

**PAGES  
MISSING**

MARITIME BOARD OF TRADE NUMBER

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE : TORONTO, AUGUST 27, 1915

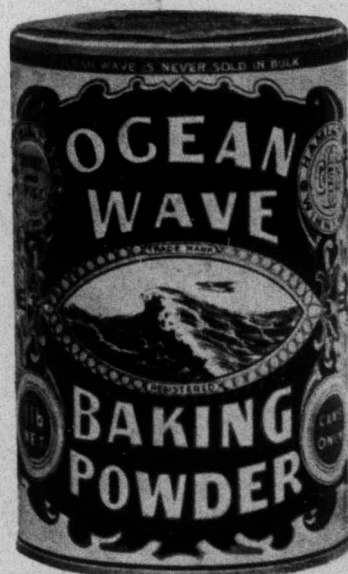
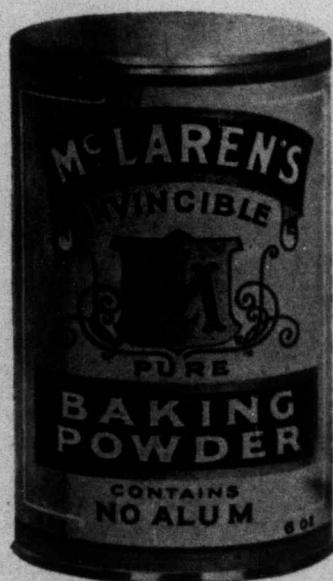
No. 35

## The two well-known, well-tried and proven brands of baking powder

With Fall and Winter baking just peeping over the horizon you should get your stock ready to meet the demand for reliable, satisfying baking powders—baking powders you can heartily recommend.

Why not feature "McLaren's Invincible," the no-alum baking powder? It's absolutely guaranteed to give satisfaction (price refunded if it doesn't).

Order your stock of "Ocean Wave" — Canada's popular-priced combination phosphate baking powder — pure and sure.



*Remember the Name*  
**McLARENS LIMITED**  
OF HAMILTON AND WINNIPEG

# IT IS NOT OUR FAULT

And we know that you will appreciate the fact that the space offered us in the Toronto National Exhibition this year was entirely inadequate to enable us to show our McCaskey Products to advantage, as we purposed showing our Latest Addition to the McCaskey Family, the 1930 Model Metal System, which gives the merchant the best and most convenient protection against fire yet offered, therefore we were unable to exhibit this year.

However, when you are in the City, if you will call at our New Sales and Show Rooms in the Stevenson Building, 110 Church street (just one block East through the Yonge Street Arcade), we will be pleased to have you look over the complete line of our goods which we have on exhibition there, and investigate the merits of the New Metal McCaskey System.

*We will show at the following Fairs and Exhibitions this year:—*

**London, Ont.; Ottawa, Ont.; Sherbrooke, Que.; Quebec City, Que.; St. John, N.B.**

**DOMINION REGISTER COMPANY, LIMITED  
TORONTO, CANADA**

**(Creators of Professional and Business Systems)**



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

*How is it Affecting You?*

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

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

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

**Note these prices:**

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

**ORDER NOW.**

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



## These are Lantic Sugar days in every Grocery Store

These are the days when the telephone carries the cheering call, "We're preserving. Send up a 20-lb. bag of Lantic Sugar."

These are the days when every delivery is piled high with cartons and bags, bearing the familiar Red Ball—the sign of pure Cane Sugar of extra quality.

Housewives are delighted with LANTIC SUGAR—with its brilliant sparkle—its even granulation—its matchless purity.

And they know that their Preserves will turn out right, if they use LANTIC SUGAR. This is why they are ordering it for Peaches and Pears—and why they will continue to demand it for all their preserving. Have you plenty of the 10, 20 and 100 pound bags as well as the 2 and 5 pound cartons? Your wholesaler will supply you.

Atlantic Sugar Refineries, Limited  
Montreal and St. John



# Put Some "Pep" Into Your Raisin Sales

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

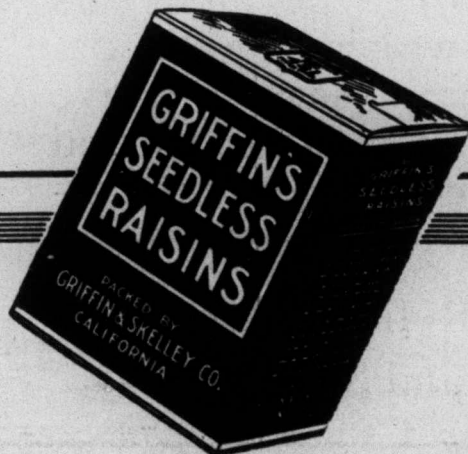
Raisins had small sale until Griffin & Skelley's Brand showed housewives how really delicious raisins could be. Their choice, fresh, full-flavored goodness made raisins more desired by more people more frequently.

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

Get your wholesaler to supply you now.

**The Best—Always the Best—Only the Best**

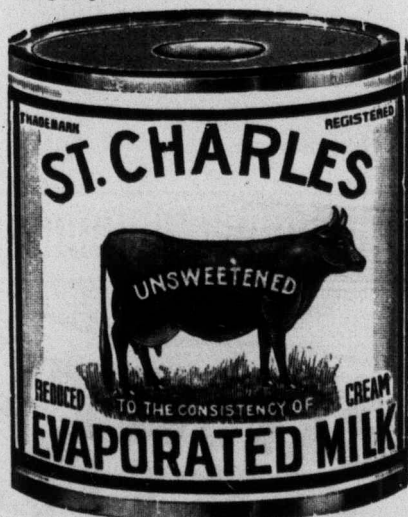
**AGENTS:**  
**Arthur P. Tippet & Co.**  
**Montreal**





## Three Leaders

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



## Borden Milk Co., Limited

"Leaders of Quality"  
MONTREAL

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

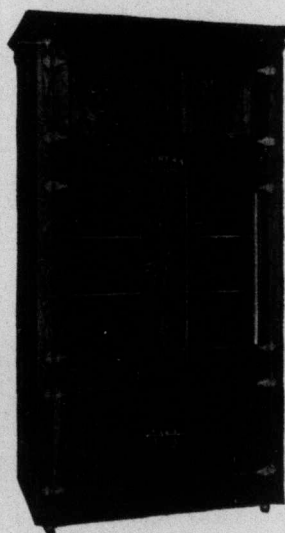


SUN-KIST Seeded Raisins are NOT PACKED by any association or combination of growers or packers like thousands of other brands are. They ARE PACKED by the owners of the SUN-KIST Brand, who have absolute control of the quality and who cater to the desires of particular people.

SUN-KIST Seeded Raisins have an individuality of their own—not only in the WAY THEY SELL but in the satisfaction they give. Your customers will use more raisins if you give them SUN-KIST because that is the kind they want.

Wholesale distributors in every territory. ASK THEM

## INVULNERABLE— THE EUREKA REFRIGERATOR



Invulnerable in the absolute stopping of spoilage.

Invulnerable in keeping customers well pleased with the freshness and flavor of perishable goods.

Invulnerable in saving you a definite profit every day and adding to the prestige of your store.

Invulnerable from every point—the Eureka is the perfection of scientific invention and practical operation.

Why not get your Eureka now? Write for free catalogue to-day.

## Eureka Refrigerator Company

31 Brock Ave.

Limited

TORONTO

## Gives Your Business Prestige

Shirriff's has by sheer merit won its way into the hearts of housewives everywhere.



When a customer asks you for Shirriff's, it means prestige to your store if you can give her what she wants. Substitutes leave a bad impression.

# Shirriff's True Vanilla

once sold means a steady customer coming into your store—and there is a good profit in Shirriff's, besides.

Shirriff's is fifty per cent. stronger than the Government standard. The finest Mexican Vanilla beans are used. Shirriff's invariably gives complete satisfaction.

If you are not already helping to supply the demand for Shirriff's, write us.

## Imperial Extract Co.

Steiner and Matilda Streets

Toronto

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



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

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

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

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

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

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

The Wm. Cane & Sons Company

Limited

Newmarket, Ont.

**Century  
SALT**

is pure, clean salt.

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

**The DOMINION SALT CO., Limited**  
SARNIA, ONT.

# “Aylmer” Jams

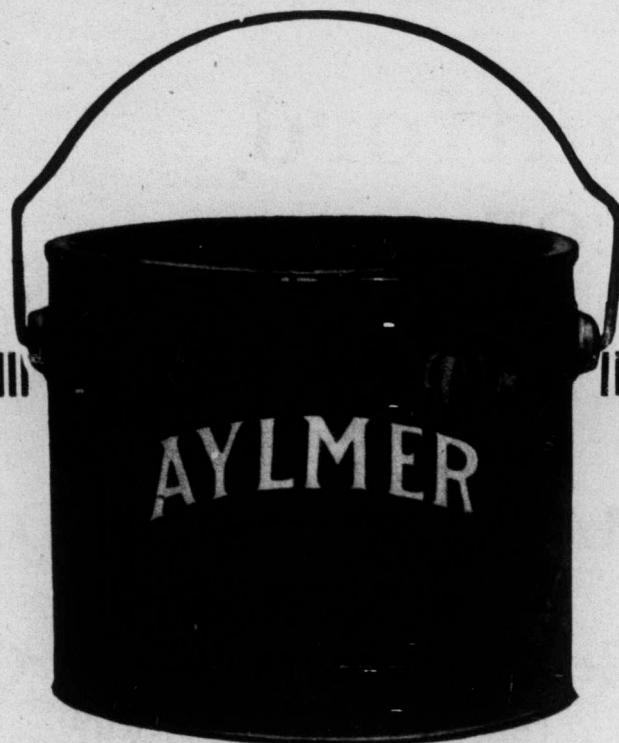
are eaten by His Majesty's Sailors and Soldiers. They are now to be had in France and, in fact, all parts of the World.

## “AYLMER” JAMS

are a “Canadian Product”—  
Canadian Fruit, Sugar and Labor.  
Guaranteed Pure Fruit and  
Granulated Sugar.

**Dominion Cannery, Limited**

HAMILTON, ONTARIO

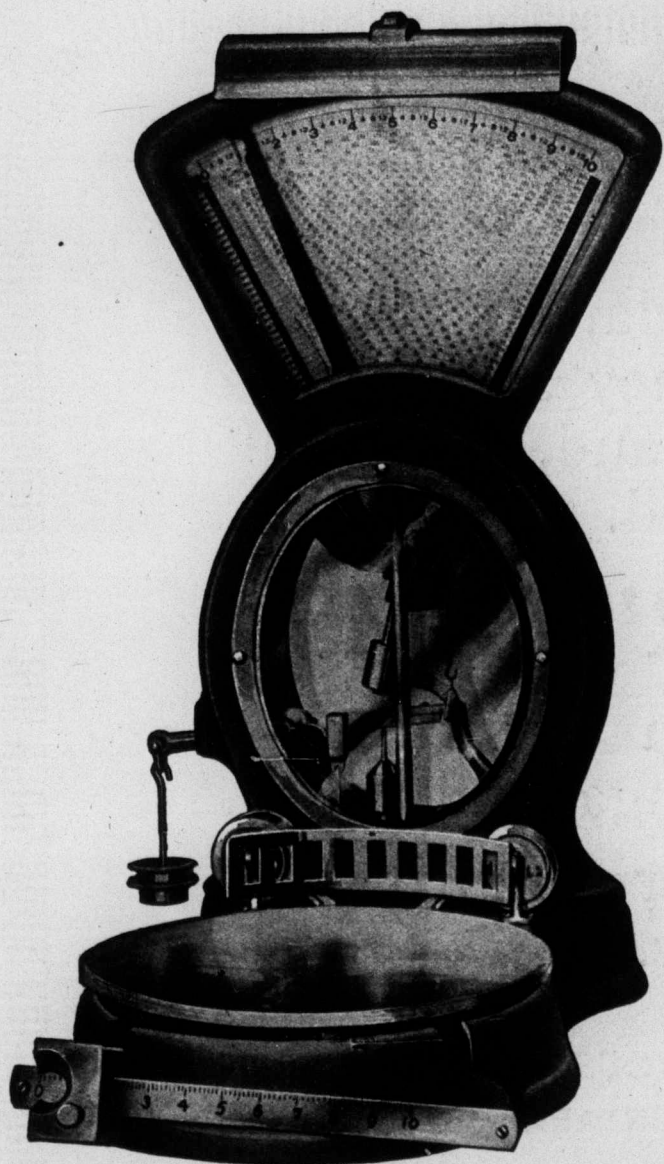




CANADIAN GROCER

# BRANTFORD SCALES

See them at the Toronto Exhibition,  
Process Building. Let us show you  
our proposition and why it will pay  
you to buy CANADIAN - MADE  
SCALES.

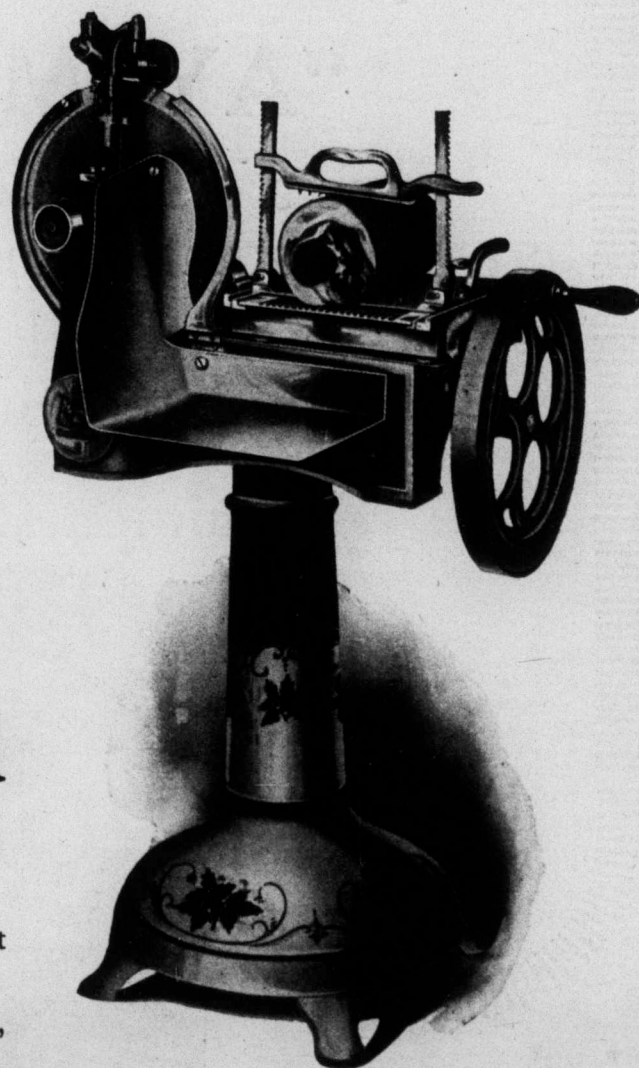


CAPACITY 40 LBS.

## The Brantford Slicer

will be one of the features of the Exhibition. See it  
in operation in the Process Building.

Used by the best Grocers and Butchers in Canada,  
and admitted to be the best Slicer on the market.



**MADE IN CANADA**

BY THE

**Brantford Computing Scale Co., Limited**

BRANTFORD, ONTARIO

CANADIAN GROCER

# CLARK'S PORK AND BEANS



MADE  
IN  
CANADA  
BY A

## CANADIAN FIRM

FROM  
CANADIAN  
PRODUCTS

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W. CLARK, Limited, Montreal

*Clark's*

Tell your wholesaler you  
must have

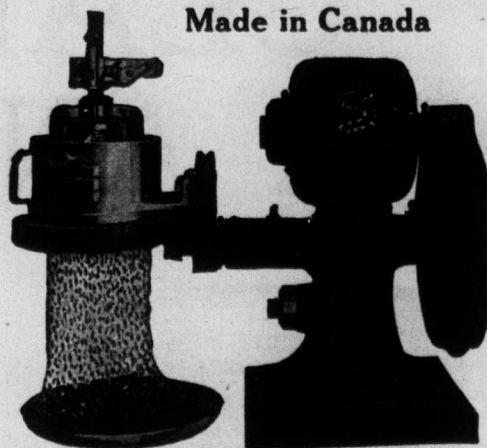
**DA COSTA & CO.'S  
EXTRA FANCY BARBADOS  
MOLASSES**

This year Molasses will be high in price, and it is all the more important that you should buy the brand which you **know** will be satisfactory, both to you and your customers. The price is no higher than for other brands.

