaches, 2s, Ontario, case	4	30
Corn, 2s, standard case	4	30
Peas, 2s, standard case	3	50
Apples, gals., N.B., doz.	3	50
Strawberries, 2s, Ont., case	5	00
Pork and beans, case	4	00
Salmon, pink, talls, case	8	25
Salmon, Chums	7	00
Sardines, domestic, case	6	00
Cream tartar	0	58
Currants, lb.	0	20
Raisins, choice, lb.	0	12½
Raisins, fancy, lb.	0	12½
Raisins, seedless, lb.	0	15
Prunes, 90-100, lb.	0	14
Candied peel, citron	0	35
Candied peel, orange and lemon	0	28
Evaporated apples, lb.	0	12½
Evaporated apricots, lb.	0	13
Fresh Fruits and Vegetables—		
Lemons, Messina, box	8	00
Lemons, Cal., box	10	00
Oranges, Cal., box	4	50
Pears, Cal.	4	00
Peaches, Cal.	1	75
Plums, Cal.	2	75
Grapefruit, per case	6	00
Apples, American, bbl.	8	00
Potatoes—		
New, native, bushel	1	10
Tomatoes, Ont., basket	1	00
Cucumbers, doz.	0	20

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, August 28.—Indications point to high prices on new crop prunes, intimations being made that an advance of 1c per pound over former prices can be expected. New jams will also be very high in price, an advance of 5c per pail over the old price being probable. Cotalene has advanced ¼c. Molasses is now quoted at 59c per gallon. Rolled oats have declined, bails being quoted at \$4.50. The decline amounting to 40c a sack of 80 lbs. for fall delivery. There is now a good demand for spices, as the pickling season is in full swing. Sugar is now quoted at \$10.12 per hundred, a total advance of 30c. Ontario cheese declined a half cent to 24½c. A 20-cent decline in lard has sent the price for 3's down to \$16.30. Owing to the apple crop in Ontario being a failure the price of gallon apples has advanced to \$2.50. New sockeye quotations are \$14.50, while pinks are quoted at \$8.75, an advance of \$1 over old prices.

REGINA—

Beans, small white Japan, bu...	7	25
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Beans, Lima, per lb.	0 22
Flour, No. 1 pats., 98s., per bbl.	12 20
Molasses, extra fancy, gal.	...
Rolled oats, balls	4 50
Rice, Siam, cwt.	5 85
Sago and tapioca, lb.	0 13 1/4
Bacon, smoked backs, lb.	0 30 1/2
Bacon, smoked sides, lb.	0 30
Sugar, pure cane, gran., cwt.	10 12
Cheese, No. 1 Ontario, large.	0 24 1/2
Butter, creamery, lb.	0 40
Lard, pure, 3s, per case.	16 30
Bacon, smoked sides, lb.	0 32
Bacon, smoked backs, lb.	0 30
Eggs, new-laid	0 37
Pineapples, case	4 75
Tomatoes, 3s, standard case.	4 50
Corn, 2s, standard, case.	3 75
Peas, 2s, standard, case	3 45
Apples, gals., Ontario	2 50
Strawberries, 2s, Ont., case.	5 75
Raspberries, 2s, Ont., case.	5 45
Peaches, 2s, Ontario, case.	3 75
Salmon, finest sockeye, tall, case.	14 50
Salmon, pink, tall, case	8 75
Pork, American clear, per bbl.	40 75
Bacon, breakfast	0 27
Bacon, roll	0 22

WEEKLY MARKET REPORTS
(Continued from page 42.)

Raisins, Cal. Valencias—	
3 crown, loose, 25-lb. boxes...	0 09 1/4
3 crown, loose, 10-lb. boxes...	0 10 1/4
Figs—	
Mediterranean, 33-lb. mats	0 07 1/4

Big Decline On Beans In October

Winnipeg.
DRIED VEGETABLES.—While there is, a slightly easier market to-day on white beans, it will not be until October that the big decline will take place.
White beans, bush. 7 25
California Lima Beans—
80-lb. sacks 0 17 1/4
Peas—
Split peas, sack, 98 lbs. 11 25
Whole green peas, bush. 5 50
Whole yellow, bushel 3 75 4 00

Crisco Declined Ninety Cents Per Case

Winnipeg.
CRISCO.—Declined 90c per case a week ago, but on account of the very firm hog market, there does not seem to be any likelihood of it going down any further; in fact, the feeling is that it may go up.

New Brazil Nuts To Cost Retailer 15c

Winnipeg.
NUTS.—Most nuts are selling at the same prices as have been quoted for some weeks past. Brazils, large washed, are selling at a price in the primary market to-day to cost the retailer 15c. The market on Brazil nuts therefore is normal.

NUTS—IN SHELLS.	
Almonds, Tarragano (soft shell), lb.	0 21 1/2
Brazils, medium washed (Nigger Toes), lb.	0 19
Filberts, genuine Sicily, lb.	0 18 1/2
Peanuts, Virginia—	
Choice roasted, fresh, lb.	0 14 1/4
Fancy roasted, fresh, lb.	0 15 3/4
Jumbo, roasted, fresh, lb.	0 17
Salted peanuts, 5c pkts., 20 in carton, per carton	0 65
Walnuts, French Marbots, lb.	0 14 1/2
Walnuts, French Cornes, lb.	0 13 1/2
Walnuts, Manchurian (Jap.), lb.	0 13 1/2
NUTS—SHELLED.	
Spanish Valencia Almonds—	
28-lb. boxes, lb.	0 41
Less quantities, lb.	0 42
French Bordeaux Walnuts—	
In 55-lb. boxes, lb.	0 58
Less quantities, lb.	0 59
Spanish Shelled Peanuts—	
No. 1 Spanish, lb.	0 14 1/4

Expect Higher Price On Tea Later

Winnipeg.
TEA.—There is no easing off in the situation here, and an importer stated this week that when the new teas arrive, price to the retailer would be even higher than it is to-day.

Run Of Salmon Continues Very Poor

CANNED SALMON.—A telegram received early this week from the Pacific Coast was to the effect that prices on salmon will be considerably higher than jobbers expect. Cohoes had not begun to run at that time, and the run of salmon up to date has been very poor.

Opinions Differ On Canned Goods Order

Winnipeg.
CANNED GOODS.—A broker representing a firm of canners had not seen the announcement of the Food Controller when seen by CANADIAN GROCER, when told of the new regulations stated that the demand for canned goods was not very heavy just now, as fresh vegetables were on the market. He stated that there were not enough canned goods anyhow to go around. He deprecated the action of the Food Controller, stating that the effect would be the same as in the case of sugar, that is, everybody would rush in to buy canned goods and send the market up. That was what had happened to sugar he said—people who had been accustomed to buying 10 lbs. were buying 100 lbs.

A jobber took a different view altogether. He said it was hard to say now what the effect would be, but if the rule went into effect as stated in the newspapers, then the sale of canned goods would be effected. He believed that such a ruling should be put into effect at once in some districts, whereas it would be unfair to do it in other districts. For instance, in many parts of Western Canada there were no good vegetables, and big supplies were needed for the harvesters. Thus they required canned goods. These farmers did not raise more than enough for their own use, and the season was passed when they could provide for further needs during harvest time. West of Moose Jaw there were districts where farmers did not grow tomatoes—it was difficult to raise them.

Coming down to brass tacks, this jobber admitted that the situation with regard to canned goods was not acute by any means; while he agreed that canners in the East could only give 25 per cent. delivery on peas, he stated that the carry-over from this year would be sufficient to make up the difference. The big prices which had been named on new peas would make such a big reduction in sales, there would be quite enough peas to fill the demand. He said he recommended retailers to buy canned goods as they needed them, and they would be

further ahead; he did not think they would have to pay more later on for them, and they would thus save charges for interest, storage, insurance, etc.