**INSIST UPON HAVING  
DA COSTA'S**

**Freeman's Electrical**

Made in Canada



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

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

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

**More Than Ever in a Class  
by Itself**

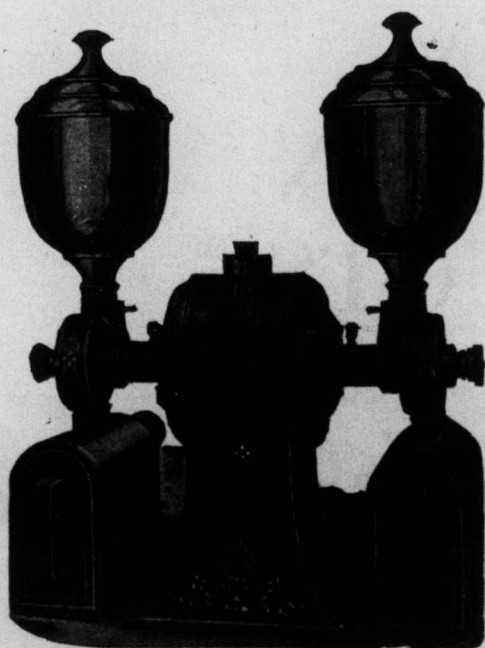
One of our  
12 new  
models.

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

It ranks  
with the  
best and  
meets your  
price.

26 models  
of electric  
machines.

Makers of  
Hand Coffee  
Mills for  
twenty-five  
years.



**COLES MANUFACTURING CO.**

1615 North 23rd St. PHILA., PA.

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

Like the onward march of  
the glacier, the force of example  
is irresistible, but infinitely  
slow. Advertising, however, is  
like the snowstorm that covers  
the country in a single night—  
but don't forget that if you  
want to keep the country covered  
you have got to keep the  
snow falling or the heat of competition  
will melt it.

## Are you coming to the Canadian National Exhibition?

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

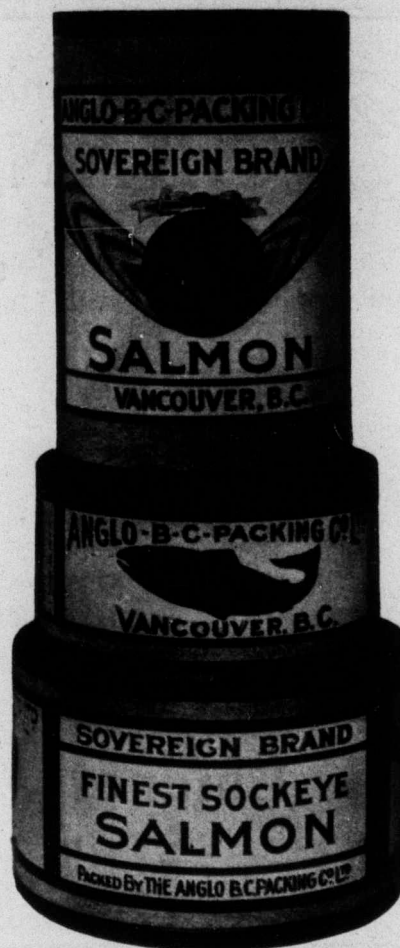
## OUR BOOTH Right-hand Side of Entrance to Manufacturers' Annex

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

### HARGREAVES (CANADA) LIMITED

33, FRONT STREET E., TORONTO.

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



## Indian Chief Brand CLAMS



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

**QUALITY FIRST  
IS OUR MOTTO.**

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

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

### Shaw & Ellis, Pocologan, N.B.

#### AGENTS:

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

## Carr & Co.'s Carlisle Biscuits

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



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

For Prices, etc., Write To-day

## CARR & CO. CARLISLE ENGLAND

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



# Think, Talk and Feature BANNER BRAND

## Jams, Jellies

and you have within your reach an opportunity to build up the biggest Jam trade in the history of your store.

As makers we have confidence in our Jams and believe there is no finer quality than that embodied in "BANNER BRAND." Put up attractively and made only from the choicest fresh fruit, you can offer "Banner



## and Marmalade

Brand" with a confidence born of conviction that you are selling the best obtainable.

Our new factory at Brampton is already feverishly working to keep up the continually increasing demands coming in from every Province. Get in touch with your Jobber and start your selling campaign without delay.

**Lindners**

**Limited**

340 Dufferin St.  
TORONTO

306 Ross Ave.  
WINNIPEG

Representatives: H. Whissel, 2929 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Ltd., Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

## IN THE NEW VACUUM TIN



Did you ever hear a man or woman discuss a luncheon, meal or banquet who did not say that the coffee was good, bad or indifferent? If the coffee is good, each diner wants to know the source of supply and becomes a voluntary missionary in behalf of the blend.

Act promptly when you are asked for

*Gold Standard*

**"THE-CHAFFLESS-COFFEE"**

It signifies that the enquirer has tested the "Rich-Creamy-Flavor" and is determined to purchase "That Delicious Coffee." If you cannot supply her wants, some more enterprising merchant will.

1/2 POUND TINS  
1 POUND TINS  
2 POUND TINS

**The Codville Company, Limited**

WINNIPEG BRANDON SASKATOON MOOSE JAW

Salada in an ad. in the Canadian Grocer, July 30, say :

“As regards all other teas, you would have to sell them at a loss, for we know of no other firm in the world that guarantees to the grocer the profit on every pound of tea he purchases from them.”

We wonder that they have not been better informed, as we supposed that every firm in the tea trade and every merchant with whom we do business knew that the sale and the full profit is absolutely guaranteed on every package of Red Rose Tea.

With the retail profit limited by the price being printed on the packages—the retail merchant is not able to obtain any extra profit when prices go up—so whenever they may go down it would seem to us grossly unfair for the merchant to be obliged to lose his profit by selling at the reduced price, and we do not believe any reputable firm would even consider treating their customers in such a way.

Common fair play demands that the wholesale merchant must protect the retail merchant's profit when both the wholesale and retail prices are controlled by the wholesale merchant.

**T. H. Estabrooks Co., Limited**  
**7 Front St. East, Toronto, Ont.**

**Tartan**  
**BRAND**

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.

3595, 3596, 3597, 3598, 4656

**We Sell only Goods of Guaranteed Quality**

**—Satisfied Customers are our Best Testimonial**

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

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

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

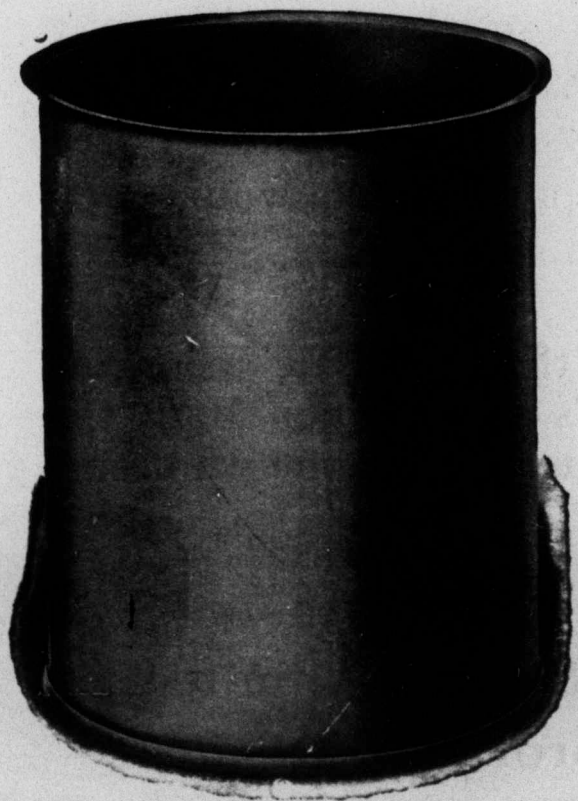
**BALFOUR, SMYE & COMPANY**  
HAMILTON, ONTARIO

## Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.



## Sanitary Cans

*"The Can of Quality"*

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

**Sanitary Can Company**  
LIMITED

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

Give them the Best

*St. Lawrence*

Granulated

100% Pure Cane.

**BEE BRAND PRODUCTS**

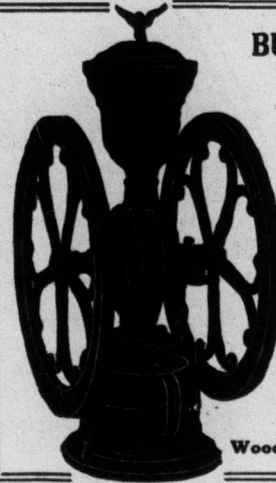


are a necessity in  
the most of  
homes

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

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

**BUY AN ELGIN NATIONAL  
because**



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

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

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

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

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

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

**LARGEST MAKERS IN THE WORLD**

**Tin Foil**—all descriptions

**Tea Lead**—all gauges and sizes

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

**Collapsible Tubes**—plain or colored

ALL BRITISH MADE

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

**BETTS & COMPANY, LIMITED**

Chief Office:—1 Wharf Road

LONDON N., ENGLAND



# Manufacturers' Agents and Brokers' Directory

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

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

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

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

## W. H. Escott Co., LIMITED

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

## FRANK H. WILEY

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

### ONTARIO.

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

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

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

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

### NEWFOUNDLAND.

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

### QUEBEC.

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

### WESTERN PROVINCES.

**GEORGE E. MEASAM**  
COMMISSION MERCHANT  
Agencies for confectionery lines solli-  
cited. My representatives canvass the  
retail trade every six weeks in the  
Country and every two weeks in the  
City. P. O. Box 1751.  
Edmonton - - - Alberta

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

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

### ADVERTISING.

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

The  
CONDENSED AD.  
PAGE  
WILL INTEREST YOU

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

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

CANADIAN GROCER

GROCERY "SERVICE" means skill in selecting, buying and stocking commodities which the customer needs—

TO SELL "SERVICE" SUCCESSFULLY you must therefore study your public.

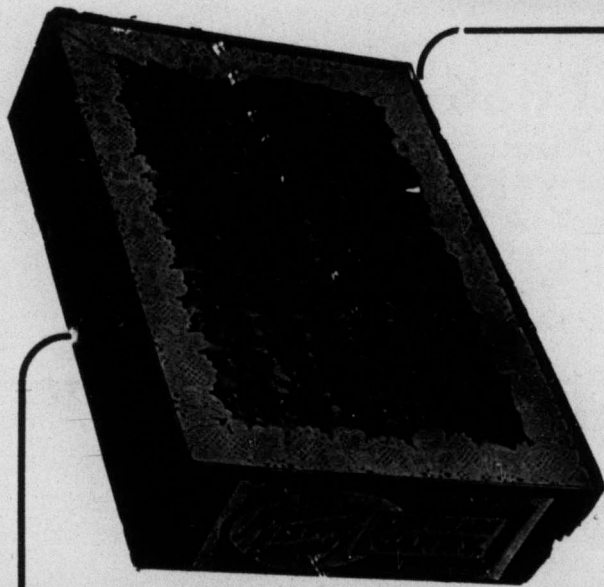
IN THE MATTER OF TEA, the Public demands QUALITY, and what is more, RECOGNIZES it—

HERE, THEN, IS YOUR OPPORTUNITY to market your SERVICE—The most profitable commodity in your store—Stock only that tea that has been tried, proved and elected THE BEST.



# "SALADA"

TORONTO  
MONTREAL  
NEW YORK  
BOSTON  
CHICAGO  
DETROIT  
PITTSBURG  
LONDON, Eng.



## "BORDO," the leader in Chocolates, pays 60% Profit

For brisk demand and exceptional profit there is nothing to equal the great chocolate specialty "BORDO".

The success of this chocolate lies in its individuality. "Bordo" is a single line (not assorted), just one style, one flavor—with a unique centre, made from our own original formula. The deliciousness is unequalled.

If you are anxious to clinch some good, steady, profitable trade, get a supply of "BORDO". One trial will convince of its superiority. A truly wonderful seller with a profit worth while.

A card will bring full particulars and a generous sample. *Write now.*

### The Montreal Biscuit Company

The Originators

MONTREAL

# Robinson's "Patent" Barley

*will get the mothers' trade for you*

There are mothers coming into your store every day who may not as yet have learned of the great merits of this food, or of its valued ally, Robinson's "Patent" Groats. Why not give every mother an equal chance by introducing these foods to her?

Thousands of babies owe their lives to Robinson's "Patent" Barley. It is recognized and used by eminent physicians and in hospitals as the greatest food to-day for Infants and Invalids. Pull your stock from its secluded shelf and arrange it in an attractive display where your customers will see it. Remind every mother who comes into your store of Robinson's "Patent" Barley and "Patent" Groats.

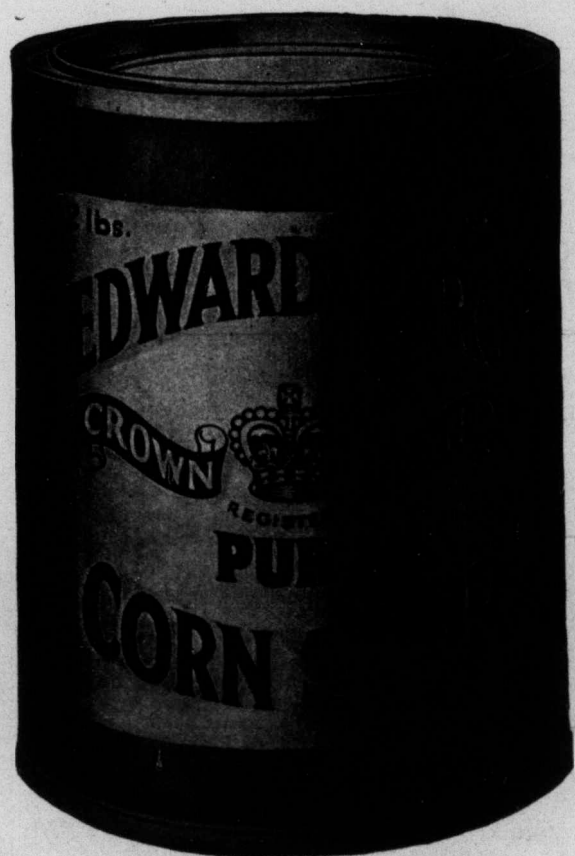
**Order from Your Wholesaler if Your Stock is Low**

## MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL

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AGENTS FOR THE DOMINION OF CANADA



## Mistress Housewife Is Home Again

She is back from her summer vacation—and is busily baking good things for the family—planning the children's school luncheons—and laying in her supplies for fall.

## "CROWN BRAND" CORN SYRUP

is in greater demand than ever, just now, because so many women are stocking their pantries with it.

Have you plenty of all sizes—2, 5, 10 and 20-pound tins?

Some of your customers may prefer "LILY WHITE"—our pure white Corn Syrup—because of its delicate flavor.

**The Canada Starch Co., Limited**  
Manufacturers of the famous Edwardsburg Brands  
Montreal Cardinal Brantford Fort William

# CANADIAN GROCER

VOL. XXIX

TORONTO, AUGUST 27, 1915

No. 35

## Maple Sugar and Syrup Situation

Large Supplies of Sugar Almost Impossible to Procure — Dealers Holding Small Quantities for Their Customers—Big Demand From U.S. Expected Next Year—Advance in Syrup Prices of 10 Per Cent.

ONE of the largest manufacturers of maple sugar in Canada states that, apart from small quantities being held by manufacturers for their own customers, there is none to be had in this country. This state of affairs was only realized a few weeks ago, when representatives of American tobacco and corn products' companies visited those who had a few carloads, and bought them out at comparatively high prices. The situation became so acute, those who had stocks decided to hold on to them in order to protect their customers.

Two causes are attributed to the present scarcity of maple sugar; first, the operation of the pure food law, which came into effect this year, and made mixtures of any maple products illegal where the name "maple" was used, and second the small crop. The scarcity came more or less as a surprise to many, as maple sugar is a product that can safely be termed a luxury in war times. Had the crop been a heavy one, it is believed that maple sugar would have sold this year for less than white sugar. As it happens, record prices are being secured, and the stuff is almost unprocureable.

### A One-Third Crop.

A dealer in the west, who wrote to a Montreal house for four barrels of Beauce sugar, received a reply from him to the following effect:

"Before shipping, we wish to write you a few lines regarding market conditions. The crop this year, as you are probably aware, did not amount to much more than a third of what it was a year ago. The demand for the soldiers at the front has had a tendency to make it even scarcer. At present we do not know where to buy it, and are asking 12c. per lb. for what we have in stock. We were nearly cleaned out, but have retained a small amount for the benefit of our old customers, and are able to

offer you four barrels at the above price. We do not expect you will be able to buy for less than 15c. in a short time. Wire us whether to ship at this figure."

The effect of the pure food legislation recently introduced has been to put a lot of the black maple sugar, made under more or less primitive surroundings by the farmers, off the market. After much of this stuff had been confiscated by the government, many farmers, feeling the pinch, complained to the Quebec Provincial Government. A cabinet minister recently made inquiries as to whether the new law is not too strict as regards the making of maple sugar and syrup. Another effect of the law

has been to cut down the number of manufacturers considerably, especially those who were making a compound or mixture.

Much of the inferior maple sugar made by the farmers of Quebec under the old conditions, was bought by manufacturers of tobacco, candy, etc., and with a new standard in force, a small crop, and many of the farmers unprepared to turn out stuff to standard, there had been an unprecedented demand for the better class stuff, resulting in the present scarcity.

### Syrup Firm, But Not Acute.

The situation regarding maple syrup, while not so acute, is worthy of consideration. One of the largest manufacturers in Canada raised his price ten per cent. last month; he explains, however, that this advance was intended to make up for the higher prices he had to pay in the Spring for the raw material, and to prepare the consumer for what will undoubtedly take place next spring. He states that his present stock amounts to about 25,000 gallons, which will keep his customers going over winter, unless a demand springs up from other sources.

On May 1, next year, the duty of 3c. per lb. on maple sugar and syrup exported from this country to the United States, disappears. Manufacturers on this side confidently expect that this will mean a bigger demand from the U.S., and higher prices. At any rate, preparations are being made to increase the output next year, and more manufacturers are expected to be in the field. If more is made, it is argued that the public will eat more.

"Maple syrup is the best paying crop on the farm," is an assertion made by a well known dealer. There is perhaps one exception, that of bees, in which case the honey is often brought from another man's farm. The maple tree stands on a-dollar-per-acre land, and it

(Continued on page 20.)

### COULDN'T SUPPLY CARLOAD.

*A Western Canada firm of manufacturers' agents wrote Canadian Grocer recently asking to be put in touch with Eastern firms who could quote them a price on a carload of maple sugar. One large manufacturer in the East stated that while his firm had several carloads of maple sugar on hand, yet they would not care to sell anybody more than 5,000 lbs. Their contention is that they prefer to keep this sugar to distribute among their former friends. The same firm doubted very much if it would be possible for anyone to pick up a carload of sugar in Canada to-day, as the original block sugar made by the farmers is practically now in the hands of the large dealers in the United States. Evidently the wholesale and retail trade should look to their supplies of maple sugar.*

# Molasses of Various Grades

Analysis of 140 Samples Collected in Canada—Indicate Wide Difference in Quality — What Black Strap is and is it Suitable For Human Consumption? — Some Informative Facts.

**A**N interesting bulletin was recently issued from the Inland Revenue Department at Ottawa, dealing with 140 samples of molasses purchased by inspectors of the department in various parts of Canada. There are up to the present time no set standards laid down for molasses and the chief analyst points out that the recent inspection appears to show that the term has no very definite signification for the consuming public. He further points out that no complaints have been received from consumers, although the character of the article as evidenced by his reports is extremely variable. For instance the contents of total solids vary from above 80 to less than 70 per cent. Reducing sugars vary from 37 to less than 10 per cent. Cane sugar from 54 to less than 20 per cent. and ash or mineral matter from about 9 to less than 1 per cent.

## Are these Charges True?

Apart from the consuming public some complaints have been received concerning molasses from outside sources and the charge has been made that an article not considered fit for human consumption at the place of its production is supplied to the public of Canada. The following statement made to the Commissioner of Trade and Commerce, by a high authority in Barbados, is particularly interesting in this regard:

"That 'black strap' molasses is not fit for human food and it seems to me that the Canadian Government should let the people know what they are buying as syrup or molasses. Nearly every civilized country now has its pure food laws and I think the Canadian Government should compel those manufacturers who treat 'black strap' molasses in such a way as to give it the appearance of high grade syrup to so mark their product that any purchaser will know what he is getting. I am sure that if Canadians in general knew the nature of the 'black strap' molasses they would not think it fit for human food. I understand that even the working classes in Canada insist upon having the highest quality of meat and even the choicest cuts. Why then should they be willing to buy molasses and syrup which at best is fit for nothing but cattle food? We in Barbados are very careful to prevent inferior molasses being exported as high-grade and we have very strict laws to prevent the mixing of molasses. I

may call your attention to the Molasses Mixing Prohibition Act enacted by the Governor, Council and Assembly of Barbados in 1912 which provided that any one responsible for mixing fancy or muscovado molasses with vacuum pan molasses with intent that the same may be sold or exported in that state or anyone who sells or exports any fancy or muscovado molasses so mixed shall be liable to a penalty not exceeding one hundred pounds for the first offence and for the second or any subsequent offence shall be liable on summary conviction to be imprisoned for a period not exceeding six months with or without hard labor. Any person who sells or exports any vacuum pan molasses in any package not branded or marked in a legible and conspicuous manner 'V.P. Molasses' is liable to a penalty not exceeding fifty pounds. It is provided that all penalties imposed by this Act shall be recovered in a summary manner before a police magistrate on the complaint of any person and shall be paid one-third to the complainant, one-third to the informer if any other than the complainant, and the residue into the public treasury to the credit of the general revenue. The informer's share is paid to the Inspector General of Police if the Inspector General of Police states in writing that there is an informer who does not desire his name to be disclosed. If the Canadian Government were equally careful to prevent the mixing of molasses and the sale of inferior grades of molasses and syrups however manufactured except when marked in such a way that the purchaser would know exactly what he is getting I believe that we could easily find a market in Canada for all the muscovado molasses and cane syrup we can produce in Barbados."

## Analyst Thinks Different.

After making the analysis the Chief Analyst has come to the conclusion that the results do not furnish any evidence which would stamp the article sold in Canada as being in any way harmful to the health of the consumer. Examination of the ash for heavy metals, lead, zinc, etc., fails, he says, to reveal these in more than harmless and negligible traces. The presence of sulphurous acid, used as a bleaching agent, is usually declared on the label and is not present in amounts that can be regarded as injurious to health. Nevertheless,

he declared it to be true from the aesthetic point of view, as well as in regard to nutrient values the samples reported on represent very different food substances which in all fairness to the consumer, as well as to the producer, should bear distinguishing names. It is impossible, he adds, for his department to dictate the use of language, and it may be well to enquire as to the meaning of the word "molasses" as used in commerce. The following explanation in part is quoted from Wiley's "Foods and their adulteration":

## What Molasses Is.

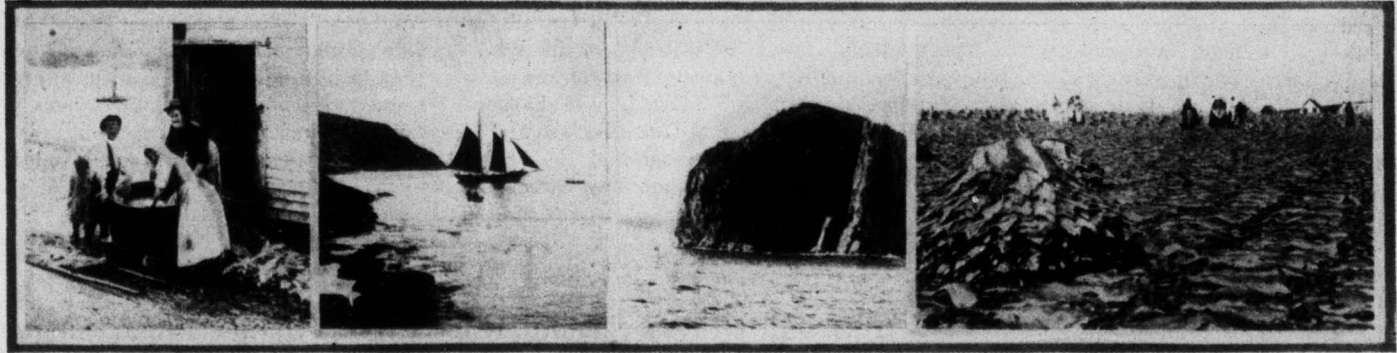
"The term 'molasses' is properly applied to the saccharine product which is separated from sugar in the process of manufacture. It is well to clearly discriminate in the use of the term in order that no confusion or misunderstanding may arise. To this end the terms 'syrup' and 'molasses' may be contrasted. A syrup is the direct product of the evaporation of the juice of a sugar-yielding plant or tree without the removal of any of the sugar. The term molasses applies to the same process with the exception of the fact that sugar has been removed at least partially by crystallization and some kind of mechanical separation of the crystals from the remaining liquid. Molasses, therefore, to use a term employed in chemistry, may be considered the 'mother liquid' which has produced the crystallization of the sugar. The production of molasses has already been sufficiently described in the article on sugar making. The molasses is either separated by gravitation as in the old style of drying sugar or, as at the present time, almost exclusively by centrifugal action. The molasses naturally contains the substances in solution or suspension which are not retained upon the gauze of the centrifugal. It differs from the total mass of evaporated sugar liquid only in the fact that a large portion of the sucrose or crystallizable sugar has been separated. The sugar juices of the cane and sorghum contain considerable quantities of sugar of a kind different from sucrose or common sugar, namely, an invert sugar, a 'reducing sugar,' as it is called, which consists usually of about equal parts of dextrose and levulose. During the process of manufacture small portions of the sucrose are converted into sugar of

(Continued on page 47.)

# Catching and Curing the Cod

How This Lordly Fish is Gone After From the Picturesque Shores of Newfoundland—70,000 Out of a Total Population of 240,000 Are Fisher Folk—Many Weeks Away From Home—Dangers on the Grand Banks.

Written for Canadian Grocer by BEN BUGDEN.



Fishing scenes from Newfoundland. Left to right: "Washing out Codfish," "A Fishing Schooner," "A Bluff Headland," and "Codfish Drying near Grand Bank."

**W**ERE you to visit Newfoundland, particularly St. John's, the leading mart of the country, during the closing weeks of May and opening weeks of June, you would be impressed by the crowds of men and women hustling here and there, carrying all kinds of parcels, visiting provision, grocery, hardware, and millinery stores, and even banks. For at this time the fishing season for another year is about to commence, and the people are being outfitted by their merchants. You will further notice that large numbers of crafts, large and small, gathered there from the outports, so fill the harbor that accommodation is at a premium, while at the entrance scores can be seen entering and departing for their destinations.

While this is true of St. John's, it also holds true of the numerous bays, harbors, coves and creeks indenting the island, and the clink of the caulking iron, the odor of boiling pitch and bark, essential in the preparation of craft and equipment for the pursuit, successful or otherwise, of the colony's great industry—the capture and curing of Codfish—are everywhere predominant.

## A Great Fishing Centre.

The country is first and foremost a great fishing centre, and as a producer of this "finny" food stands out prominently in the markets of the world. Her other industries pale into insignificance beside it. It is her great staple business, into which 70,000 (including females) of her population of 240,000 inhabitants cast their lot each year. It yields an extraordinary percentage of the total exports. It is the chief occupation of the common people, although men, grown

rich in the business, still cling tenaciously to collecting and exporting. To Newfoundland and her people it is what the growing of wheat and raising of cattle is to the Canadian—their country's most natural way of offering them a means whereby to make a livelihood.

Her vast bays, innumerable harbors, coves and creeks, into which pour during summer time the cold currents of the North Atlantic Ocean, seem to invite, or, perhaps, are rather sought out, by the luscious cod, which are not infrequently found in large schools around the entire coast. This fishery is much more extensive than that of France, Norway, the United States or Canada, the average annual catch being about 1,500,000 quintals, aggregating in dollars and cents upwards of three times the total Customs revenue of the country—\$8,000,000. The leading markets for this food are Greece, Italy, Spain and Portugal, while Canada and the United States are customers also.

## On the Coast of Labrador.

The shallow waters off the Labrador coast are famous as fish resorts, and it is here for three months of summer that 15,000 Newfoundland folk—men, women and children—migrate for the catching and curing of this product. Some 450 schooners convey those men, their wives and families to their desired transitory allocations along this rough, barren, yet picturesque land, so diversifying the number that only from two to three families occupy a harbor, cove or creek.

On arrival, the men set the traps—huge square contraptions of twine—into which the cod easily finds its way, but must await deliverance from the hands of the fisherman. This takes place twice

daily—at sunrise and at sunset. The catch, large or small, is taken to shore and made ready for curing by removing the head, intestines and large bone at the back. It is then washed and placed in bulk, tier upon tier, well covered with salt. A few days in this position, during which the salt has penetrated well into the fish, guaranteeing a safe cure, providing weather conditions are favorable, and it is again removed and washed, this time being placed in single line on platforms or flakes immediately under the rays of the sun. A few hours each day for a few days and the "cure" is complete. It is then stored and in a short time put on board vessel, either for some European market direct or for St. John's, to be delivered later at the merchant's convenience. Most of the work, other than the handling of the traps, is executed by women and girls. The return home is made about the end of October.

## The Grand Banks Fishery.

Some sixty miles from the shores of Terra Nova, and extending south from Labrador 1,000 miles, is that shallow water known as the Grand Banks. The depth of water varies from 30 to 60 fathoms, and at times, frequently we might say, is very rough—caused by a short cross sea at a sudden veering of the wind. This necessitates the staunchest of vessels and equipment, to say nothing of stalwart and brave men, as on many occasions the few fathoms of water covering the Virgin Rocks have been known to so roll back during stormy weather as to leave them exposed for a brief period. Cables, not chains, are used to anchor these vessels, as chains would cut into the prow,

## CANADIAN GROCER

and in cases of danger, which not infrequently arise, a cable is more readily separated by a blow from an axe than is a chain. In men, each vessel carries a complement of 18 to 20, and the return voyages are made every six to eight weeks, although the season opens in April and closes in October. There are no traps or seines used here, as is the case of Labrador, but lines are used instead, with the same specific end—the allurement and capture of the lordly cod. The fishing is done, not in the vessel itself, but in dories, strong but light flat-bottomed boats, commanded by two men, whose duty it is to set the lines, let them stay over night and examine them next morning. These lines are miniature cables, on which are placed suds (short lines a fathom long), a fathom apart, attached to which is a hook covered with some small fish as bait.

The ship has been described as a great hen harboring a flock of chickens, the men returning to her at evenings to clean and stow their catch and snatch a few hours badly-needed rest. This work goes on week after week, despite the attendant great danger of being rammed by some monstrous ocean greyhound speeding through thick fog when no great distance of water is visible to the eye and little or no warning is otherwise to be had. On coming to land, the cargo is discharged with despatch, bait fish is sought, and as soon as secured they again take up their position as before. In some cases large draughts are made during a season, the whole, however, usually meeting with ready disposal at fair prices.

### The Shore Fishery.

In the shore fishery we have the principal branch of this great industry. Being prosecuted direct from the homes of the toilers in the island, it is termed the "shore" fishery. The entire seaboard of 1,500 miles or more is affected by it, having as participants 90 per cent. of the male populace, irrespective of age. This branch might be sub-divided into three classes—hook-and-line, trap and seine, and bultow men. The hook-and-line man frequents the local grounds, very often making many shifts during the day. He seldom is away from home over-night, although he is often compelled through stress of business, or lack of it, to retire late and rise early. The same applies to the trap and seine fishermen, but with the bultow men it is different. They fish along lines very similar to those followed on the Grand Banks, and in their staunch smacks, with a crew of seldom more than two, venture far out into the bays to seek their prey, making weekly or semi-weekly returns to port. Their method of fishing is by bultow, very long lines, to which are attached shorter lines, bear-

ing hooks. These are anchored and flagged on one end and then stretched out, say, 200 yards, in an opposite direction, when another anchor is lowered, serving both to hold the boat and the bultow. In this way alternate visits are made by the men from one end to the other, removing any fish that might be on the line and resetting the line again for the return trip, etc., etc. The fish taken in those deep waters are invariably very large and considered of fine quality, equalling those secured by the hook-and-line men in the harbors, which are of a much smaller size. The preparations for curing and the curing itself are done the same way here as on

Labrador. And so the seasons go round.

Speaking from experience re the hook-and-line fishing, let me say that to anyone possessing good health, with plenty of work to keep him busy, and having no objection to a little unsavoury odor—a condition which is inevitable where decomposing refuse must lie around while more important work is being attended to, it is a pleasant and profitable employment, as is witnessed every year by the numbers of tradesmen, business, professional men, and others who take a hand in it, even though it be fraught with attendant poor results to them.

## War Tax Rulings

Ottawa R. G. Association Hears From Finance Department re Specific Lines About Which Some Doubt Was Expressed.

SOME few weeks ago correspondence in regard to war tax stamps on such goods as Bovril, Oxo-cubes, etc., appeared in Canadian Grocer. This was received from the Ottawa Retail Grocers Association through the secretary N. Hurteau. Samples were sent to the Finance Department for their official consideration and decision.

Following is the correspondence:  
Editor Canadian Grocer:

Dear Sir.—Since writing you some time ago on the question of war tax on different goods such as Bovril, Oxo-Cubes, etc., I might state that I have received a letter advising me as to results of analysis. I take much pleasure in enclosing exact copy of the letter that I received from The Finance Department. Hoping you will publish the above in your next issue of Canadian Grocer.

N. Hurteau, Secretary, R.G.A.

Ottawa, Ont., Aug. 20th, 1915.

### The Department's Answer.

N. Hurteau, Esq.,  
Secretary, Ottawa, R.G.A.

Dear Sir.—I have the honor to acknowledge receipt of your letter of the 30th ultimo. addressed to the Assistant Deputy Minister of this department, submitting samples of Bovril, Bovril-Cordial, Fluid Beef and Oxo-Cubes for a ruling as to whether the provisions of the Special War Revenue Act, 1915, will be applicable thereto.