The jobber referred to went on to state that his firm had been selling most of their canned goods at cost throughout the year, and while they had quite a lot on their hands; they were in a very favorable position considering this new ruling made by the Food Controller; the same applied to the retailer whose stocks of canned goods were fairly low, he said.

While nobody ventured an opinion regarding new crop tomatoes, the opinion seems to be general that prices this year will be much lower than last.

Blueberries Scarce; New Potatoes \$1.25

Winnipeg.
FRUIT AND VEGETABLES.—Great difficulty has been experienced this year getting supplies of blueberries, which are coming into this market in very small quantities, and selling for \$2.25 per basket of 16 lbs. Gooseberries and currants are finished. Washington pears will be in this week at \$3.75, and California pears at \$4.25, Bartlett pears in both instances. Washington peaches \$1.60 per crate. Tragedy plums, four basket crates, are bringing \$2.25. Barrel apples from Michigan are coming in at \$8.00 per bbl. Washington yellow Denver onions at \$3.50 per cwt. are arriving. Also crab apples from B.C. (Transcendents) \$1.85. Lemons are selling a little cheaper this week, bringing anywhere from \$9.00 to \$9.50. Local cabbage is selling at 3 1/2c. Blackberries are arriving in plentiful quantities at \$4.50 to \$4.75. Malaga grapes from California are bringing \$3.00. Ontario tomatoes, baskets of 11 quarts, \$1.50, and California ditto, large boxes \$2.75. Tomatoes are about over. Canteloups, flats, are \$2.50, and practically over until British Columbia stuff arrives in a week or ten days. Grapefruit is bringing \$8.00. Plums \$2.00. Apricots are off the market. Potatoes have dropped to \$1.25 bushel. Corn is new on the market at \$2.25 per bushel. Oranges are quoted at \$5.00 per case. Cherries were cleaned up at \$5.00 per case of 24 pints.

Cucumbers, bushel	5 00
Potatoes, new, B.C.	1 25
Carrots, new, bag	3 50
Turnips, new, bag	2 75
Cabbage, homegrown, lb.	0 03 1/2
Cabbage, Cal., lb.	0 03 1/2
Lettuce, leaf, doz.	0 15
Imported mushrooms	1 00
Parsley, home grown	0 40
Peas, green, lb.	0 15
Tomatoes, Ontario, case	1 50
Fruits—	
Apples, crab, B.C. Transcendants	1 85
Blueberries, basket, 14 lbs.	2 00
Oranges, Valencias	5 00
Lemons	9 00
Bananas, lb.	0 05
Watermelons, doz.	8 00
Cantaloups, flats	2 50
Cantaloups, standard, 45 to case	4 50
Pears, Washington Bartlets, crate	3 75
Plums, Tragedy, crate 4-basket	2 25
Plums, crate	2 75
Apples, Michigan, bbl.	8 00
Peaches, crate	1 75
Grapes, Malaga, crate	3 50
Blackberries, crate	4 50
Peaches, Washington, crate	1 60

PRODUCE AND PROVISIONS

Outlook Towards Firm Provisions

Montreal.

PROVISIONS.—There is every prospect that advances in prices of the pork products will take place before long unless quotations for hogs decline. The hams and cured pork products now being sold to the retail trade were made from hogs which did not cost as high as hogs are costing just now. With prices up to \$19 and over for live hogs, and with the supplies small and the quality unsatisfactory in many cases, it would seem as if the market for provisions must grow firmer until better supplies of hogs can be found in the midst of the harvesting season there is not much chance of more abundant supplies of hogs coming in, but there are prospects of good supplies later on in the fall, and, while the immediate outlook is for advanced pork products prices, there are more distant prospects of easier levels again as supplies improve.

Hams—		
Medium, per lb.	0 31	0 32
Large, per lb.	0 29	0 29½
Bacon—		
Plain	0 34	0 37
Boneless, per lb.	0 35	0 39
Bacon—		
Breakfast, per lb.	0 34	0 35
Roll, per lb.	0 27	0 28
Dry Salt Meats—		
Long clear bacon, ton lots....	0 24	0 25
Long clear bacon, small lots...	0 24½	0 25½
Fat backs, lb.	0 23	0 24
Cooked Meats—		
Hams, boiled, per lb.	0 43	
Hams, roast, per lb.	0 46	
Shoulders, boiled, per lb.	0 37½	0 38½
Shoulders, roast, per lb.	0 38	0 38½
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 25½	
Tubs, 60 lbs.	0 25¾	
Pails	0 26	
Bricks, 1 lb., per lb.	0 27	
Shortening—		
Tierces, 400 lbs., per lb.	0 20½	0 20¾
Tubs, 50 lbs.	0 20¾	0 21
Pails, 20 lbs., per lb.	0 21	0 21¼
Bricks, 1 lb., per lb.	0 23	

Poultry Coming Into Good Demand

Montreal.

POULTRY.—A very satisfactory demand exists at present for cold storage poultry, according to reports from houses doing considerable poultry business. This demand is probably partly due to the food control regulations affecting meats, and in large measure also to the publicity given to notices recommending the wider and more frequent use of poultry as food. These notices in placard form are being exhibited by many retailers in their provision departments. Receipts

of live poultry are still small as compared to expectations, and after harvest will be better. It is hoped also that improved quality as regards fattening of the birds will be found after harvest.

Poultry—		
Old fowls		Dressed \$0 21
Chickens, milk-fed, crate fattened, lb.	0 25	
Old roosters	0 16	
Roasting Chickens	0 28	
Young ducks	0 27	
Turkeys (old toms), lb.	0 30	0 31

Egg Market is Exceptionally Firm

Montreal.

EGGS.—The market for eggs in the country remains very high. From 40c to 42c per dozen is being paid to stores. Some egg circles are receiving as high as 44c a dozen f.o.b., but the circle eggs are reported well worth the difference in price, as they contain a large percentage of new-laid eggs, whereas the store eggs are of poorer quality as a rule. There are still several cars of Western eggs reported moving to this market, but these, of course, have to be sold as No. 1 eggs. It is also reported that a car or two of U. S. A. fresh gathered eggs are arriving on this market. Local demand continues very good, notwithstanding high prices. Within the past week or ten days there has been renewed export inquiry, and some new business has been put through. Price, however, will not net such good returns to exporting dealers as those of last year.

Eggs—	
New laid, specials	0 52
Selects	0 48
No. 1's	0 44
No. 2's	0 40

Cheese Market is Still Very Steady

Montreal.

CHEESE.—Better receipts of cheese are reported in Montreal, but there is no great feature to report as regards the market. Receipts for the week ending August 25th were 87,358 boxes of cheese, as compared with 63,491 boxes for the preceding week, and 76,351 boxes for the corresponding period last year. The factories are making the most of good supplies of milk, and, while the prices fixed by the Commission do not allow of much profit to the dealers in making re-sales, there is still fair activity of market, and a very steady business condition. Variations of from a sixteenth of a cent to a quarter of a cent a pound have been noted in the country. Prices to retailers have not altered. The market is steady, and large quantities of cheese are going forward for export.

Cheese—		
Large (new), per lb.	0 22	0 22½
New twins, per lb.	0 22	0 22½
Triplets, per lb.		0 22½
Stilton, per lb.	0 25	0 30
Fancy, old cheese, per lb.		0 30

Butter Market is A Little Easier

Montreal.

BUTTER.—The butter market in the country seems to have reached the top. After surprising experts and non-plussing those who considered themselves able to prophesy as to future tendencies, butter is beginning to swing down from the very high and abnormal levels which have been found in the country of late. A price of 41c was reported at Cowansville on Saturday. This is lower than that prevailing the previous week, and the tendency of the market is easier. Rumors as to the price of butter fixed in the Old Country vary, but all opinions on this subject are that at present country prices it would not pay to buy for export to Britain. This may account for the easier tone to the market. Receipts in Montreal for week ending August 25th were 14,994 packages, as compared with 10,425 packages the previous week, and 20,918 packages for the corresponding period last year. There are some shadings of prices to the retailer, due to the easier trend in the country.

Butter—		
Creamery prints (fresh made) ..	0 43½	0 44½
Creamery solids (fresh made) ..	0 43	0 44
Dairy prints, choice, lb.		0 40
Dairy, in tubs (choice)		0 39
Bakers		0 35

Honey Situation Remains Unchanged

Montreal.

HONEY.—There is nothing further to report this week as regards honey. The production of clover honey is almost certain to be large in many sections, according to indications, but offerings are being made at very firm prices, and there is not much business being done as yet. Buckwheat honey, provided the weather keeps good and sunny, should also come in plentiful supply. A good acreage of buckwheat has been sown, and the bees are busy in honey producing sections. So far nothing has been heard as to prices of buckwheat honey. Demand for honey is now very small.

Honey—		
Buckwheat, 5-10 lb. tins, lb.	0 12	0 12½
Buckwheat, 60-lb. tins, lb.		0 12
Clover, 5-10 lb. tins, per lb.		0 14
Clover, 60-lb. tins		0 13½
Comb, per section	0 15	0 16
Maple Product—		
Syrup, 18 lbs. Imp. meas., per gal.	1 45	1 50
11-lb. tins	1 20	1 25
Sugar, in blocks, per lb.	0 16	0 17

Hogs Are Down; Bacon Higher

Toronto.
PROVISIONS.—There was a decidedly easier trend to the live stock market during the week due to the number of hogs coming in. During the past week as high as \$19.50 was paid off cars but by Tuesday of the present week they had dropped to \$17. This will eventually make the dressed hogs easier though at the time of writing prices in this commodity had not been revised downward, packers being loth to make concessions in this respect until they cleaned out some of their dear hogs. Hams were quoted higher for the medium grade by 1c per pound, plain backs were also up, while breakfast bacon registered an advance of 1½c per pound. Pure lard held steady and compound was also in firm position. Demand for compound has shown much improvement. Meats are also moving freely.

Hams—		
Medium, per lb.	0 31	0 33
Large, per lb.	0 24	0 28
Bacon—		
Plain, per lb.	0 38	0 39
Boneless, per lb.	0 41	0 42
Bacon—		
Breakfast, per lb.	0 36	0 38
Roll, per lb.	0 29	0 30
Wiltshire (smoked), per lb.	0 32	0 32½
Dry Salt Meats—		
Long clear bacon, per lb.	0 26	0 28
Fat backs, lb.	0 25	0 27
Cooked Meats—		
Hams, boiled, per lb.	0 41	0 43
Hams, roast, per lb.	0 44	0 46
Shoulders, roast, per lb.	0 41	0 43
Barrel Pork—		
Mess pork, 200 lbs.	49 00	49 50
Short cut backs, bbl., 200 lbs.	50 00	51 00
Pickled rolls, bbl. 200 lbs.	46 00	50 00
Lard—		
Pure tierces, 400 lbs., per lb.	0 25¼	0 25½
Compound tierces, 400 lbs., lb.	0 21	0 21
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	26 00	27 00
Live, off cars	17 25	17 25
Live, fed and watered	17 00	17 00
Live, f.o.b.	16 00	16 00

Butter Prices Up But Easier Tone Noted

Toronto.
BUTTER.—Prices on fresh made creamery butter went up 2c per pound during the week due in large measures to the scarcity of this commodity with the dwindling of the milk supply, induced by the drying of the pastures. With recent rains, however, the pasture has improved and should make a difference in production. During the first part of the week there was a weaker undertone in evidence due to the fact that Eastern prices were down 1½c per pound. There has been eager inquiry for butter on account of export where prices were higher in the British markets during the past week. Creamery prints are quoted from 44c to 46c per pound. Dairy prints show an increase of 4c per pound.

Creamery prints, fresh made...	0 44	0 46
Creamery solids	0 43	0 44
Dairy prints, choice, lb.	0 42	0 44
Dairy prints, lb.	0 37	0 41

Production of Eggs Better But Prices Up

Toronto.
EGGS.—Receipts of eggs were reported on the increase during the week, the fact that hens have been able to get on the stubble has evidently made a material improvement in the situation so far as production is concerned. There has been a good demand for eggs even in spite of the high prices and this has helped to put prices higher during the week. New laids in cartons were quoted from 54c to 55c per dozen and ex-cartons at 50c to 53c per dozen. Consumption is good, commission men assert, because people realize that even at present prices they are cheaper than meat because they go farther.

Eggs—		
New laids, cartons	0 54	0 55
New laid, ex-cartons	0 50	0 53
No. 1, ex-cartons	0 47	0 47

Cheese Prices Show Advance of ¼c Pound

Toronto.
CHEESE.—There was a firm situation in the cheese market during the week which caused the lower quotations of last week to move up ¼c per pound. Prices that are being paid at the cheese boards have been steadily upward, approaching more closely to the price of 21¼c per pound paid by the Cheese Purchasing Commission. At Peterboro the price during the week went as high as 21 7/16c per pound. The range of quotations in the local market is accordingly from 22½c to 23¼c per pound for new large cheese.

Cheese—		
New, large	0 22½	0 23¼
Stilton (old)	0 29	0 32
Stilton (new)	0 24	0 25

Chickens Not Arriving in Very Large Quantities

Toronto.
POULTRY.—Arrivals of poultry have not been very heavy during the week as farmers are evidently busy with other things and are giving the chickens a chance to develop a little better. Prices were steadily maintained, in some quarters there was a disposition to quote firmly at the high quotation while in other instances the lower levels seemed more popular. Quality of the spring chickens arriving is now much improved since new grain has been available as feed. A crate of rabbits came into the local market during the week, but this is an early shipment and is not expected to create much of a furor as they are unseasonable at this time of year.

Prices paid by commission men at Toronto:—		
Ducks, live, lb.	0 14	0 17
Roosters, live, per lb.	0 13	0 14
Hens, live, per lb.	0 18	0 20
Hens, fresh, dressed, per lb.	0 20	0 22
Spring chickens, live, 2 lbs. and over, lb.	0 20	0 22
Do., dressed, 2 lbs. and over..	0 25	0 30
Squabs, dozen	4 00	4 00
Prices quoted to retail trade:—		
Hens, dressed	0 22	0 25
Ducks, dressed	0 22	0 25
Chickens, live	0 22	0 25
Do., dressed	0 30	0 32

New Honey Prices Show Upward Tendency

Toronto.
HONEY, MAPLE SYRUP.—Arrivals of honey in five-pound pails were heavier during the week but 10-lb. pails and 60-lb. pails are still light. Prices were firmer due to the slowness of arrival and the fact that very little honey is being offered to the commission men this year. In 5-lb. pails quotations on new-crop honey were made at 16c and in 10-lb. pails at 15¼c. Comb honey shows a much firmer tendency and is quoted all the way from \$2.50 per dozen for No. 2 and 3 to \$3.25 for No. 1. Producers who have reported, continue to maintain that the crop is only about half that of last year.