In reply, I may state that the samples submitted do not appear to be proprietary or patent medicines within the meaning of the Act, inasmuch as they are not recommended as remedies or specifics for any disease whatsoever affecting the human or animal body and,

therefore the provisions of that Act will not be applicable thereto.

R. W. Breadour,  
Tariff Officer.

Ottawa, Aug. 15th.

This will be valuable information for merchants who haven't the same facilities for getting such decisions as have the Ottawa grocers who are on the ground.

### MAPLE SUGAR AND SYRUP SITUATION.

(Continued from page 17.)

is the only crop that is secured simply by harvesting. There is no cultivation, no seeding, and it is the only crop that will realize money within two days after being gathered.

It is believed in Montreal, that the present high prices will prevail until the first shipment of new crop is away next spring. If there is a big crop, prices will either remain as they are, or drop. Some people believe they will remain high, as all other sugars are high.

### LONDON GROCERS PICNIC.

The London Ontario Retail Grocers Association will hold their annual picnic at Springbank Park on Wednesday afternoon, Sept. 1st. Their excursion to Detroit is an outing, but the picnic is for games, sports, etc., a meeting was held at their hall, Tuesday evening Aug. 24th, to make final arrangements for same, committees were named to assist president Eedy and secretary Harley. Springbank Park has all sorts of Coney Island amusements now, such as a roller coaster, merry-go-round, dance hall, ocean wave, etc.

# Saturday Made Special Fruit Day

Special Banana, Orange, Etc., Day Brings Increased Revenue to Grocery Department of Large Summerside, P.E.I., Store—More Than 16 Crates Bananas Sold on One Saturday—Special Displays and Advertising.

*Written for Canadian Grocer by Staff Correspondent.*

**T**HERE are few, if any, larger department stores in the Maritime Provinces than that of R. T. Holman Limited, Summerside, P.E.I.

The annual turnover is over one million dollars and the grocery department is one of the most productive. This department has been worked up to a high state of efficiency and sales have been increased many times in particular lines by the introduction of novel selling plans.

The power of advertising and display is shown in a remarkable way in its increased sales in the fruit and candy lines which are bringing in a big revenue.

## A Big Banana Day.

Early in the spring of this year, Saturday was made a special fruit day such

as Banana Day. On Friday circulars were sent out to all town people and an advertisement inserted in the Friday and Saturday issues of the papers to catch the farm trade. One campaign, for instance, featured the Banana Day. Coupling with this every possible display is given to bananas in the store. Instead of having one or two stocks hanging near the door, one is hung over every counter, a couple in the window, a couple outside and in fact it is made impossible for the customer to turn around without seeing bananas. This not only helped to make sales but facilitates handling.

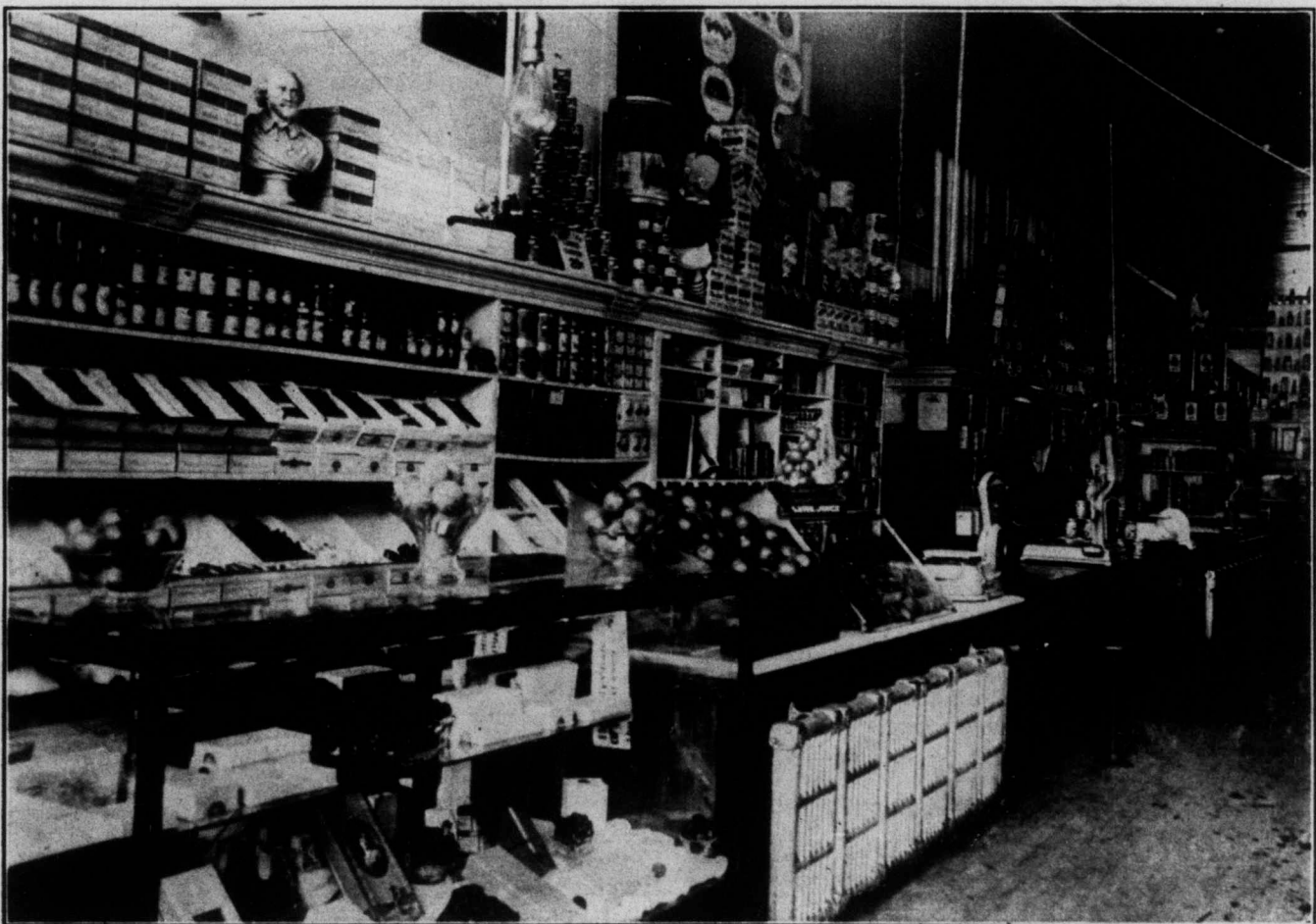
Clerks are all instructed to suggest bananas to customers. The result of this was beyond all expectations. Ordinarily about 2½ crates of bananas a day had

been sold and about 5 on Saturdays. The first day this plan was carried out the firms put in a stock of 16 crates thinking it more than sufficient. These 16 crates were sold out entirely before 6 o'clock. One good result of a large sale like this is that in warm weather it helps considerably in cleaning up stocks and preventing losses.

## Works With Other Fruits Too.

The same idea was followed out with oranges and pineapples, bringing them on each Saturday in rotation. They were equally successful in all 3 lines.

The regular staff of the Holman grocery department consists of twelve. Since these special Saturday sales have been introduced and advertised the Saturday staff has been increased to eighteen.



One view of the grocery department of R. T. Holman, Limited, Summerside, P.E.I. This store turns over more than a million a year.



# CANADIAN GROCER

ESTABLISHED 1886

*The Only Weekly Grocery Paper Published in Canada.*

THE MACLEAN PUBLISHING COMPANY  
LIMITED.

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

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Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX.

TORONTO, AUGUST 27, 1915

No. 35

## Good Profits From Peach Week

RECENTLY the retail dealers of Chicago in conjunction with consumers put on what they called a "Peach Week" and according to reports it proved very successful. The result was that the consumption of peaches increased enormously, benefiting both the grocers and their customers. Owing to the great demand, many of the grocers sold out their stocks each day, although they had all been fortified with good supplies in anticipation of a big demand. Not only that but they profited by sales of fruit jars, paraffine, rubber rings and sugar for preserving purposes. It was estimated that approximately 150,000 bushels of peaches had been absorbed in four or five days.

In the United States there have of late years been a great number of these special days or weeks for the selling of particular articles, such as coffee, raisins, canned goods, peaches, etc. There ought to be a chance for the Canadian trade to do likewise, and not only make good money but advertise Canadian grown products more strongly among the people of Canada, as well as imported necessities which are not produced in this country.

## An Analysis of Middlings

DURING the past year Shorts or Middlings have been the subject of an analysis on the part of the Inland Revenue Department at Ottawa. The result is contained in Bulletin No. 311 recently issued from that department. The Chief Analyst, A. McGill, has reported on 189 samples, purchased by the department's inspectors as shorts or middlings. Comparing the result with previous bulletins, issued since 1906, he points out that there is considerable variation in character in the article sold under these names.

In 1906 the late Chief Analyst advised legislation to define feeding stuffs and in 1909 the Commercial Feeding Stuff Act became law. The extended frauds

recognized in the manufacture and sale of cattle feed caused similar legislation to be enacted by most countries, and this legislation, like our own, generally recognizes two classes of feeds. First, there are those which on account of the origin in nature or in manufacture have a more or less constant composition and can be defined by fixing limiting values provided by Section 26 of the Adulteration Act. This class has been generally held to include bran, shorts, middlings and so-called chop feeds. Second, there are those manufactured according to a formula devised by the manufacturers and usually proprietary.

"This class of feed," points out the chief analyst, "has extremely variable characters, and the purchaser is entirely at the mercy of the manufacturers so far as concerns the value he gets for his money. Our present Act requires that such feed be sold only under the registration number granted by the Department of Inland Revenue. These are known on the market as registered stock feeds, in contradistinction to the first class, which may be sold without registration."

The limiting values fixed by Order in Council for shorts or middlings, were determined by analysis of a very large number of samples purchased under these names. Details will be found in Bulletins Nos. 116, 156, 191 and 231 and the conclusion was reached that Shorts and Middlings must be regarded as practically the same thing, and that the minimum value for an article sold as shorts or middlings should be as follows:

Protein .....	15 per cent.
Fat .....	4 per cent.
Fibre .....	8 per cent. (maximum.)

The result of the analysis shows that there were 170 samples genuine shorts or middlings. Twelve samples were passed as being feed, flours, etc., and three samples were genuine as to feed value, but contained noxious weed seed. Four samples were below the standard value.

### Problems of the Maritimes

**A**T the Annual Meeting of the Maritime Board of Trade, held last week in Summerside, P.E.I., there were a number of important problems of particular interest to the provinces down by the sea discussed. A special representative of this paper was in attendance at this convention and a full report appears elsewhere in this issue.

Among the subjects on the slate were: Better Transportation Facilities; Freight Rates; More Trade with Cuba; A Better Knowledge of the Art of Agriculture and a Technical Education in Connection with Same; Military Training for Special Emergencies, and the question of Newfoundland joining in with the Dominion of Canada.

Among these the question of a Technical Education in Agriculture was no doubt one of the most important. At a time like the present, when there is so much waste occurring, and so much depending on production, it becomes incumbent upon us to exercise the art of production to the very highest extent. The more we can produce, the better will it be, not only for Canada, but for the British Empire as a whole. In regard to Newfoundland joining the Confederation of Canadian provinces, the convention was in hearty sympathy with the proposal. Of course the side of Newfoundland was not presented, the subject being merely suggested to determine what business men in the Maritime Provinces thought of the project. Those interested will find the discussion in this regard exceedingly interesting.

It will be seen from the address of the retiring president that business conditions in the Maritime Provinces have been splendidly sound during a year of war. The resources of the provinces of the East are many and varied, and the business men are careful. It is but natural, therefore, that a temporary depression would have little effect on their trade. Everyone will be glad to congratulate them on this advantageous feature.

### Restoring Good Trade.

**S**INCE the beginning of the war there has been a marked falling off in business and it is only after a full war year that there is genuine indication of trade improvement. The big encouraging factor is the promise of record-breaking crops in the Canadian West. A significant circumstance is that in all branches of trade there were cancellations of advertising appropriations, with promises to resume advertising again under normal conditions. In looking back over the past year does it not appear obvious that one reason for the extremely lean business was the lack of adequate business promotion by means of advertising?

The newspapers, magazines, trade and class publications, have all borne witness to the curtailment of publicity—the oil of business.

Instead of being a measure of economy, discontinuing or seriously curtailing advertising has in reality hurt business in general and individual firms in particular.

It will not require very hard search to find concerns in all branches of trade who have had greater success in the past year of stress by reason of sticking to their advertising guns, than competitors showing less confidence and courage by cutting out their usual advertising. Naturally, even the former have

not done so well as in the fat years, because of the general backwardness of trade, a condition, as previously intimated, fostered by the seriously reduced general advertising.

Mercantile concerns—manufacturing, wholesale and retail—should keep in mind the certain return of better times eventually, and that advertising done now will not only mitigate present trade conditions but bring further reward when trade again reaches high tide.

Take the case of a manufacturer; cessation of advertising entails danger of the firm's product falling into oblivion with the buying public.

New firms, which, notwithstanding the crisis, take a chance at advertising, appear and gain business which it will be hard for the old firms to recover in better times, because only by continuous publicity can satisfactory results be obtained.

Cancelled advertising has been the cause of idleness being enforced on many employees in business concerns of all kinds throughout the land. Others have had their wages reduced. Consequently the buying power of the people has become seriously impaired.

Pessimism has been rampant and now that the still small voice of optimism is singing of better times because of the good news from the West, it is to be earnestly hoped that commercial concerns generally will realize that by means of judicious advertising they can do valiant service in promoting public confidence and bringing back prosperity.

### The Fall Fairs

**W**ITHIN a few weeks annual fall fairs will be in full swing throughout Canada. War or no war the fall fairs are going to be held as usual. The Agricultural Societies Branch of the Ontario Department of Agriculture, Toronto, recently issued a list of Ontario towns and cities with dates, in which fall fairs will be held. The list included the names of places—and this is for one province alone. The man who does not visit a few of the "fall fairs" each year knows little of the enthusiasm or interest which exists at these annual gatherings. It is true that many of the country fairs are small in comparison with the fairs in the larger cities, but nevertheless, they are dear to the hearts of the farmer. Many of the farmers are members of the fair board and it is not uncommon at this season of the year for the hardware merchants to receive many visits from deputations asking for contributions of cash or merchandise to be used as prizes. To many merchants the solicitation of prizes from them appears unjust. On the other hand there are merchants who claim that they benefit by the contributions, and although as a general rule they do not get direct results, they claim that during the course of a year they are well repaid for the small amounts donated to the county or township fair. To dealers the only return they appear to get is the satisfaction of having their name appear on the fair programme. Whether the claims for donations are just or unjust is a question that must be decided by the merchant. The dealer should remember, however, that farmers as a general rule are very clannish and if the fair in which they take the greatest pride is slighted or overlooked by a merchant they are liable in some cases to take their trade to another store.



## CURRENT NEWS OF WEEK



### Quebec and Maritime Provinces.

The Standard Canning Co., St. Philomene, Que., has been incorporated.

Archibald Steeves of A. Steeves & Co., general merchant, Hillsborough, N.B., died recently.

Lachance & Lefebvre, grocers and provision dealers, Montreal, have registered.

Coleman Bros., grocers, St. John, N.B., are succeeded by Cheyne & Co.

Capt. Elworthy of Port Hastings, N.S., has bought the business of David O'Neill, Bridgewater, N.S., and will conduct a general ship supply and grocery store.

G. A. Beaulieu, grain broker, 114 Board of Trade Building, Montreal, has been appointed agent in the Province of Quebec, for the Chisholm Milling Co., Toronto, manufacturers of Canuck products.

A. J. Williams, manager for Harrisons & Crossfield, Coristine Bldg., Montreal, who suffered a paralytic stroke some months ago, is still confined to his bed, and is making only slow progress towards recovery.

McVitie & Price have been given a Dominion charter to manufacture biscuits in Canada. The name of the company in this country will be McVitie & Price of Canada, Limited, and the head office will be Montreal.

The French Military Cross has been awarded on the battlefield to Francis Hooper, son of Mr. E. Hooper, grocer, of Montreal. Young Hooper left Montreal with the first contingent of French reservists. He arrived in France on September 5 and was accepted as a volunteer on September 10. He spent all Winter in the trenches.

### Ontario.

Joseph Scandrett of Scandrett Bros., has recovered from his recent severe illness.

Barnet Watson has disposed of his general store business in Arkell, Ont., near Guelph, to Lindsay Gordon.

D. A. McCrimmon, assistant manager of Gilmour & Co., wholesale grocers, Brockville, Ont., was married recently to Miss F. Bresnau.

Alex. Black an employe of McLaren's Limited, Hamilton, Ont., has enlisted for oversea service with the 4th Field Battery. On leaving he was presented with a wrist watch, the manager Ald. Peebles making the presentation.

The weekly half holiday in Galt, Ont., would be extended through September. The movement to have the holiday extended was brought about by the fact that during July the rainy weather prevented the holidays being of much benefit.

Ald. David Spence, wholesale fruit merchant, Toronto, has resigned from the city council to contest with C. J. Doughty the post of fire commissioner.

President Eedy and Treasurer Tom Shaw of the London, Ont., R.G.A., have purchased pleasure motor cars.

Fred Heaslip of the Quaker Oats Com-

### CHANGES IN MOONEY BISCUIT STAFF.

S. J. Cook, who for the past 5 years has been Winnipeg manager of the Mooney Biscuit and Candy Co., Ltd., has recently been appointed to a more responsible position, which necessitated his removal to the company's head office in Montreal. On his departure he was the recipient of a handsome traveling bag and secretary, the gift of the office



ARTHUR MERRILL

management and selling staff and accompanied with a suitable address bearing the well wishes of all who had come in contact with him while in Winnipeg.

The duties of the Winnipeg and western management have fallen to Arthur Merrill who, for a number of years has filled the post of sales manager, at Winnipeg. He has been recently receiving many congratulations from his many friends in the retail and wholesale trade in the prairie province.

pany, Peterboro, Ont., on the eve of his departure for Saskatoon, where he will take up his residence, was presented with a club bag by his fellow employes. He has joined the Saskatoon staff of the company.

McCaskey Systems, Limited, has been granted a Federal charter to take over the business of the Dominion Register Co., which has been doing business in Canada for a number of years manufacturing account registers. Head office of this company is Toronto.

H. J. Hanwell, of the Marks, Clavet, Dobie Company, Limited, Port Arthur, Ont., has been informed that he is one of the winners in the Rice Leaders of the World Association window dressing contest and has received a check for \$25. There are 463 prize winners in the contest for which thousands of entries were received. In addition to the prize an Award of Merit in recognition of his ability is now being prepared and will be sent to Mr. Hanwell immediately. This contest was advertised in Canadian Grocer.

### Western Canada.

W. P. Pinder, grocer, etc., Gleichen, Alta., has sold to W. J. Dodds.

J. Foelt, general dealer, Burnside, Man., is succeeded by Nemetz Bros.

The Curry Grocery Co., Moose Jaw, Sask., has merged with the Moose Jaw Trading Co.

W. F. Piper, general merchant, Fleming, Sask., died recently following an operation for appendicitis.

The Canadian Credit Men's Association has completed arrangements for the opening of a branch at Edmonton, Alta., which will be worked in conjunction with and through the Calgary office. F. D. Fisher, who was secretary of the Calgary Board of Trade, and who was previously secretary of the Edmonton Jobbers' Association, which has been merged in the Canadian Credit Men's Trust Association, Limited, becomes the secretary of this latter organization.

### AN IMPORTANT APPOINTMENT.

H. T. Meldrum, assistant general secretary of the Canadian Manufacturers' Association has been appointed by Sir Thos. Shaughnessy to represent the C. P. R. Purchasing Department in England in connection with war contracts.

# G. E. Barbour Co., Limited

## WHOLESALE GROCERS

Direct Tea Importers, Blenders & Packers, Coffee Roasters, Spice Grinders and Manufacturers of Extracts and Grocers' Specialties, Etc.

Branches: WOODSTOCK, N.B., AND ST. STEPHEN, N.B.

**Head Office: North Market Wharf, St. John, N.B.**

### IMPORTERS AND DEALERS:

Sugar, Molasses, Fish, Flour, Provisions, Dried Fruits and Nuts, Staple and Fancy Groceries, Teas, Coffees, Spices.

### WHOLESALE DISTRIBUTORS:

"GOLD BOND" Canned Goods	Ferrard Renaud's Macaroni
"Goodwillie's" Fruits in Glass	Price's Macaroni
"Hartley's" Jams, Marmalade	Gaillard's Olive Oil
"Lea's" Pickles, Mustards	"Sunkist" Dried and Canned Fruits
"Welch's" Grape Juice	"Thomas'" Hawaiian Pineapple
"King Oscar" Sardines	"Karo" Corn Syrup
Dixie Jumbo Salted Peanuts	

### MANUFACTURERS "ACORN BRAND"

Fruit Syrups, Flavoring Extracts, Baking Powder, Icings and Grocers' Specialties.

PROPRIETORS "KING COLE" TEA

# It's the Steady Seller You Want to Feature



No use in handling goods of passing demand. Filling your shelves with foods that drag on and on is a poor way to make a fair profit. Get

## Brunswick Brand Sea Foods



into your stock and know the good profit of a steady, increasing demand.

Know the popularity with which Brunswick Brand Sea Foods meet with in every locality. Know the hold they have on the housewife and the frequency with which they come back for more.



Brunswick Brand Fish are gathered only from the choicest feeding grounds in the Atlantic. Their wholesomeness receives an added goodness under the care of the Brunswick sanitary method.

End the loss of slow-moving lines to-day. Get your jobber to stock you the Brunswick Brand line without delay.

### Six Speedy Sellers

- 1/4 Oil Sardines
- Finnan Haddies (oval and round tins)
- Herring in Tomato Sauce
- Kippered Herring
- Clams
- Scallops

ORDER NOW

## Connors Bros., Limited

BLACK'S HARBOR, N.B.



TEA  
TEA  
TEA  
TEA  
TEA

Retails in Lead Packages  
at 40, 45, 50 and 60c per lb.,  
and costs the retailer  
32, 35, 38 and 45c per lb.  
respectively.

*We make Bulk Teas a specialty,  
5, 10 or 20 lb. tins, half-chests  
or chests.*

Cannot we ship you a sample  
order ?

**CHAS. H. McDONALD & CO.**

*Direct Importers and Blenders*

**St. John, N.B.**

## MISTAKEN GROCERS

are those few, in some places, who fail to give

# DR. JACKSON'S ROMAN MEAL

### A PROMINENT DISPLAY

**It's Positively One of the Big Sellers** when displayed, and a constant repeater, because it is prescribed by doctors everywhere for

**Indigestion and Constipation**

which it

**Positively Cures or "Money Back"**

**DR. JACKSON'S ROMAN MEAL NUGGETS**

The ready-cooked form, is being placed upon the

market. Buy a sample case from your jobber. Show them they'll sell. They make an ideal breakfast, lunch or light supper with milk or cream. They are delicious in broths or soups.

**They Are Carried in the Pocket or Handbag** to office or shop, upon outing trips and at sports of all kinds. They may be eaten on the move. They are exceedingly nourishing, do not disorder digestion, relieve constipation or "money back" and are a great preventer of fatigue.

## ROMAN MEAL COMPANY

Cawthra Avenue

West Toronto



### 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.

In our Classified Columns on page 59, there is almost sure to be a proposition which will interest you.

You should use our Condensed Ad. page for making your wants known. Whether it be a partner, clerk or salesman required, or a buyer for your business, or if you have bought a cheese-cutter or a showcase, etc., and want to sell your old one, you will find Canadian Grocer's Classified page most productive of replies.

# CARVELL BROS.

WHOLESALE GROCERS, GENERAL AGENTS, PRODUCE DEALERS

**Charlottetown, Prince Edward Island, Canada**

AGENTS FOR:

Allan Line Steamship Company

Quebec Steamship Company

Pickford and Black Lines

Three Rivers Steamship Company

Acadia Coal Company

Canada Sugar Refining Company

Furness, Withy & Company,

Limited

Write or wire for quotations on Oats, Potatoes, Hay, Eggs, Cheese, Butter.

## Eggs (OUR SPECIALTY)

We are doing the largest Egg business in Canada east of Montreal. Our facilities for securing the cream of the Maritime production is such that our reputation has become established. We give unequalled service.

*Write for prices.*

WHOLESALE  
GROCERS

**Auld Brothers, Limited,** Dealers in and Importers  
of EGGS and PRODUCE  
CHARLOTTETOWN, PRINCE EDWARD ISLAND

## Crosby Molasses Co., Limited

Dealers in all  
Grades of

## Molasses

**St. John, N.B.**

## FISH SEASON

### Now Opening

Our line of Pickled Fish Products is rapidly being completed. We now offer:

FAT HERRING

LABRADOR SALMON

MACKEREL

TONGUES and SOUNDS

TURBOT

GROCERY CODFISH

NEWFOUNDLAND CANNED SALMON

Quality Guaranteed  
and  
Quality Counts

**Farquhar & Company, Limited**  
HALIFAX, N.S.





From left to right: Rev. J. C. McLean, Sec. T. Williams, Ex-Pres. E. T. Higgs, Mayor Saunders, Judge Stewart, R. G. Hood, Pres. E. A. McCurdy, E. H. Beer, Hon. Mr. Arsenault, and Dr. Purdy.



Convention delegates viewing car ferry construction work at Charlton.

Above snap is of a company of delegates and friends on the excursion trip. Pres. McCurdy and Mayor Saunders, of Charlottetown, may be seen in among the feminine visitors.

## Maritime Boards of Trade Meet

Summerside, P.E.I., the Scene of the Twentieth Annual Meeting of the Board of Trade Men of the East—More Technical and Agricultural Education to be Taught in Our Common School Advocated—Newfoundland as a Province of the Dominion Much Discussed—E. A. McCurdy, the New President.

*Reported by Staff Representative.*

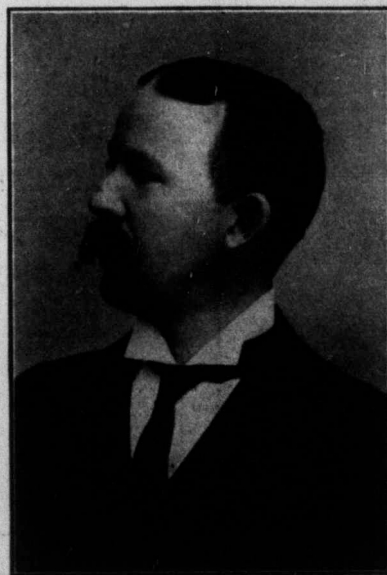
**S**UMMERSIDE, P.E.I., Aug. 25.—The twentieth annual meeting of the Maritime Board of Trade was held in the Oddfellows' Hall here on Wednesday and Thursday, August 18 and 19.

The attendance was somewhat disappointing, but many causes conspired to prevent certain boards from being represented. The Amherst delegates were prevented from coming at the last moment by the death of Mayor J. H. Douglas, who was always an active member of the board. The Sackville members having planned to make the trip across in a motor boat, were prevented by the elements. However, taking these things into consideration, and the fact that the country is at war, the attendance was good, and most certainly the convention was an interesting and successful one.

President E. T. Higgs, called the meeting to order at ten o'clock Wednesday morning, and immediately called on Mayor Saunders, who delivered an address of welcome. In referring to the changed conditions brought about by the war, Mayor Saunders pointed out the opportunity the Maritime Provinces had in the readjustments taking place in trade all over Canada. Prince Edward Island and the Maritime Provinces have not felt the stress of war in their business, and are in a position to take ad-

vantage of opportunities opened up to them in the other provinces. He extended a hearty welcome to the delegates and tendered the freedom of Summerside.

The following were appointed a committee to arrange the order in which the resolutions should be brought up for discussion:— Capt. Joseph Read, R. L. Cotton, W. H. Fyfe and James Birch.



E. A. McCURDY, Newcastle, N.B. Elected President for 1915-16 of the Maritime Board of Trade. Mr. McCurdy took a prominent part in the discussions.

On receiving their report, President Higgs delivered the following address:—

### The President's Message.

To the Members of the Maritime Board of Trade.

Gentlemen:—At this, our twentieth convention it becomes my duty to present the President's report for the past two years.

It is now two years since the Maritime Board of Trade last met in convention as it was deemed advisable to postpone the meeting that was to be held last year, on account of war conditions prevailing at the time, which necessitated the closest attention of merchants to their business.

This great war, which has changed course of the world's trade, has now been in progress over a year, and it is no use trying to prophecy when it will stop. But, victory to Great Britain and her allies will surely come and it is well for business men to prepare to meet the future and devise the best means to be used in the development of the Empire. We recognize that this war is for humanity and that the destinies of the world are at stake. It is a war in which we all must share and do our part that it may be drawn to a successful close. We all cannot go to the front, but those who have, are depending on those who still remain at home, to keep up the

necessary supply of men and material.

I desire with the good people of Summerside to extend to you a hearty welcome to the town and also to the province which is the cradle of confederation—the first confederation conference being held in Charlottetown in 1864.

A great opportunity is now open for the Maritime provinces to make themselves known by putting good workmanship into the many war orders that have been placed here; let quality be the aim of our manufacturers and thus prove their workmanship, and when the war is over, much trade that formerly went to Germany can be diverted to Canada and the Maritime provinces.

**No Serious Difficulties.**

The past two years have been important ones to the Maritime provinces. Many conditions throughout the world resulted in a very unsettled money market so that financial houses exercised much caution in the financing of new enterprises or extending old ones, which helped to cause a great industrial depression throughout the world. But as citizens of the Maritime provinces we should feel proud that the financial stringency was less acute than in other parts of Canada. Especially was this true of Prince Edward Island where conditions were prosperous and hopeful.

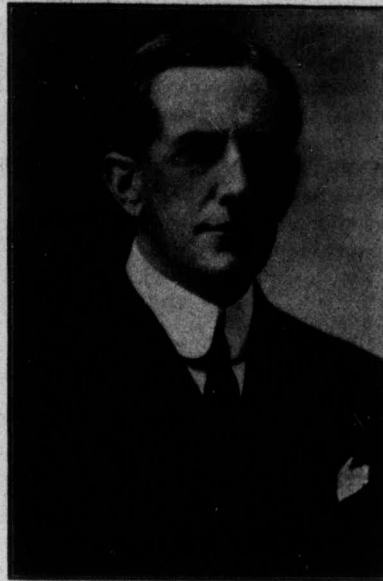
The development of the Maritime provinces is steady and sure they are not boom centers so are not subject to the periods of sharp reaction that happens where development is too rapid.

It is pleasing to me to see so many questions that have been agitated by this board brought to a successful issue since our last annual meeting. We have the greatly improved telegraph service between P. E. I. and the mainland, and the latest boon in the form of the telephone cable across the Straits, thus uniting the Maritime Provinces more closely than ever. The use of the cable is free, only the land line rates being charged; also the reduction in cable rates between Great Britain and Canada.

Another question that this board strongly advocated was, better trade relations with the West India Islands, and since we last met, the Dominion Government entered into a contract with the Royal Mail Steam Packet Co. providing a much improved service from St. John and Halifax to the West Indies. The Dominion Government also inaugurated the Canadian parcels post system, thus bringing producer and consumer closer together.

**Staple Industries Prosperous.**

Lumbering, fishing, mining and agriculture are prospering, and after all these are our staple and sure industries



E. T. HIGGS, Charlottetown, P.E.I.  
The Past President and a member of the new executive.

which supply the necessities of life that are always in demand.

The Dominion Government has established a Fisheries Intelligence Bureau with the object of bringing before the fishermen the best means of curing and packing fish, and are encouraging the shipping of fresh fish inland by paying a proportion of the express charges.

The high cost of living is caused largely by the growth of the cities at the expense of the country; the rush from the farm to the cities means less food producers. The problem is how to induce more people to get back to the land, which would not only lessen the cost of living, but improve the virility of the nation; then with the practice of thrift, real prosperity will set in and the country should develop on a sound basis. We must have thrift among the masses.

It is pleasing to know that the big car ferry steamer that is to ply between P. E. Island and the mainland is now in maritime waters, and is expected to open up the service this fall. This is another link that will bind the Maritime Provinces together.

With the car ferry between P. E. Island the mainland, the extensive harbor improvements at Halifax and St. John, the enlargement of St. Peter's Canal completed, these provinces down by the sea can face the future more cheerfully; and in the meantime, while these works are under way, much benefit will be derived from the moneys put into circulation.

There is a great need of the people of Canada being aroused to the enormity of the destruction that is going on each year—I refer to the fire waste, which is the largest per capita in the world, and becomes a direct tax on the people. It is caused largely by carelessness. The

people who will set a fire for a gain are few compared with the many persons who cause fires by their carelessness; in fact, nearly all fires can be traced to the neglect of duty on somebody's part.

**Exterminating the Weed.**

Agriculturally, the Maritime Provinces are forging ahead, but a warning note should be sounded so that a more determined effort might be made to stamp out the weed nuisance before it secures a hold here like it has in parts of Western Canada, where it is yearly causing such enormous losses, taking up the space that should produce good grain. The Departments of Agriculture might well inaugurate a co-operative crusade to exterminate weeds, so that these provinces could more successfully enter into the growing of seed—an industry that is naturally suited to the Maritime Provinces.

One of the most important questions to come before this board is the question of Canada opening up negotiations with a view of Newfoundland entering the Dominion Confederation. If this could be done, then a great forward step would be taken in securing closer union of the British Empire.

The question of national training is one that is uppermost in the minds of many people to-day, and this is an opportune time to discuss the subject. Thousands of our young men to-day realize their inefficiency because they never by necessity had an opportunity to get a military training. We have been lulled with the idea that the days of a great war among the civilized nations was a thing of the past, but rude has been the awakening.