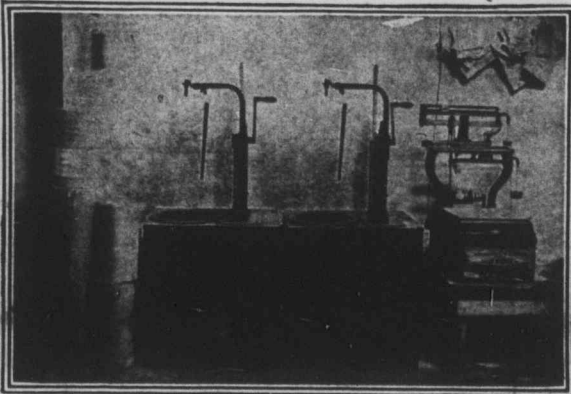
Honey—		
Clover, 5 and 10-lb. tins	0 15	0 16
60-lb. tins	0 14½	0 15
Comb, No. 1, doz.	2 50	3 25
Maple Syrup—		
8-lb. tins	1 25	1 25
Gallons, Imperial	1 75	1 75

Hogs High Again; No. 1 Canded Eggs 39c

Winnipeg.
PRODUCE AND PROVISIONS.—The hog market last weekend stood at 18c. The run was light, and it is conceded by most people that the price will remain high but a decline has taken place to \$16.50 at which figure they are holding steady. Provision prices have not depressed in accordance with the cost of live hogs; there are only a few minor advances. Lard is unchanged, but there is a strong undertone. With a continued light run of hogs, and a better demand, an advance is expected. Eggs.—Price being paid to shippers is 33c-34c for straight receipts, cases returnable. Price to the trade for No. 1 Canded stock is 39c. Receipts are lighter, and it is anticipated that storage stocks will soon have to be drawn on. Creamery Butter.—The market was quiet last week following a very active market the previous week. Prices are unchanged, although the undertone is firm. Dairy Butter.—Receipts are becoming very light, and the outside demand is good. Cheese.—Prices are unchanged.

Hams—		
Light, lb.	0 30	0 30
Medium, per lb.	0 28	0 29
Heavy, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 33	0 34
Breakfast, select, lb.	0 35	0 36
Backs, regular	0 30	0 34
Dry Salt Meats—		
Long clear bacon, light.	0 25	0 25
Backs	0 26	0 26
Bevelled Pork—		
Mess pork, bbl.	45 00	45 00
Lard, Pure—		
Tierces	0 25¼	0 25½
20s	5 40	5 40
Cases, 5s	15 82	15 82
Cases, 3s	15 90	15 90
Lard, Compound—		
Tierces	0 20¼	0 20¼
Tubs, 50s, net	10 38	10 38
Pails, 20s, net	4 40	4 40
Fresh Eggs—		
New laids	0 39	0 39
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large, fresh	0 22½	0 23
Butter—		
Fresh made creamery, No. 1 cartons	0 40	0 40
Fresh made creamery, No. 2..	0 39	0 39

Clean Oil *and* A Clean Store



The

BOWSER
ESTABLISHED 1885

Oil Storage System

Will bring about these conditions and make them permanent. You handle your oil stock with cleanliness, speed and safety. No more oil-soaked floors and damage to food supplies due to oil fumes permeating the store. Oil is protected from dust, shrinkage, deterioration and careless handling. You and your customers have the assurance that all oil purchased and sold is measured correctly. You'll do a better and more satisfactory business with the Bowser Oil Storage System.

Write to-day.

S. F. Bowser & Co., Inc.

TORONTO, ONT.

Sales Offices
in All Centers.

Representatives
Everywhere.

Del Monte

BRAND
EXTRA
QUALITY

California's finest
canned fruits and
vegetables are pack-
ed under the DEL
MONTE brand.

Handled everywhere
by leading grocers
who cater to the taste
of people who want
the best.

Wholesale
Distributors
Everywhere.

CALIFORNIA PACKING
CORPORATION

SAN FRANCISCO, CALIFORNIA



Furnivall's FINE FRUIT PURE JAM

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

Continuous sales are the invariable rule where Furnivall Fine Fruit Pure Jams are displayed.

And the profits are unusually good.

Prove Furnivall selling value in your own jam department.

FURNIVALL-NEW, Limited

Hamilton, Canada

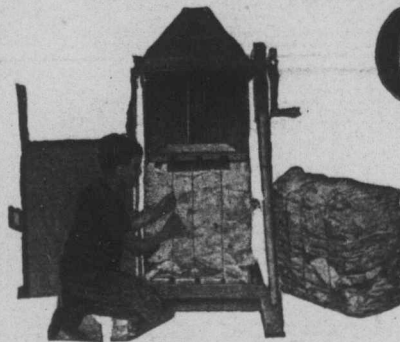
Dealers everywhere throughout the country are reaping the benefit of our aggressive advertising, in extensive and continued sales of the popular

Hop Malt Beer Extract

With it, anyone can make the most deliciously flavored, genuine lager beer in their own home. Conforms strictly to Temperance Act. No license required to sell. Your customers will certainly appreciate your stocking this wonderfully satisfying beverage. Agents wanted. Write at once.

HOP MALT COMPANY
Dept. S. Beamsville, Ont.

STOP! THE WASTE



ALL STEEL
CLIMAX
FIREPROOF

Baling Press

turns waste paper, cardboard, etc., into money and reduces your fire risk. Made in 12 sizes.

Climax Baler Co.
Hamilton, Ont.

MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

ANDW. MELROSE & CO.

Tea Merchants to the King
EDINBURGH, SCOTLAND

Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W.
MONTREAL

Show Our Wash Boards in a Corner of Your Store

They're neat, good-looking and serviceable —no better to be had. Note our lines:

CANUCK (Glass), SUPERIOR, SOLID GLOBE and COMPETITOR GLOBE in Metal or Zinc. WASH-DAY SURPRISE and ECONOMY in Metal.

CANADIAN WOODENWARE CO.

Manufacturers of Washboards in Zinc, Glass and Metal
ST. THOMAS, ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

Ask Us For
Wrapping
Papers

10,000 Rolls and Reams
 and

Twines

Very large assortment.

Walter Woods & Co.
 Hamilton and Winnipeg



The Star System

For Safe Egg Handling

Would you give four seconds time to know that each dozen eggs you pass on to your customers are wholesome and fit for use? Can you afford *not* to be sure?

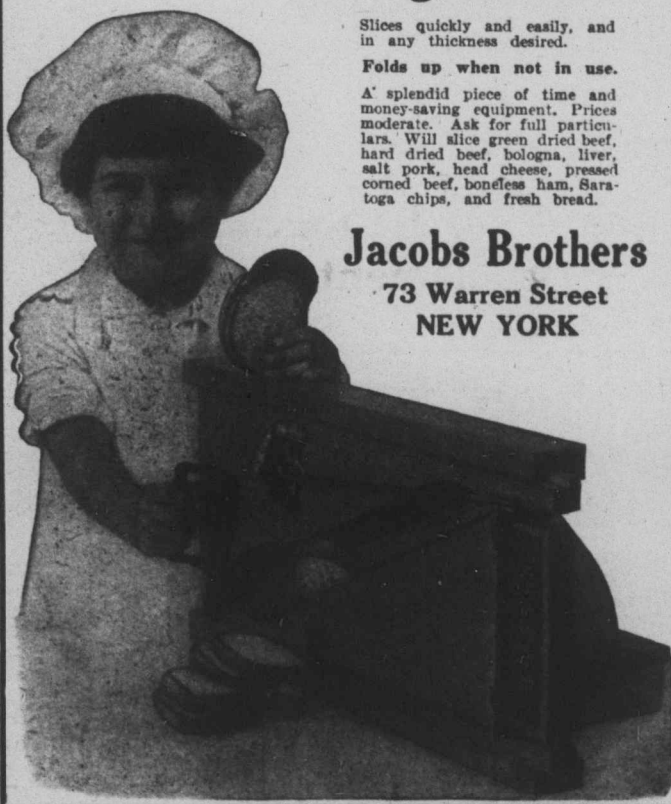
We can show you a dozen other equally as good reasons why you should be using Star Egg Carriers and Trays. Write us.