The question of technical education that was discussed by this board two years ago has, in view of its importance, been carried over to this meeting for further consideration. Last year in the Province of Ontario an association was formed, known as the Association for Promotion of Industrial Training and Technical Education, and on 30th June of this year a similar association was formed in Prince Edward Island. There is also an association in Saskatchewan. The leaven is still working, and other associations for the same purpose are now being formed.

Other important subjects you will be asked to consider include more loyalty to the Maritime Provinces; forest conservation; a trade treaty with Cuba; Canadian winter port shipments; development of the stone quarrying industry; steamship communication between Miramichi and Prince Edward Island; immigration to the Maritime provinces; municipal taxation.

## CANADIAN GROCER

### "Forward" Movement Inaugurated.

Last autumn the Maritime Board of Trade united with the Maritime Branch of the Canadian Manufacturers' Association in forming what is known as "Maritime Forward Movement." A conference was held at Amherst on 17th December, which was largely attended by statesmen and business men. The chief object of the meeting was to stir up more co-operation among Maritime interests and to bring before the people some of the great resources we have in the Maritime Provinces. The "Made-in-Canada" idea was strongly emphasized.

I have great faith in these Maritime Provinces, and believe as business men we must stand together for their development.

At times, when it becomes necessary for us to present our claims at Ottawa, it would be a tower of strength to our delegates if we could impress upon the Government the fact that we are a unit in our demands and the people are behind us.

The Boards of Trade being non-political bodies, have a great influence for good in any community, and now that the tide of immigration is turning towards our shores, it is more necessary than ever that we should be alive to our opportunities.

Let us as much as possible give our local industries the preference not only in the using of their product, but also in supplying the capital for their development, and thus encourage new industries to spring up. Labor will be in demand and immigration will increase, which will enable us to develop a larger inter-provincial trade and at the same time compete in outside markets with the surplus.

### Have Many Advantages.

Situated as we are with good shipping harbors, we are enabled to take advantage of cheap water rates of freight and land our goods in many markets for less than more inland centres can do.

If those present at this meeting on their return home would start enthusiasm in their local boards, they would be doing a good thing for their towns. Now is the time for the Boards of Trade to inaugurate a publicity campaign that would let the world know what a goodly land we have. One of the best means of giving publicity to any subject is through organized Boards of Trade, where public questions are discussed by business men and reported by the press, and afterwards read by the reading public, and once the people get imbued with any subject, results soon follow. During past years the Maritime Board of Trade, with the assistance of the Press, has stimulated our public men in their endeavors to improve our conditions, and

much has been accomplished. There is still much to do, and I trust the Boards of Trade will continue to agitate in the best interests of these provinces. In closing, I desire to speak a word of appreciation for our newspaper men—a more capable and obliging band of men it would be hard to find. In all matters where publicity is needed they are rendering valuable service.

E. T. HIGGS.

The appreciation of the members for Mr. Higgs' able address was shown by the heartiness of the applause.

### Report of the Secretary.

T. Williams, secretary of the Maritime Board, then presented his report, reviewing the work done at the last annual meeting held in Newcastle, N.B., in 1913, and the disposition of the resolutions passed at that time. Mr. Williams' report was as follows:—

### SECRETARY'S REPORT FOR 1914 AND 1915.

To the President and members of the Maritime Board of Trade:

Gentlemen:—The annual meeting of this board held at Newcastle, N.B., on Wednesday and Thursday, 20th and 21st, August, 1913, had not as good an attendance as in some previous years, but the interest evinced by those present and the high character of the speeches made, placed it well up on the roll of successful meetings held by the Maritime Board.

One of the most interesting discussions was on the topic suggested by the Newcastle Board requesting the legislatures of the Maritime provinces to pass bills allowing the municipal authorities by a majority vote of the ratepayers to abolish taxes on polls, improvements,

personal property and income, or any or more of them, and to raise the revenue required by means of a land tax with or without a poll tax.

An amendment carried—"That this Board recognizing the unequal distribution of the burden of civic and municipal taxation, particularly with regard to arriving at a correct valuation of personal property and income, memorialises the local government to appoint commissions at the first session to investigate the grievances complained of with a view of providing a remedy."

### Reply to Land Tax Question.

In accordance with this resolution, I wrote the Premiers of the three provinces transmitting a copy and in reply was informed that no general dissatisfaction appeared to exist with the existing system and until a majority of the electors desired a change it was not desirable to take action in the matter.

Much missionary work will need to be done by the single tax advocates before public opinion will be ripe for a change in the system of municipal taxation. Tariff systems, tax reforms and all other forms of raising public revenues will be in the melting pot by the time the present war is over, and anything and everything that can contribute its quota to the public revenues will be levied upon. A recent newspaper item states that 85½ columns of the British Columbia Gazette are taken up with tax sale notices, so that the single tax would seem to be having its testing there.

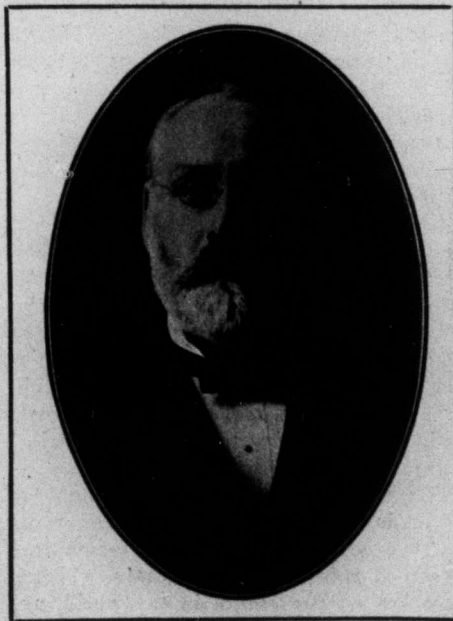
The resolution dealing with the abolition of fishery leases was sent to the local Premiers of New Brunswick and Nova Scotia, but beyond an acknowledgement of their receipt no expression of opinion was obtained.

Copies of the resolution relating to the acquiring and preserving of historic sites by the Dominion Government were sent to Rt. Hon. Sir R. L. Borden and Hon'bles White, Foster, Hazen and Hughes. Replies expressive of sympathy with the object were received and pointing out that a commission had the matter in hand.

Until the Dominion Govt. can pass its highways aid bill in the shape it desires it is improbable that anything will be done with respect to the construction of inter-provincial highways with the proceeding of which work the meeting at Newcastle expressed its sympathy and co-operation.

### Rates to Western Canada.

The attention of the chairman of the Railway Commission was called to the unfair discrimination of the larger Canadian railways in the matter of passenger rates, particularly in the case of harvest excursions to the north-west.



T. WILLIAMS, Moncton, N.B.  
Again Re-elected Secretary-Treasurer of the Board.

In reply it was stated that the railways were within their powers in granting such rates. A protest within the past few days by an Upper Province Board of Trade elicited a similar reply from the Railway Commission.

A copy of the resolution with respect to the increase of freight rates on the Government railways was sent to the Hon. Minister of Railways and other members of the cabinet and also the members of parliament from the Maritime provinces. These replied acknowledging receipt but without expressing an opinion on the subject.

The matter is an intricate one in view of the greatly increased cost of operating due to wages increase and cost of materials together with the improvements expected by the public in speed, rolling stock, etc., added to the experience of the neighboring republic where great railway systems partly from over-capitalization and partly the refusal of the authorities to allow an increase in freight rates have been placed in the hands of receivers, that most thoughtful men hesitate to pass judgment on the subject.

The resolution with respect to through rates between P.E. Island and mainland points via the new Car Ferry route when opened, based on one continuous haul, the distance by water to be charged as for an equal distance by rail, was forwarded to the Hon. Minister of Railways and the traffic manager of the Intercolonial Railway and acknowledgment received. This subject is of such magnitude that it appears to your secretary that it should be dealt with by a committee appointed by this Board.

Approval of the policy of the acquiring by the Dominion Government of the branch lines of railway in the lower provinces was covered by a resolution.

It may be noted in this connection that the International Railway running across New Brunswick from Campbellton to the Maine border and also the New Brunswick and P.E.I. Ry. from Sackville to Cape Tormentine, N.B., have been acquired by the government and are being operated as part of the Intercolonial system.

The Hon. Minister of railways was advised of the resolution advocating the appointment of an Intercolonial railway agent in London, Eng., and a reply was received stating the matter would receive consideration.

The matter of an advisory council of 5 members to constitute in conjunction with the officers of the board a working committee in the interim between the annual meetings comes up for consideration at this meeting.

The council provided for in the constitution of the Maritime Board is unwieldy and unworkable, and the amendment proposed by the Moncton Board,

is for the purpose of providing a small effective body to carry out as far as possible the decisions of the Maritime Board arrived at during the annual meeting. But at the back of all is the matter of finance to cover cost of delegations, etc.

The hospitality of the Newcastle Board and its citizens was greatly appreciated by the members of the Maritime Board.

As explained in the circular to the boards respecting this meeting, the meeting for last year had to go over on account of the general dislocation of business following the declaration of war in Europe. In October it was thought that business had so far resumed its wonted channels as to justify an attempt to hold a meeting. A circular was prepared calling the meeting for October 20th and 21st., but prior to sending it out, fourteen of the leading boards were communicated with when it was found that only one mainland board could guarantee the attendance of its delegates, and the idea had to be abandoned.

In closing, I beg to tender my resignation as secretary and must urge its acceptance. I feel that a younger man would perhaps be able to better enlist the interest of the several boards, and would repent the suggestion that my successor be an insurance agent, or commission man, or one whose duties take him through the three provinces, and thus keep in touch with the officers of the boards and deepen their interest in the Maritime Board.

#### Strong Cooperation Needed.

Many of the Boards of Trade are in a moribund condition, while others are dominated by a selfish or sectional spirit which will not permit their working for the common good of these Maritime provinces. As never before there seems to be the need of an institution where the business men of the lower

provinces can rub shoulders, become better acquainted and take a broader view of things than in their own little circle. With each recurring census the representation of these provinces in parliament is curtailed and their influence at Ottawa reduced. In years gone by Maritime province brains loomed up large in the councils of the Dominion and they had an influence out of proportion to their size—of late that has not been the case. If the war is followed by increased immigration to the northwest the provinces will take a still lower position in the scale of influence, especially so long as they exist as three separate provinces. This could partly be offset by a strong organization of Maritime business men who would stand shoulder to shoulder in matters affecting these provinces, whether known as the Maritime Board of Trade, Maritime Forward Movement or what not. "A rose under any other name, etc."

Canada as a whole will at the close of the war be thrown largely on its own resources for its own development. Billions of dollars of the floating capital of the European nations will have been blown away in powder and shell and the funds that were available in the past for Canada's enormous borrowings will be locked up in gigantic war debts, and this must inevitably be felt in this country. Business and finance cannot be picked up where they were laid down on August 1, 1914, but now conditions have arisen which will require to be faced at the close of the war, and which will tax the brains of our statesmen and business men to deal with.

T. Williams.

#### Agriculture in Common Schools.

Following Mr. Williams' report, E. A. McCurdy, Newcastle, N.B., moved a resolution, seconded by Father Murdoch, favoring more agricultural and technical education in the common schools. This subject aroused a great deal of discussion, which was entered into by nearly all delegates. Neil McLeod, of Summerside, moved the adjournment of the debate, and the session adjourned till 2 p.m.

#### Afternoon Session.

President Higgs opened the afternoon session promptly, and without delay the discussion re agricultural and technical education was resumed. The resolution was: "That the board urge upon the Provincial Boards of Education the advisability of introducing more agricultural education into our common schools to the exclusion (if necessary) of classical and higher mathematical subjects."

T. Williams, of Moncton, in speaking in support of the resolution, said that more technical education was necessary

#### THE NEW OFFICERS.

President—E. A. McCurdy, Newcastle, N.B.

1st Vice-Pres.—Michael De-wire, Halifax, N.S.

2nd Vice-Pres.—Nelson Rattenbury, Charlottetown, P.E.I.

Sec.-Treasurer—T. Williams, Moncton, N.B.

Executive Committee—Percy Black, Amherst, N.S.; G. S. Campbell, Halifax, N.S.; E. T. Higgs, Charlottetown, P.E.I.; A. C. Chapman, Moncton, N.B.; W. B. Snowball, Chatham, N.B.

now that the professions of law, engineering and medicine were overcrowded. He referred to what Germany had done along the line of industrial education, showing that the system in their schools was thorough and effective.

Judge Stewart claimed that Prince Edward Island being an agricultural province, was specially in need of this agricultural education. "We should be producing three times as much on farms as at present," he said.

E. A. Reilly, of Moncton, thought that up to the 9th grade the child might be educated by the State, and after that the expense of the higher education should be borne by the parents.

Ex-Governor McKinnon was of the opinion that the Federal Government should deal with the whole question of technical education. He disapproved of the attack on classics and mathematics. Island students in these subjects had outshone the rest of Canada. He moved an amendment to the resolution eliminating the reference to classics and mathematics. The amendment read as follows: "That the Board of Trade urge upon the Federal Government and Provincial Boards of Education the advisability of introducing more agricultural and scientific technical education into our educational institutions."

#### Urged Study of Chemistry.

Prof. Theodore Ross declared that, while our natural resources were very abundant, manual unskilled labor met our requirements, but as our resources were depleted, skilled labor was necessary, if progress was to be made, and skilled labor was the product of technical education. He doubted if this could be provided in the common schools, but if the proper atmosphere were provided, the boys and girls attending the common schools might be impressed with the dignity of manual labor directed by intelligence. The question was a big one, and was being considered at a convention to be held in Toronto in a short time. He suggested that the board send delegates to the convention.

R. G. Hood said that schools were neglecting the study of chemistry—which was really the basis of technical education.

A. A. McNeill, of O'Leary, thought that the farmer himself, not an agricultural professor, was the proper person to educate his son in farming. All the boys, however, were not to be kept on the farm. Many would enter other professions.

W. F. Tidmarsh did not favor the attack on higher education. He spoke of the advantages of technical education and of the need of more of such education for our fishermen.



W. B. SNOWBALL, Chatham, N.B.  
A general merchant who has been elected to the Executive Board.

The discussion was continued by N. Rattenbury, R. H. MacDonald, Summerside; Neil McLeod, Summerside, and James Birch, of Alberton.

Mr. McLeod said that culture was the end of education. The child, should be kept in touch with the best that has been thought, said and done by the best of the human race. The humanities and the sciences were the two great branches of education.

The former has been studied to some extent to the exclusion of the latter. The sciences are now getting their fair share of attention but the expense is very great. We should not turn our schools into workshops. We do not want the German Kultur. We do not want to produce men who have lost a perception of moral values.

Mr. MacKinnon's amendment was defeated and the resolution carried by a vote of 12 to 8.

#### Want Newfoundland in Canada.

The new resolution taken up was introduced by the Summerside Board of Trade and read as follows:

"Whereas the consolidation of the integral parts of the British Empire based on freedom, justice, mutual help, preferential trade and self-preservation has been shown to be desirable by the present world war; and whereas there is a growing probability that some sort of Empire union will follow the inauguration of peace along political lines as it is now in fact in sentiment, consciousness of mutual dependency and actual endeavor;

"Be it resolved: That this Maritime Board of Trade memorialize the Dominion Government to take such steps and make such overtures to the Colony of Newfoundland as will lead to a prompt

Confederation of that province with the Dominion of Canada, on terms just and favorable to both.

"By Summerside, P.E.I., Board."

The resolution was moved by Capt. Joseph Read and seconded by J. A. Messervey, of Charlottetown. Capt. Read brought out many arguments in favor of the resolution. He stated that climatic conditions and geographical position are such that the natural destiny of Newfoundland is to become part of Canada.

Confederation would greatly improve communication into that colony. The Maritime provinces would secure a large part of the Newfoundland trade that now goes to the United States.

Capt. Read also pointed out that the time is now opportune which would be beneficial to both countries.

The subject was much discussed and all were agreed that union would be beneficial to both the Maritime Provinces and Newfoundland. Several speakers however feared that Newfoundland might resent the resolution as being dictatorial which was far from being the attitude of the Maritime Board. On being put to a vote the resolution was unanimously passed. The following speakers took part in the discussion: Judge Stewart, N. Rattenbury, Prof. Theodore Ross, T. Williams, E. A. McCurdy, A. O. McNeill, E. H. Bear, W. T. Tidmarsh, and R. H. Macdonald.

#### Preference in Freight Rates.

The following resolution was moved by A. C. Chapman, of Moncton, and seconded by E. A. Reilly of Moncton:

"That in view of the very heavy expenditure incurred in the construction and equipment of the National Transcontinental Railway, the Dominion Government should secure as far as possible, by means of preferential freight tariffs, the shipment during the winter season of Canadian Northwest products through lower province ports."

The resolution was also discussed by Messrs. Williams, Rattenbury, A. A. McNeill and Capt. Read. The Island delegate suggested that the preferential rate should apply at any season and it was pointed out that in winter Georgetown would make a splendid port from which Canadian grain sent over the N. T.R. could be shipped to the old country.