STAR EGG CARRIER & TRAY MFG COMPANY

1620 JAY STREET ROCHESTER NEW YORK



Use the JB. Combination Slicing Machine



Slices quickly and easily, and in any thickness desired.

Folds up when not in use.

A splendid piece of time and money-saving equipment. Prices moderate. Ask for full particulars. Will slice green dried beef, hard dried beef, bologna, liver, salt pork, head cheese, pressed corned beef, boned ham, Saratoga chips, and fresh bread.

Jacobs Brothers
 73 Warren Street
 NEW YORK

CENTURY SALT



Your customers will like Century Salt

They cannot help but like its clean, sparkling purity and perfect seasoning qualities.

Century Salt is a good, brisk selling line—one worth featuring every day the year round.

Are you supplied?

THE DOMINION SALT CO LIMITED
 SARNIA, ONT.

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

A Grocer in S_____d

A grocer in S_____d, Scottish born, has been a reader of THE FINANCIAL POST for many years, and will probably continue reading this paper to the end of the chapter.

Asked how he came to subscribe for this paper costing him \$3.00 a year—a paper not directly related to his business, he said that some years ago he had put some money into land, and wanted to know more about the class of investment he had chosen, and about the influences that affect land values locally and territorially; and he found THE FINANCIAL POST OF CANADA, a newspaper giving him what he wanted.

Talk to this Man for Five Minutes

a highly successful and estimable grocer—and you instantly perceive some reasons for his notable success. He knows his immediate business—that is clear. He has the canny Scottish mind. He has character without which great and enduring success is not possible. *And he has a wide outlook on life—an informed knowledge of Canadian affairs.* He feeds this knowledge each week by reading

THE FINANCIAL POST of CANADA

Now, if you are a retailer, you, too, can become bigger than your business—can become a greater master of your business, by reading THE FINANCIAL POST. This paper is most readable. You may skip some parts of it, but most of it you will read, and enjoy reading. And you will actually perceive your mind expanding—reading in quest of special knowledge applicable to the conduct of your business.

\$3.00 a year is a small sum to pay for Education that makes you a bigger man—bigger mentally, bigger as a citizen, bigger as a retailer

Send for a sample copy—free. THE FINANCIAL POST is published by

The MacLean Publishing Co., Limited

143-153 University Avenue, Toronto

Also at Montreal, Winnipeg, New York, Chicago, Boston and London, Eng.

COUPON

C.G.I.—
.....1917

The Financial Post of Canada

Dear Sirs:

Without any obligation on my part, please send me copy of The Financial Post. If I like the paper I will remit \$3 subscription price for same.

Yours very truly,

.....
.....

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end
ENVELOPES
for mailing Catalogues

Confection-
ery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags



We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

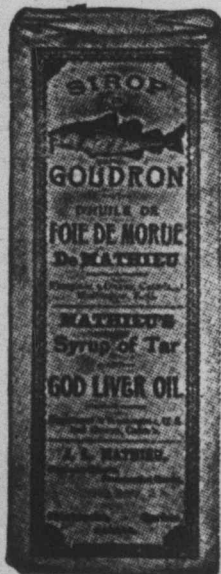
We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.

Department G

247-255 CARLAW AVE., TORONTO, CAN.

Lots of Your Customers Require Mathieu's Nervine Powders



and will appreciate your suggesting this effective cure for headaches, neuralgia, etc.

Mathieu's Powders are perfectly harmless. They contain no dangerous drug, such as opium, morphine or chloral, and can be strongly recommended to everybody.

J. L. Mathieu Co.

PROPRIETORS

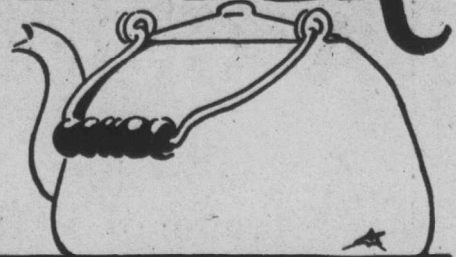
SHERBROOKE - QUEBEC



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

VOLPEEK

WILL STOP THE LEAK



VOLPEEK is the most practical and economical method on the market today for mending holes in all kinds of pots and pans, granite ware, aluminum, tinware, etc., etc.

It is like a stiff putty. Easily applied with the fingers. Requires no tools. Repairs the article quickly, neatly, permanently, and is sanitary, as food cannot lodge under mend. Costs only 1/2c for each mend.

There is a good market in your town for VOLPEEK. One of our attractive 3-color stands on your counter will yield you an extra profit each month that you have not been getting in the past. Take advantage of this to-day

Price of Display Stand containing 44 packages \$3.60—Retails for \$6.60.

Display Stand containing 1 dozen packages cost \$1.20.

Send your order to-day to your wholesaler or direct to us.

VOLPEEK MANUFACTURING COMPANY

P. O. Box 2024

Montreal, Que.

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

PURITY FLOUR

is as near perfect as nature and human ingenuity can make it



Tell your customers that Purity Flour is made from the world's finest wheat, in the clean, careful, scientific way that is necessary to produce high-grade flours. Tell them that Purity is an *all-purpose* flour for bread, rolls, biscuits, pies, cakes—for all home baking.

Call the customer's attention to the fact that the actual food value of Purity Flour is greater than that of Eggs, Beef, Fish, Milk, Potatoes, Cabbage or Corn. They will appreciate information of this kind. It will help your reputation

as a progressive dealer and will help you sell more Purity Flour and other high quality products.

You'll make no mistake if you stock up with Purity Flour. It's a profitable line for dealers, because it always gives absolute satisfaction to the customer.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo
Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, and St. John, N. B.

A neat little seller for your window and counter displays



The attractive appearance of the bottle, coupled with the tastefully designed label, offer you an effective selling combination that will not fail to pull you big results.

An unsurpassed quality and deliciousness have made Queen QUALITY PICKLES a decided favorite everywhere. Quality grocers find this line one of their very best profit-makers, because it is a certain repeater. You should get acquainted with it at once. Write for quotations.

Taylor & Pringle Co., Limited
OWEN SOUND, ONTARIO



A Pleasure to Sweep With

Let your customer feel the weight of the "Keystone" Nugget Broom in her hands. She will realize what a help it will be on a big day's sweeping.

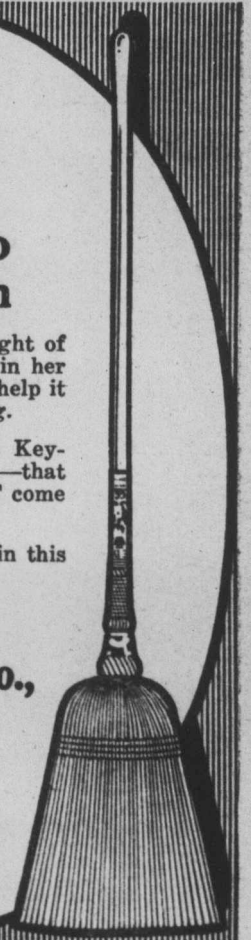
Then assure her that, being a Keystone, it has got the quality, too—that is, the fine green corn will NOT come out or turn over at the ends.

Profit and satisfaction for you in this line.

Write for Prices, etc.

Stevens-Hepner Co.,
LIMITED
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.





Your Customers Are Demanding Fish

and, since it is to your profit and advantage to offer them the brand that is certain to please and satisfy them, you cannot do better than feature

BRUNSWICK BRAND

As a result of the order of the Dominion Food Controller, that Canadians should help conserve the meat supply by making more liberal use of fish, the public generally are fast becoming familiar with the delicious and appetizing qualities of wholesome and nourishing sea foods.

Meet the popular demand with Brunswick Brand which is profitable to handle and is certain to give all-around satisfaction to your customers.

Order a trial supply from your wholesaler:

- 1/4 Oil Sardines
- Finnan Haddies
- Kipperd Herring
- Clams
- 1/4 Mustard Sardines (Oval and Round Tins)
- Herring in Tomato Sauce



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

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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER
ROYAL BAKING POWDER

Size.	Less than 10-case lots Per doz.
Dime	\$ 1 05
4-oz.	1 50
6-oz.	2 15
8-oz.	2 80
12-oz.	4 10
16-oz.	5 35
2 1/2-lb.	12 85
5-lb.	24 50

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

BAKING POWDER
WHITE SWAN SPICES AND CEREALS, LTD.

4-oz. Tins, 4 doz. to case weight 20 lbs.	.80
6-oz. Tins, 4 doz. to case weight 25 lbs.	1.20
8-oz. Tins, 4 doz. to case, weight 35 lbs.	1.60
12 oz Tins, 4 doz. to case, weight 48 lbs.	2.00
16-oz. Tins, 4 doz. to case, weight 65 lbs.	2.50
3-lb. Tins, 2 doz. to case, weight 85 lbs.	5.00
5-lb. Tins, 1 doz. to case weight 75 lbs.	9.50

DOMINION CANNERS, LTD.

JAMS

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

Screw Vac top Glass Jars 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$2 55
Currant, Black	2 65
Plum	2 40
Pear	2 45
Peach	2 45
Raspberry, Red	2 65
Raspberry and Red Currant.	2 55

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops	1.85
Pts., Delhi Epicure	2.40
Pts., Red Seal	1.85
Qts., Delhi Epicure	2.60
Qts., Red Seal	2.40
Qts., Lynn Valley	2.40

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case	.95
1's Baked Beans, Plain, 4 doz. to case	1.15

1's Baked Beans, Tom. Sauce, 4 doz. to case	1.25
1's Baked Beans, Chili Sauce, 4 doz. to case	1.25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 00
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 00
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz.; 3's, Plain, Tall, \$2.75 doz.; 3's, Tomato Sauce, \$3.20 doz.; 3's, Chili Sauce, \$3.20 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$10.25 doz.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 40
12-oz. Glass, Screw Top, 2 doz. in case	2 00
16-oz. Glass, Screw Top, 2 doz. in case	2 50
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 50
2's Tin, 2 doz. per case	3 40
4's Tin, 12 pails in crate, per pail	0 62
5's Tin, 8 pails in crate, per pail	0 76
7's Tin or Wood, 6 pails in crate	0 99
14's Tin or Wood, 4 pails in crate, per lb.	14 1/2
30's Tin or Wood, one pail crate, per lb.	14 1/2

BLUE

Keen's Oxford, per lb.	0 17 1/2
In cases 12—12 lb. boxes to case	0 17

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$3.00
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	3.00
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	3.00
Health Flour, 5-lb. bags, per doz.	4.50
King's Food, 2 doz. to case, weight 95 lbs.	6.00
Diet Flour, 3 1/2 lbs., 1 doz. to case, per case	4.50
Wheat Flakes, per case of 2 doz., 25c pkgs.	4 75
Wheat Kernels, 2 doz. to case	3.00

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA.

Empire Breakfast Cocoa, 2 doz. in box, per doz.	2.45
Perfection, 1/2-lb. tins, doz.	2.45
Perfection, 1/4-lb. tins, doz.	1.25
Perfection, 10c size, doz.	.95
Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	.37
Supreme Chocolate, 12-lb. boxes, per lb.	.36



Turn "Economy Talk" Into "Economy Talks"

Sell pure goods so that the people can get 100% value. All Lever Brothers products are guaranteed-quality goods. No adulterations or fillers are used. It is true war-time economy and a benefit to yourself and your customers to push the "Big 5" as shown above. They are efficient, honest and British through-and-through.

These soaps are unsurpassed for purity and quality

Sunlight Soap and Lifebuoy Soap are absolutely pure and their quality is superior to any other soaps on the Canadian market. Their increasing sales are a reflection of their well-advertised merit.



LEVER BROTHERS LIMITED
 Toronto, Canada

The best Orange Marmalade

is

Wethey's

Are you selling it?

Where do your customers buy candy ?

Down town at your competitor's, perhaps, and the reason is because that dealer is wise to the importance of a continuous candy display, he appreciates the profits arising from the sale of good candies.

Why not procure this trade for your store? You can do it by putting in a stock of *Moirs XXX Chocolates* and displaying them in a corner of your show-case. Once your customers get acquainted with Moir quality you can count on good sound candy profits.

Moirs Chocolates may be had in bulk (5 lb. boxes) and complete line of fancy packages. Quick delivery our specialty.

MOIRS, LIMITED
HALIFAX, CANADA

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7s, 4-lb. boxes	1 10
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 23
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoa-nut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 25
Chocolate Confections	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 85
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 90

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

2½-quart Tall Cylinder Can	No. 1 Pint Cylinder Can	No. 16 Jar	No. 4 Jar	No. 10 Can
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YUBA BRAND

2½-quart Tall Cylinder Can	No. 1 Pint Cylinder Can	No. 10 Can	Picnic Can
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BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days

Eagle Brand, each 48 cans	\$3 25
Reindeer Brand, each 48 cans	7 95
Silver Cow, each 48 cans	7 40
Gold Seal, Purity, each 48 cans	7 25
Mayflower Brand, each 48 cans	7 25
Challenge, Clover Brand, each 48 cans	6 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 15
Jersey Brand, Hotel, each 24 cans	6 15
Peerless Brand, Hotel, each 24 cans	6 15
St. Charles Brand, Tall, each 48 cans	6 25
Jersey Brand, Tall, each 48 cans	6 25
Peerless Brand, Tall, each 48 cans	6 25
St. Charles Brand, Family, each 48 cans	5 50
Jersey Brand, Family, each 48 cans	5 50
Peerless Brand, Family, each 48 cans	5 50
St. Charles Brand, small, each 48 cans	2 60

Jersey Brand, small, each 48 cans	2 60
Peerless Brand, small, each 48 cans	2 60

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	5 50
Reindeer Brand, "Small," each 48 cans	5 80
Regal Brand, each 24 cans	5 20
Cocoa, Reindeer Brand, large, each 24 cans	5 50
Reindeer Brand, small, 48 cans	5 80

COFFEE

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 87
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 85

ENGLISH BREAKFAST COFFEE

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 23
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 21

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 31
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 31

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

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

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 85

W. CLARK, LIMITED
MON1.

Assorted meats, 1s.	*\$4.25.
Compressed Corn Beef—½s.	*\$2.90;
1s.	*\$4.25; 2s, \$9; 6s, \$54.75; 14s, *\$75.
Lunch Ham—1s.	*\$4.25; 2s, \$9.
Ready Lunch Beef—1s.	*\$4.25; 2s, \$9.
English Brawn—2s.	\$8.
Boneless Pigs' Feet—1s.	\$8.
Roast Beef—½s.	\$2.90; 1s, \$4.25; 2s, *\$9; 6s, \$34.75.
Boiled Beef—1s.	\$4.25; 2s, \$9; 6s, \$34.75.
Jellied Veal—½s.	\$2.90; 1s, \$4.25; 2s, \$9.
Corned Beef Hash—½s.	\$2.
Beefsteak and Onions—½s.	\$2.90; 1s, \$4.25; 2s, \$9.