The Newcastle Board introduced a resolution moved by E. A. McCurdy, seconded by Rev. Father Murdock, "that the Dominion Government be asked to subsidize a line of steamships between the Miramichi ports and Prince Edward Island and intermediate points." The resolution after a brief discussion was passed unanimously.

## CANADIAN GROCER

### To Encourage Quarrying.

The Newcastle Board also introduced the following motion moved by R. G. Hood, of Quarryville, N.B., and seconded by E. A. McCurdy:

"Resolved that it is in the interests of the Maritime provinces that the Dominion Government should take such steps as will adequately encourage the development of the stone quarrying industry of said provinces."

Mr. Hood went fully into the subject and pointed out the reasons why the resolution should be passed.

In the United States there was a great demand for building stone before the demand became great at all in Canada. Canada is really only now beginning to demand large quantities of it. The result is that the United States having had earlier and greater business, have become equipped with the most up-to-date equipment and therefore have a great advantage over Canadian companies who are not so well equipped. If Canadian quarries were as well equipped they could supply better stone more reasonably than those in the United States. The Maritime sandstones are easily worked.

Mr. McCurdy in seconding the resolution referred to the durability of Miramichi sandstone. Buildings in Canada to-day prove that they are more durable and keep their appearance better than the imported.

Nelson Rattenbury asked where the stone used for building in the Canadian West came from. He was answered that the stone used in the parliament buildings in Regina and Edmonton came from the United States. It was pointed out that there are quarries in Manitoba and other parts of the west, but Ontario and Quebec were receiving their supply from the Maritimes.

The opinion was that the government should adopt some measure to encourage the use of Canadian stone in Canadian buildings.

Capt. Read could not see why a tax should be put on the other provinces such as Prince Edward Island to help the industry of another province. It was then claimed that if this industry were developed in the Maritime provinces as it should be Prince Edward Island would benefit by it equally with the other provinces.

Ex-Governor McKinnon expressed the opinion that the resolution should be passed. It was passed unanimously.

### Training for Emergencies.

The following resolution was then moved by Ex-Governor McKinnon.

"Resolved: That with a view towards strengthening the British Empire and having our men trained so as to be ready on all occasions for the defence of

their homes, it is advisable that some form of national training be put into force whereby every individual should render some service to the state in any emergency, and thus increase the efficiency of the nation."

Mr. McKinnon stated that such training should begin in the schools. He thought that our national character was too broad to have such training produce militarism. He emphasized also the need of a council of national defence for which the services of the best experts on national problems might be obtained.

Nelson Rattenbury, in seconding the motion said that if this training had been instituted some years ago, his sons who were now at the front, would have gone better prepared. The need of preparation in business matters is quite obvious and why not prepare for national defence? He read extracts from a letter of Private Elliot, of Winslow, to friends in this province, also an extract from an address delivered by Lord Kitchener and an extract from a report from the Wall Street Journal, in support of his arguments.

Professor Ross thought the Federal Government should provide for the military training of every man, beginning with the children in the schools. It might be called physical training to meet any objection to the name military.

Judge Stewart said that there was no hope that this would be the last great war and Canada should be prepared for the future. The defence of the country is the first duty of every citizen. The money spent on the island for militia purposes in the past had been thrown away, for few of the men on whom it had been spent have gone to the front. Canada had the machinery under the

Militia Act to call out every man between the ages of 18 and 65, but it would be wholesale murder to send untrained men against trained men.

Capt. T. Edgar MacNutt, of Charlottetown, a member of the Canadian defense league, invited the members to help themselves to pamphlets published by the league which he had brought to the meeting for distribution. He called attention to an extract from a speech of Hon. James Allan, Minister of Defence in New Zealand, delivered at Toronto in 1913 and commended the New Zealand system. The voluntary system cannot fill the bill. It has completely broken down.

The resolution was passed.

Before adjourning President Higgs reminded the members of the fact that Sir George Foster, acting premier of Canada was to address a public meeting and suggested that the members fill up the first rows of seats.

### THURSDAY MORNING SESSION.

#### Municipal Taxation.

The Question of Municipal Taxation was brought up immediately on the opening of the Thursday session. The following is the resolution as submitted.

"Whereas neither of the three Maritime Provincial Governments has appointed a commission to consider the question of municipal taxation as requested at the last meeting of the Maritime Board of Trade:

"Resolved this Board requests that the respective Governments named do take up the matter of a revision of our systems of Municipal Taxation."

This question was brought up at the last meeting held and Secretary T. Williams stated that the replies from the government were to the effect that nothing could be done until the people expressed their desire for a change.

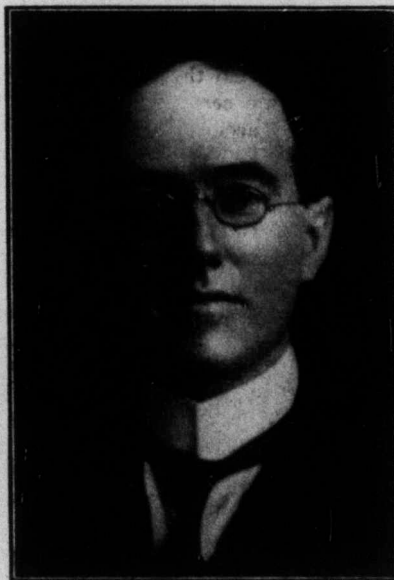
Mr. Tedmarsh moved that in face of the replies received from the governments that nothing further should be done and the resolution be left on the table. This was seconded and carried.

"More Loyalty to the Maritime Provinces," was the next subject referred to. This was to have been proposed by the Amherst Board. President Higgs read a letter of regret from the Amherst board that they were unable to attend on account of the sad death of Mayor Douglas. It was moved, seconded and carried that in view of the absence of the Amherst board this subject be left over for discussion at the next meeting.

#### Trading With Cuba.

Capt. Reid moved the adoption of resolution No. 5—A trade treaty with Cuba. He pointed out that Cuba is a large importer of farm products and manufac-

(Continued on next page.)



A. C. SAUNDERS,  
Mayor of Charlottetown, who welcomed the delegates

## Address of Sir George Foster

A FEATURE of the convention of the Maritime Board of Trade was a public address the evening of this first days proceedings, by Sir Geo. E. Foster, minister of Trade and Commerce for Canada.

He divided his discourse largely into three parts, addressing himself first of all to the Board of Trade in particular, dealing with the development of commerce and its indispensability to the progress of the world, then going on to speak of the war and its effect on trade and commerce, and lastly, Canada's part in the war. The gentlemen of the Board of Trade, he said, were men of practical experience, who came from different portions of the Maritime Provinces, out of the field of operations, and knew their own business, who understood the commercial questions, and it was unnecessary for him to attempt to go into the details of business and trade.

He had always found it a good thing for the individual in trade or profession to correlate himself with other businesses and other people than himself. He did not think a man did his best in his profession, nor that an industry did its best in the prosecution of its work if it isolated itself from all that surrounded it and looked mainly and chiefly to its own interests. The lesson which they should all learn, but which many of them were slow to learn, is that they are an inter-dependent community, and an inter-dependent nation, and that as no man liveth unto himself, so no trade, industry or profession can live to itself, and do its best. It is always strength to a man if he is following a certain line of life to find out what is back of him, what is around him, so that he can better face what is ahead of him. Those men do the best work in the world, and those nations best in national life, which take account of the bases upon which they have grown, and upon which they are to proceed, and each take account as well of the factors which surround them.

### Importance of Public Service.

We hear a great deal to-day, he said of public services, and in these times of war and sacrifice it is upon all our tongues, and ought to be in all our hearts. Members of the Board of Trade, who think of themselves as part of a great world system which has a history and which is organized because it is best for the world's work that it should be organized, and which is necessary to the world's work. Members of the Board of Trade constitute, in the first place a

selfish body, looking after the interests of a particular section of commercial development, but the higher plane on which they should and do move is that they perform a great public service, without which the community would not get along as well as it does, and that element of the public service is uplifting in the matter of trade and commerce.

The speaker then went on to deal with the development of trade and commerce from the time of primitive man through the wood, stone and iron ages, up to the present twentieth century, with its complicated and mighty tools and engines of civilization.

Proceeding, he spoke of the war. In the first place, he said that some people would say that war was the promoter of commerce, and he had a man argue with him on the subject, but his view was different. He believed that war was the born enemy of commerce and could never be anything else. Commerce flourishes when there is peace and security. Commerce dwindles when there is war and insecurity, and this war today, the greatest in history, creates the cataclysm of business and trade, and why should it not? This war is so wide it gathers in so many nations. He went on to prove conclusively and in an incontrovertible manner the evil of war. But every war, he said, was not evil in every sense, as history had proved and the present war, above all others, was justifiable in the extreme. Britain had to engage in it to uphold her honor and traditions.

He then showed the seriousness of the war to Germany in the matter of trade and commerce. All their ships had been driven from the seas and with the exception of an accident here and there, the ships of the Allies ploughed the seven seas with almost the same freedom as they did before the 1st of August, 1914. Germany had lost her colonial possessions and had to depend for her maintenance entirely within her borders. He said that while it would cost a great deal of sacrifice, Britain had to conquer, and in the end Germany would be cut off from commercial existence by the Allies, and would have to repair the shattered machinery of her national life, while she would be a comparatively weak nation.

### Canada's Part in the War.

He spoke of the part Canada is playing in the war. In the first place Canada must take advantage of whatever opportunities she has in making supplies that are needed for the conduct of the war.

Nearly 400,000,000 dollars of war supplies have come to Canadian manufacturers from Great Britain and the Allied nations. This is a tremendously huge sum, but it is only a fraction of all that Canada in normal times could produce. Another thing, Canadians should do is to supply themselves to the last possible dollar out of what they raise and make in Canada—to supply themselves to the last possible dollar with all their needs that are at all possible to be supplied out or what can be grown and manufactured in Canada. This adds to the employment and diminishes non-employment by keeping the balance of trade where it ought to be kept, in our favor.

The speaker insisted on economy. We have to rely, he said, on our own earnings and savings, and every man in this war, and every woman should make a savings bank of himself or herself, and spend on nothing, but what is absolutely necessary. We must always learn to forego present advantages for the future and greater good. That is what differentiates between man and the brute kind. And so his message to them was to tell them to make everything in Canada that they needed, and to import as little luxury as possible.

At the close of the address his Worship Mayor Saunders moved in fitting terms a vote of thanks to the speaker, which was seconded by Judge Stewart and presented by the chairman, E. T. Higgs, president of the Board of Trade.

### MARITIME BOARD OF TRADE.

(Continued from page 35.)

tured goods which we can produce and should be selling to Cuba.

W. F. Tidmarsh in seconding this motion pointed out that United States enjoyed a tariff preference of 25 per cent. over the rest of the world. He wanted to know if the Dominion government had the authority to negotiate a treaty or if it had to be done by the Imperial Government. Capt. Reid replied that the Dominion Government had been granted this right by the Imperial Government which retained the right of veto.

Mr. McCurdy expressed his desire that the resolution should be passed. He said that while the United States enjoyed a tariff preference of 25 per cent., Cuban financial institutions were largely in the hands of Canadians who would no doubt, be glad to see the Maritime Provinces take any steps to effect such a treaty. The resolution was unanimously carried.

"Immigration to the Maritime Provinces," was the subject next in order.

Capt. Reid expressed the opinion that under present conditions it was foolish to take up this question at this time. Ships

## CANADIAN GROCER

could not be had for immigration purposes even though it were possible to get immigrants, which it is not. He moved that the resolution be left on the table. The motion was seconded by Mr. Murray and carried.

President Higgs appointed Mr. Price and E. H. Beer as auditors to assist the treasurer in his report.

Secretary Williams read a letter from M. H. Nickerson asking for the Board's endorsement of a movement to have an order-in-council passed giving American vessels free privilege to use Canadian ports for all purposes specified in the *modus vivendi* agreement. Such an order-in-council was passed last March and is in effect on the Pacific coast.

Mr. Tedmarsh put himself on record as being in favor of this.

Mr. Yould of Kentville, thought that if this privilege had proved an advantage on the Pacific Coast it should on the Atlantic and the Eastern fisherman should have it.

Judge Stewart maintained we should not "remove the bars" for American fishermen hastily and that we should have the advice of parties engaged in Canadian fisheries before we ask for a change giving larger privileges to American fishermen.

Mr. Tedmarsh replied that this request did not emanate from the U.S., but from a Nova Scotia fisherman and said also that there was reciprocity in this as certain Canadian fish go into the American market free. He insisted that such an order-in-council would be of advantage to Canadian ports on account of the trading the American fishermen would do in Canadian ports.

Mr. Higgs ended the discussion saying that it was out of order to take any action in the matter and left it to the secretary to answer the letter.

### Proposed Amendment to Constitution.

The next resolution brought up was as follows:

"There shall be elected at each annual meeting from the affiliated boards five members, in the proportion of two from Nova Scotia, two from New Brunswick and one from P.E.I.

These with the President, Vice-President and Secy.-Treasurer shall constitute an advisory council, which shall meet on the second Tuesdays of October, February and June at some central point in the Maritime Provinces.

Mr. Williams stated that the present clause five had never been followed out and if it were the committee therein provided would be altogether too large and unwieldy. It was clearly necessary that some committee be appointed to work between annual meetings and accomplish something as a real working executive. The above resolution was drafted by Matthew Lodge during his presidency.

Mr. Williams moved the adoption of this resolution. It was seconded by Mr. Price of Moncton.

Mr. Beer of Charlottetown thought there should be something definite as to the duties of this committee.

Mr. Higgs replied that his opinion was that their duty would be to see to a proper conclusion the resolutions passed by the board and to do all those things expected of an executive body.

Mr. Williams consented to having the words "Advisory Council" changed to "Executive Committee" and to insert after the word June, "or at any time at the call of the president." Thus the executive would be expected to meet at certain fixed dates but could call meetings to attend to special business at any time. The resolution as amended was carried.

### Suggested Paid Secretary.

Mr. Yould of Kentville, stated that his belief was that the Maritime Board of Trade could not be made the success it deserves until a paid secretary is appointed to devote his time in going about among the local boards of trade and working up an interest in the Maritime Board. It was the unanimous opinion that the apathy existing among so many of the local boards must be changed and these boards awakened to a real interest in and appreciation of the service of the Maritime board. It was thought that the new executive committee could do a great deal in this direction in the coming months and it is their intention to devote their energies in this direction.

After the election of officers reported elsewhere, Mr. Higgs called on Mr. McCurdy to take the chair. In replying to calls for a speech Mr. McCurdy expressed the honor he felt in the appointment and spoke of the benefit he and the Newcastle board had received by the active part the board has always taken. He also thought that the amendment to the constitution and the appointment of the executive committee would go far to making the Maritime Board a great success.

### The Financial Statement.

Mr. Williams read the treasurer's report as follows:—

Statement of Receipts and expenditures 1913-14-15.

#### Receipts.

Balance forward .....	\$109.75
Per capita received .....	175.95
Total .....	\$285.70

#### Expenditure.

Salary of Secretary .....	\$135.00
Postage .....	25.61
Printing .....	92.00
Typewriting .....	8.20
Total .....	\$260.81
Balance on hand .....	\$24.89

With liabilities for:

Secretary's salary of \$150.00 and sundry bills of \$10.00, to be collected from the per capita outstanding.

Judge Stewart expressed the opinion that the financial conditions of the Board must be improved. After much discussion he moved, seconded by Mr. Hewson that the executive committee be instructed to take whatever steps they should find necessary to put the Board in a better financial condition.

President McCurdy suggested that the question of when and where it should be held be left to the executive. Capt. Reid made a motion to this effect seconded by Mr. E. H. Beer which was carried.

Capt. Reid moved that the salary of the secretary for the past year be paid. It was seconded and carried.

Many votes of thanks were moved to those who had contributed to the success of the convention, including the Odd-Fellows for the use of their hall, the Summerside Board of Trade and the press. Especially were the members hearty in their vote of thanks to T. Williams, secretary-treasurer for his excellent services.

In the afternoon through the courtesy of the Summerside Board the delegates went by special train to Carlton to view the works on the new car ferry. It was a beautiful afternoon and not only did the car ferry construction work prove to be most interesting but the ride and scenery was much enjoyed by all. The Island has surely been rightly named "The Garden Province." It is doubtful if prettier landscapes are seen anywhere.

### Delegates Present.

Following is list of delegates registered at meeting of Maritime Board of Trade:—E. H. Beer, E. T. Higgs, J. A. Webster, (Judge) W. S. Stewart, N. Rattenbury, J. A. Messervey, T. Ross, R. L. Cotton, (ex-Lieut.-Gov.) D. A. McKinnon, W. F. Tidmarsh, T. E. McLean, J. P. Gordon, and R. H. Jenkins, all from Charlottetown, P.E.I.; E. A. Kielly, W. H. Price, C. T. Purdy, and T. Williams from Moncton, N.B.; T. P. Shreve, St. John, N.B.; E. A. McCurdy, Newcastle, N. B.; Rev. S. J. McArthur, Newcastle, N.B.; Jas. E. Birch, Alberton, N. B.; M. M. Foley, Alberton, N.B.; Wm. Yould, Kentville, N.S.; R. G. Hood, Quarryville, N.B.; G. B. Crowe, Truro, N.S.; Rev. E. S. Murdock, Renous, N.B.; A. C. Chapman, Moncton, N.B.; A. C. Saunders, C. McArthur, Summerside, P.E.I.; Wm. Stewart, John Grady, J. S. Hensley, Summerside, P.E.I.; H. Osgood, R. H. McDonald, Jos. Read, Summerside, P.E.I.; John Richards, Bideford, P.E.I.; Bruce Clark, H. M. Baker, Summerside, P.E.I.; C. F. Morrissey, Teguish, P. E. I.