S. DAVIS & SONS, LTD.

CIGAR MAKERS MONTREAL

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

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

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

S. DAVIS & SONS, LIMITED - MONTREAL

The Largest Cigar Manufacturers in Canada



GOLD DUST SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. **FAIRBANK** COMPANY
LIMITED
MONTREAL

“Let the GOLD DUST TWINS do your work.”



Particular People Like It

Prove the big popularity of Barnes' Concord Grape Juice.

Show a display in your window to-day and see it sell.

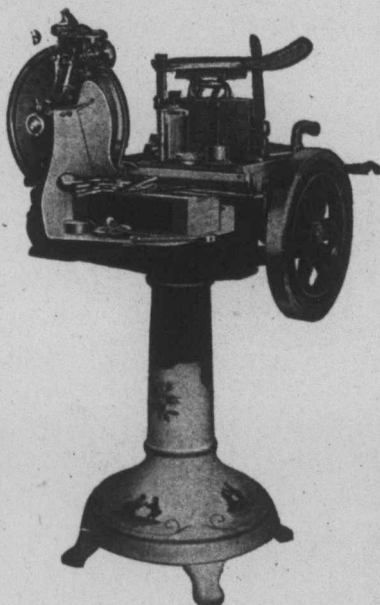
The Ontario Grape Growing and Wine Mfg. Company
ST. CATHARINES, ONTARIO

VAN BERKEL SLICING MACHINE

"Made in the Empire, London, Eng."

Will about pay for itself in the saving of waste which other machines make.

Send for illustrated catalogue giving full particulars.



The W. A. Freeman Company, Ltd.
HAMILTON, CANADA

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

Cambridge Sausage, 1s, \$4; 2s, \$7.75.
Boneless Pigs' Feet, 1/2s, \$2; 1s, \$3.50; 2s, \$8.
Lamb's Tongues, 1/2s.
Sliced Smoked Beef, tins, 1/2s, \$2.25; 1s, \$3.25; 4s, \$20.
Sliced Smoked Beef, glass, 1/2s; 1/2s, \$2.25; 1s, \$3.50.
Tongue, Ham and Veal Pate, 1/2s, \$1.95.
Ham and Veal, 1/2s, \$1.95.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, 1/2s, 65c; 1/2s, \$1.30.
Potted Meats, Glass—Chicken, Ham, Tongue, Venison.
Ox Tongues, tins, 1/2s, \$3.75; 1s, \$7; 1 1/2s, \$12.50; 2s, \$16.
Ox Tongues, Glass, 1 1/2s, \$13; 2s, \$15.
Mince-meat in Tins, 1s, \$2.50; 2s, \$3.50; 3s, \$4.55; 4s, \$6.25; 5s, \$9.50.
In Pails, 25 lbs., 15c lb.
In 50 lb. Tubs, 15c lb.
In 85 lb. Tubs, 14 1/2c lb.
In Glass, 1s, \$3.
Clark's Peanut Butter—Glass Jar, 1/4, \$1.22; 1/2, \$1.70; 1, \$2.25.
Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c; 50-lb. pails, 24c.
Clark's Tomato Ketchup, 16 oz.
Pork and Beans, Plain, Talls, 1s, \$1.15; 2s, \$1.75; 3s, \$2.75; 6s, \$9; 12s, \$16; 3s, flat, \$2.45.
Individuals, 85c doz.
Pork and Beans, Tomato Sauce, Talls, 1s, \$1.25; 2s, \$2; 3s, \$3.20; 6s, \$10.25; 12s, \$19.50; 3s, flat, \$2.90.
Individuals, 95c doz.
Pork and Beans, Chili, 1s, \$1.25; 2s, tall, \$2; 3s, flat, \$2.90.
Individuals, 95c.
Tomato Sauce, 1 1/2s, \$1.85; Chili Sauce, 1 1/2s, \$1.85; Plain Sauce, 1 1/2s, \$1.60.
Vegetarian Baked Beans, Tomato Sauce, Talls, \$2.
Clark's Chateau Chicken Soup.
Clark's Chateau Concentrated Soups, No. 2 assorted, \$1.25.
Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.25.
Spaghetti with Tomato and Cheese, 1/2s, \$1.30, 1s, \$1.75; 3s, \$2.90 doz.
Fluid Beef Cordials, 20 oz. bottles, 1 doz. per case, at \$10.00 per doz.
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

LAPORTE, MARTIN, LIMITEE
Montreal. Agencies
BASIN DE VICHY WATERS
L'Admirable, 50 bottles, litre cs. 8 30
Neptune 9 30
San Rival 9 00
VICHY LEMONADE
La Savoureuse, 50 bottles, cs. 12 30
IMPORTED GINGER ALE AND SODA
Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 40
Ginger Ale, Trayders, cs., 6 doz. splits, doz. 1 30
Club Soda, Trayders, cs., 6 doz. splits, doz. 1 35
Club Soda, Trayders, cs., 6 doz. splits, doz. 1 25
BLACK TEAS
Victoria Blend, 50 and 30-lb. tins, lb. 0 54
Princess Blend, 50 and 30-lb. tins, lb. 0 50

JAPAN TEAS

H. L., ch. 90 lbs., lb. 0 40
Victoria, ch. 90 lbs., lb. 0 30

COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb. 0 35
Victoria, 5, 10, 25, 50-lb. tins lb. 0 33
Princess, 1-lb. tin, lb. 0 23

MUSTARD

COLMAN'S OR KEEN'S

Per doz. tins
D. S. F., 1/4-lb. \$ 1 85
D. S. F., 1/2-lb. 3 50
D. S. F., 1-lb. 6 80
F. D., 1/4-lb. 1 15
Per jar
Durham, 4-lb. jar, each. 1 30
Durham, 1-lb. jar, each. 0 37

JELL-O

GENESEE PURE FOOD CO.

Assorted case, 4 dozen. \$ 3 60
Lemon, 2 dozen 1 80
Orange, 2 dozen 1 80
Raspberry, 2 dozen 1 80
Strawberry, 2 dozen 1 80
Chocolate, 2 dozen 1 80
Peach, 2 dozen 1 80
Cherry, 2 dozen 1 80
Vanilla, 2 dozen 1 80
Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen. \$ 2 50
Chocolate, 2 dozen 2 50
Vanilla, 2 dozen 2 50
Strawberry, 2 dozen 2 50
Lemon, 2 dozen 2 50
Unflavored, 2 dozen 2 50
Weight 11 lbs. to case. Freight rate, 2d class.

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 1 05
List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES.	5c	10c
	Round	Oval
	litho.	litho.
	dredge	dredge
	Per doz.	Per doz.
Allspice	\$0 45	\$0 95
Arrowroot, 4 oz. tins		0 95
90c		0 95
Cayenne	0 48	0 95
Celery salt		0 95
Celery pepper		0 95
Cinnamon	0 48	0 95
Cinnamon whole, 5c		
pkgs., window		
front 45c		0 95
Cloves	0 48	0 95
Cloves, whole, 5c		
pkgs., window		
front 45c		0 95
Curry powder		0 95
Ginger	0 48	0 95
Mace	1 25	
Nutmegs	0 48	0 95
Nutmegs, whole, 5c		
pkgs., window		
front 45c		0 95
Paprika	0 48	0 95
Pepper, black	0 48	0 95
Pepper, white	0 51	1 00
Pastry spice	0 48	0 95
Pickling spice, window front, 95c		0 95
Shipping weight per case	10 lbs.	15 lbs.
Dozens to case	4	6

PEACHES

Some of the better varieties of early Canadian peaches will start to move this week. We will this season handle the output of a large number of reliable growers, and will have fine quality, well graded fruit to offer our trade.

Will also have full lines of all other kinds of foreign and domestic fruits and vegetables in season.

Send us your orders. Quality and prices always right.

HUGH WALKER & SON
GUELPH, ONT.

PEACHES

SEASON
NOW ON

WHITE & CO., LIMITED

Wholesale Distributors

TORONTO

New Crop

“St. Nicholas”
“Queen City”
“Kicking”

are shipped. Get these brands for the best Lemons.

J. J. McCabe
Agent
TORONTO

Let us handle your fruit requirements

You will find our stocks tip-top in every way, and our service entirely satisfactory. The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

Lemon Bros.
OWEN SOUND, ONT.

Wholesale
Fruit and
Produce
Merchants

Established
1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus
Fruits
Cranberries,
etc.

25 CHURCH ST.
TORONTO

**Ring up
the
profits**

Show Marsh's Grape Juice in windows and on counter and note the extra big profits it will bring you.

Liked by all and a seller everywhere.

Five-case lots or more prepaid to any part in Ontario or Quebec.

The Marsh Grape Juice Company
Niagara Falls - Ontario

Agents—
MacLaren Imperial Cheese Co., Ltd.
Toronto, Ont.

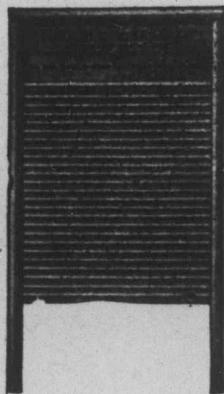
Rose & Laflamme, Ltd.
Montreal, Que.



Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the
NEW ALL-CANADIAN, ALL-WOODEN WASHBOARD

means to you



The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years.

Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

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Wanted

CLASSIFIED ADVERTISING

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

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

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

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

AGENCIES WANTED

TWO GROCERY SALESMEN COVERING ALBERTA with car want additional lines. Write full information to 614 17th Ave. West, Calgary, Alberta.

BUSINESSES FOR SALE

DOUBLE-FRONTED GROCERY STORE (CORNER). House (6 rooms, fully modern). Post office, stock, buildings, poultry, etc. Suburban Calgary; established 6 years. Cash \$5,000, or \$5,500 terms (\$2,000 deposit). Box 255 Canadian Grocer, Toronto.

FIRST-CLASS GROCERY BUSINESS—TORONTO—one thousand dollars; splendid location, also the property; will sell or rent on easy terms.

GROCERY AND CONFECTIONERY BUSINESS, Toronto; seventeen hundred; doing fifteen hundred monthly; a splendid business.

BUTCHER BUSINESS, TORONTO; TWO thousand dollars; sales over five thousand monthly; fortune here for hustler.

CIGARS, TOBACCOS, STATIONERY AND magazine business, Toronto; sixteen hundred dollars; doing eight hundred monthly; a money-making business.

GENERAL BUSINESS; FIVE THOUSAND; Peterboro County; doing twenty thousand yearly, also the property, six thousand on easy terms; a live business.

LARGE LIST OF BUSINESSES FOR SALE. Box 244, Canadian Grocer.

TO RENT

TO RENT—THE BEST GROCERY, FLOUR and feed store in district of Muskoka; on centre of main street in town of Bracebridge. Apply Henry J. Bird, Bracebridge.

AGENTS WANTED

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

POSITION WANTED

YOUNG MAN SEEKS POSITION AS MANAGER in good general store, no objection to West; country preferred; married, no family; abstainer; post office experience. E. S. H. Hawkins, MacTier, Ont.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

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

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

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

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

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

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

POSITION WANTED

MR. CLERK, YOU WANT TO BETTER yourself You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

SALESMEN WANTED

SALESMAN WANTED

We want a real salesman, window dressing experience preferred, but not necessary. Position permanent, with prospect of becoming branch manager. Good salary and expenses paid. Apply in person if possible, or write, CANADIAN MILK PRODUCTS, LIMITED, 10-12 William St., Toronto. "The Klim People."

A CLERK NEEDS A GOOD POSITION WITH good prospects just as much as an employer needs a good clerk with enthusiasm or "pep." To bring the two together is the proposition. Mr. Employer, try a condensed ad in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion, and 1 cent each additional, with an extra charge of 5 cents per insertion for Box Number.

GOODS FOR SALE

COUNTER FOR SALE—27 FEET LONG, 16 ft. of which is with plate glass top and display drawers. Low price for quick sale. F. W. Banford, Hawkesbury, Ont.

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

FIXTURES FOR SALE

FOR SALE—ONE 1 HUNDRED ACCOUNT McCaskey; used one year; \$65.00. One 30-lb. Brantford computing scale; used one year; \$85.00. These scales are as good as new. Apply R. Turner, 505 N. Christina St., Sarnia, Ont.

FOR SALE — NATIONAL CASH REGISTER with five drawers, electrically operated, up-to-date in every particular and in good order. Value \$800. Will sell for \$600. J. P. McLaughlin, Timmins, Ont.

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

Buyers' Guide

Good Fresh Poultry

should be used more by the practical housewife. Grocers can always secure a supply of fancy fresh dressed poultry on short notice.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

KLIM

READ IT BACKWARD

PURE SEPARATED MILK IN POWDER FORM. FOR ALL COOKING WHERE MILK IS NEEDED.

CANADIAN MILK PRODUCTS, LIMITED
10-12 WILLIAM STREET, TORONTO



WHEN IN NEED Write Us
J. F. & J. N. SOMERVILLE, 362 Sunnyside Avenue,
TORONTO, CANADA

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

OAKLEY'S KNIFE POLISH

20-102-1118

**JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.**

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

It will not cost you one cent unless we collect



Your old accounts can be collected. The money is yours and you should have it in your business. Why not let us collect it for you? We make no charge unless we collect. Our proposition is a good one. **WRITE FOR FORMS AND FILL THEM IN RIGHT AWAY.**
The Nagle Mercantile Agency
Westmount, Que. (Montreal)

LARGEST CANADIAN DEALER
WASTE PAPER
E. PULLAN TORONTO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO.
Agents Montreal

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

PAPER Baler

Strongest, simplest, most efficient and easiest to operate — Full particulars from **SPIELMANN AGENCIES RGD** 45 St. Alexander St., Montreal. **WRITE TO-DAY**

If you want better sales pads or counter check books, write us. Our facilities and modern equipment for the manufacture of carbon leaf and carbon-coated sales books — in duplicate and triplicate — enable us to give unequalled service on these articles. Send us a sample of your sales book or pad, showing the size and style desired, and we will submit a quotation.

McCaskey Systems LIMITED

Toronto, Canada

SAY YOU SAW IT IN
CANADIAN GROCER

COCOANUT
Standard Coconut Mills

E. B. Thompson, Sole Proprietor
HAMILTON CANADA

EDWARDS'
Worcestershire Sauce

Chas. M. Edwards & Company
E. B. Thompson, Sole Proprietor
20 FRONT ST. EAST TORONTO

PROHIBITION **BY THE BRITISH GOVERNMENT**

of the EXPORT of any manufactures containing LEAD,
or the USE of LEAD in any manufactures other than

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

The Submarine Menace

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

SPRATT'S

DOG CAKES

*Poultry Foods, Canary
and Parrot Mixtures.*

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

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

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

Ask Us For

Wrapping

Papers

10,000 Rolls and Reams

and

Twines

Very large assortment.

Walter Woods & Co.

Hamilton and Winnipeg

CANADIAN GROCER



APPLEFORD'S **SANI-WRAPPERS**

Use Sani-Wrappers— It Pays



Your customers will appreciate your care and cleanliness as you parcel their purchases of meats, butter, bread and vegetables in Appleford's Sani-Wrappers.

Particular trade goes to the store that is careful of the details of cleanliness and appearance.

Ask your jobber for Appleford's Sani-Wrappers, or write us direct for samples and prices.

Appleford Counter Check Book Company

LIMITED

HAMILTON CANADA