# Opening Prices for Salmon

Canned Tomatoes Up Again—Another Rise in Montreal and Toronto of Two and a Half Cents  
—Present Seems Good Time to Buy—High Levels Predicted for Future—Common  
Teas Down Again—Fine Teas Very Firm, However—Dried Fruits  
Situation Strong.

Office of Publication, Toronto, August 26th, 1915.

IT looks now as if people are going to pay more for their cakes and pastry and Christmas puddings by the time Christmas comes along—and by the way, this is not very far away now—because of the way in which prices on fruits are going up. With regard to raisins the Valencia crop has turned out to be only 25% of normal and advices are that there will not be any sultanas to speak of this year. Those two factors taken into consideration mean of course that everything will depend on the prices made on California raisins. These have not been announced yet, although they are considerably overdue, but we imagine the Association is holding off until it sees exactly what the market is like. It must be remembered that the Association will have more or less a monopoly on raisins and, that, at the time of the year when it will be of extreme importance. These opening prices are likely to be high: there is no blinking the fact. This will mean an increase in the price of pastry and cakes and Christmas puddings, and mincemeat and so on. As to currants the situation is remarkably firm and the fact of the only fair crop in Greece means that levels are not likely to go lower. If anything they will be higher. The market has strengthened considerably during the last month or so and Canadian Grocer has shown a steady advance in its prices on currants. The same may be said to apply to peels. These will be dearer than last year and we shall be in a position to announce definite prices very shortly. So that it looks altogether as if fruits of this description are going to be high and we think it will influence the prices of dainties in the cake line.

Canada is a country where more and more fish is getting to be eaten each year, and this year the demand for fresh fish has been extremely large. Until about a month ago the dealers were able to gratify it, but for some little time now—as readers of these columns will notice—the fish market has been disturbed by a scarcity of supplies, both of lake and sea stuff. This applies particularly so far as the former is concerned, to trout and white fish; white fish is now up as high as 13c, and we even hear of some going at 14c; trout too, is higher, and we quote 13c on that, which is an advance of 1½ to 2c. So far as sea fish is concerned mackerel is an uncertain quantity and while it may be got for 18c, we would not be surprised to hear of higher prices than that being asked. Flounders have taken a considerable jump and where as a month ago they could be bought for 7c in Toronto market they are now up at 12c if you can get them for that. The reason is that they are coming up from New York. Lobster, too, is considerably firmer, and instead of 30c a pound we now quote 38c. This is again because we are importing, the lobster referred to coming from Portland, Maine; there being no Canadian stuff of any sort on the market right now.

Western Canada just now is feeling the pinch of a shortage of lemons. It seems that in Saskatoon, Calgary, Winnipeg, Moose Jaw and other cities there was a big demand when the weather was unbearably hot and supplies suddenly gave out. Consignments from California are looked for to end the shortage.

## QUEBEC MARKETS.

Montreal, August 26.—Two of the most important events in connection with the market this week were the naming of new prices on new pack canned salmon, and an appreciable stiffening in the market for canned vegetables. The

market on salmon opened up on a basis little different from that of a year ago, in fact most houses are continuing to quote old prices. Quotations for 1 lb. talls red sockeyes are rather high, and the retailer may be compelled later to advance his selling price on this line.

Red springs are slightly higher, Cohoes are about the same, but the demand from England is heavy. Pinks are lower, and Chums are only being packed in small quantities.

The advance in tomatoes to 92½c is made by the canners on account of the small crop this year, which is said in some quarters to be 85 per cent. lower than that of a year ago. It is predicted that a dollar will be paid for tomatoes

## Markets in Brief

### QUEBEC MARKETS.

#### FLOUR AND CEREALS—

Decline in Manitobas expected.  
Likely to follow wheat market.  
Fair business in rolled oats.  
May be easier feed market.

#### PRODUCE AND PROVISIONS—

3-lb. fat ducklings wanted.  
Butter market firmer.  
Cheese market continues weak.  
Advance in new laids expected.

#### FRUITS AND VEGETABLES—

Decline in Canadian apples.  
Oranges selling as high as \$6.  
Egg plants arrive, 40-75c dozen.  
Tomatoes down to 25-35c box.  
Nice cauliflowers scarce.  
Fancy lettuce scarce and higher.

#### FISH AND OYSTERS—

Trade improving, but slowly.  
Halibut famine avoided.  
Western and Gaspé salmon scarce.  
Salt and pickled to open low.

#### GENERAL GROCERIES—

Choice and fancy molasses up 2c.  
New salmon prices announced.  
Advance in canned vegetables.  
Black tea jumps 2c per lb.  
Advance in Epsom salts and lye.  
Celery seed advances 25 per cent.  
Siam rice are up 15c cwt.  
Currants situation serious.

### ONTARIO MARKETS.

#### FLOUR AND CEREALS—

Export holding off.  
Good demand for Ontario flour.  
Nothing doing in cereals.  
Mill feeds still firm.

#### FISH AND OYSTERS—

Scarcity of trout.  
Same applies to whitefish.  
Mackerel going up.  
Lobster from Maine.  
General shortage of lake stuff.

#### FRUIT AND VEGETABLES—

Spanish onions higher.  
Lawton berries selling.  
New apricots arrive.  
Corn down in price.  
Potato rot exaggerated.  
Celery slightly lower.  
Tomatoes up again.

#### PRODUCE AND PROVISIONS—

Demand for ducklings.  
Eggs slacker in export.  
Cheese down still more.  
Honey unchanged.  
Good call for broilers.

#### GENERAL GROCERIES—

Common teas lower in London.  
All fruits firm.  
Shall we have figs?  
Spice situation easier.  
Tomatoes up again.  
Canned goods good buy.  
New prices on salmon.

## CANADIAN GROCER

very soon, and that \$1.10 and \$1.15 will be paid in January. Advances have also been made in peas and corn.

An advance of two cents per gallon has been made by the Montreal wholesalers in the price of both fancy and choice molasses. It is believed that more choice will be used this year than ever before; in fact, it begins to look as though there will be little else to offer.

A big advance has taken place in the price of lye, which is important to the grocer, this being one of the chief cleaners. Common lye has advanced \$1.25 per gross, and is now selling for \$6.00 per gross. An advance has also taken place in caustic, which may have some effect on the price of soap. Broken caustic in kegs of 50 lbs., is quoted at \$3.40, an advance of \$1.00, and kegs of 100 lbs., \$5.00, an advance of \$1.60 per keg.

Epsom salts, which is an important item, especially in country stores, has advanced 200 per cent. during the past week. Quotations which were 2½c-4c per lb., are now 6c to 7c per lb.

The price of Ceylon, India and Java, black teas were advanced 2c per lb. by the wholesale trade.

**SUGAR.**—Market for refined in New York dropped from \$5.70 to \$5.50 this week, with apparently little reason. It looks as if a fight is being waged there between the refiners. Little weakness was observed in the raw market, which was offered at 3¾c, and sold at 3 11-16c. The demand in Montreal continues on hand to mouth basis. Meetings have been held recently between refiners and wholesalers to arrange matters in order to meet competition. It was expected that a new agreement would come into force on Sept. 1. The refiners have submitted their terms to the wholesalers, and the latter have made certain modifications. It will probably take some time to settle this matter.

	Per 100 lbs.
<b>Extra Granulated Sugars—</b>	
100 lb. bags	6 05
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
<b>Yellow Sugars—</b>	
No. 3	6 80
No. 1	6 25
<b>Extra Ground Sugars—</b>	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
<b>Powdered Sugars—</b>	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
<b>Paris Lump—</b>	
100 lb. boxes	7 40
50 lb. boxes	7 60
25 lb. boxes	7 70
<b>Crystal Diamonds—</b>	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

**TEA.**—The gradual strengthening of Ceylon, India and Java black teas has caused some Montreal wholesalers to advance their prices a further 2c per lb. This brings the price for choice teas up to 36c to 37c. Some of the wholesalers are not handling teas much higher than

these, and have allowed their stocks to run low on better grades.

**DRIED FRUITS.**—The features of this market are without doubt the advance of a cent on Sultanias, and a remarkable firmness in currants. Spot currants are strong, and new crop are costing wholesalers as high as 8c to 8½c, which is as high as retailers are paying. It has been hinted that the Greek government intend to allow only the export of half the currant crop. The advance this week in the primary market is a cent per lb. Quotations for sultanias are, loose, 12c, and 1 lb. pkgs. 13c. Of course there will be no more coming from Asia Minor unless there is some smart work done at the Dardanelles. The California market is strong on raisins, especially on seedless; seedless raisins appear to be coming very much in favor. Valencia raisins are firm, as the coming crop is the smallest on record within living memory. Malaga raisins are quoted about the same as last year. Quotations to wholesaler on new crop Valencias is, selected, 9c to 9½c, and 4 crown layer 10c to 10½c, so that the retailer will be paying rather high. There are few offering on spot. Prunes are up in California, and it appears that those who argued that prunes would be low this year on account of there being no export, were making a mistake. However, there is a big crop. There are some spot stocks in Montreal.

	Per lb.
<b>EVAPORATED FRUITS.</b>	
Apples, choice winter, 25-lb. boxes	0 09
Apples, choice winter, 50-lb. boxes	0 08½
Apricots	0 15½
Nectarines, choice	0 11½
Peaches, choice	0 10
Pears, choice	0 13½
<b>DRIED FRUITS.</b>	
<b>Candied Peels—</b>	
Citron	0 20
Lemon	0 13½
Orange	0 13½
<b>Currants—</b>	
Amalias, loose	0 07½
Amalias, 1-lb. pkgs.	0 08
Filiatras, fine, loose, new	0 07½
Filiatras, packages, new	0 08
Vostizzas, loose	0 09
<b>Dates—</b>	
Dromedary, package stock, per pkg.	0 08
Fards, choicest	0 12½
Hallowee, loose	0 08
Hallowee, 1-lb. pkgs.	0 07½
<b>Figs—</b>	
3 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
<b>Prunes—</b>	
30 to 40, in 25-lb. boxes, faced	0 14
40 to 50, in 25-lb. boxes, faced	0 13
50 to 60, in 25-lb. boxes, faced	0 12
60 to 70, in 25-lb. boxes, faced	0 11
70 to 80, in 25-lb. boxes, faced	0 10
80 to 90, in 25-lb. boxes, faced	0 09½
90 to 100, in 25-lb. boxes, faced	0 09
<b>Raisins—</b>	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.60; 5-crown cluster	3 60
Muscatsels, loose, 3-crown, lb.	0 09
Sultanias, loose	0 12
Sultanias, 1-lb. packages	0 13
Cal. seedless, 16 oz.	0 09
Seedless, 12 oz.	0 08½
Fancy seeded, 12 oz.	0 09
Choice seeded, 12 oz.	0 08½

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

**NUTS.**—There has been an exceptionally good demand from the wholesale trade during the past two weeks for several kinds of nuts, one importer alone shipping about two thousand cases of shelled walnuts west of Winnipeg. Marbots are bringing a high price, and Grenobles are scarce. A distinct stiffening

has taken place in nuts since the weakness of three weeks ago, which has been brought about solely by the demand. Market on new Valencia shelled almonds opened at about the same level as last year. There is a disposition not to make prices too high in order to feel the market, and determine what sort of a demand there will be.

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

**MOLASSES.**—Montreal wholesalers have advanced the price of both fancy and choice molasses two cents per gallon. They felt justified in doing this on account of the high prices being paid in Barbados, and difficulty experienced in securing supplies. The attitude of the wholesale trade is that considering difficulty in securing fancy molasses, they will buy choice, and there will be little else offered the retail trade.

	Price for	
	Island of Montreal.	Choice.
<b>Barbadoes Molasses—</b>		
Punchoons	0 55	0 46
Barrels	0 58	0 49
Half barrels	0 60	0 51

For outside territories prices range about 3c lower. Carload lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

<b>Corn Syrups—</b>	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 8½ lbs., \$1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 85
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
<b>Cane Syrups—</b>	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60
<b>Maple Syrups—</b>	
New, pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c per lb. or per gal.	1 15

**SPICES.**—The important changes are in lines affected for several weeks—sage especially, celery seed, and other lines of herbs. Celery seed advanced 25 per cent. during the past week. There is a big demand for it to use in pepper and salt, for sausages and many French specialties.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—1 05	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar-45-55c.			
Ginger, Cochin	—0 22	—0 89	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 30	—1 00	—0 31
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 23	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 35
Pickling spice	0 14—0 16		
Turmeric	0 21—0 23		

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

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

**RICE.**—There has been an advance of 15c per cwt. on Siam's ground in Vancouver. Large sales of this rice were made recently in Montreal at a surprisingly low figure, and the above advance was not unexpected. Higher prices for rice seem likely as there is little coming

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from England, and at present it is one of the cheapest foods on the market.

Rangoon Rices—		Per cwt.
Rangoon, "B"	.....	3 90
"C.C."	.....	3 80
India bright	.....	4 60
Lustre	.....	4 10
Fancy Rices—		Per cwt.
Imperial Glace	.....	5 20
Sparkle	.....	5 80
Crystal	.....	5 90
Ice drips	.....	5 30
Snow	.....	5 23
Polished	.....	4 10
Pearl	.....	4 00
Mandarin, Patna	.....	4 30
Java Onyx	.....	7 00

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

Imported Patna.		Per lb.
Bags, 22½ lbs.	.....	0 05½
Half bags, 11½ lbs.	.....	0 05½
Quarter bags, 5½ lbs.	.....	0 05½
Velvet head Carolina	.....	0 09 0 10
Sago, brown	.....	0 05½ 0 07
Tapioca—		
Pearl, lb.	.....	0 07 0 07½
Seed, lb.	.....	0 07 0 07½

**COFFEE.**—The market is a little easier—only a shade. There is a fairly good demand, and will be better as the colder weather approaches.

**BEANS.**—Difficulty is experienced in securing beans 3 lb. pickers. Many cars being sold as 3 lb. pickers run as high as 4½c lb. Retailers are paying around \$3.55 and \$3.60 per bushel. The new crop of peas is expected in September, and in the meantime difficulty is experienced in securing peas free from bugs.

Beans—			
Canadian, 3-lb. pickers, per bushel	.....	3 45	3 75
Yellow eyes, per bushel	.....		4 00
Lima, per lb.	.....	0 07½	0 08
Peas, white soup, per bushel	.....	3 25	
Peas, split, bag, 35 lbs.	.....	5 50	
Berley, pot, per bag	.....		3 00
Berley, pearl	.....	4 25	4 50

### MONTREAL.

**CANNED GOODS.**—Prices on new pack salmon were named this week, and, taken all around, there is not much change over those of last year. The price of red sockeye is about the same, red spring are slightly higher. Cohoes are about the same, but packers are not anxious sellers, pinks are somewhat lower than a year ago, and chums have advanced a little on account of scarcity. The most important change is in red sockeyes, which are costing the wholesaler \$2.21½ per doz. for 1 lb. talls, whereas retailers have been paying \$2.20 to \$2.25. Many houses are continuing to quote old prices for new pack on all lines.

The price of Cohoes has not changed materially, but, as stated before, packers are not anxious to push this line on account of the demand from Europe. The demand for Sockeyes will be so excessive from England as to make it difficult to fill home orders, especially in talls, which will be in small supply. In fact, it is stated that better prices can be secured at the coast on unlabelled goods than for the Canadian trade.

It is expected that little or no Chums will be packed. The salmon is running, but packers claim that it does not pay to pack them at current prices. It is stated there will be nothing in Chums at \$2.40.

Stocks of high grade sockeyes and pinks in the hands of Montreal jobbers' are said to be comparatively small.

The following are prices being paid by wholesalers for new pack goods:

1 lb. flats, red sockeye	.....	2.33¾c
½ lb. flats, red sockeye	.....	1.37c
1 lb. talls, Cohoes	.....	1.38¾c
1 lb. talls, Pinks	.....	.96¼c
1 lb. Red Spring	.....	1.77½c

Re canned vegetables, there has as yet been no final development regarding the proposed three-year agreement between canners and the wholesale trade. Another meeting is being held on Thursday of this week at Toronto between the canners and the Toronto trade, when the proposed agreement will be discussed.

In the meantime, the market has stiffened, particularly on tomatoes. It is stated that prospects are for a crop only 15 per cent. of that harvested in 1914. In view of this, canners have advanced their prices to wholesalers from 80c to 82½c. to 85c. f.o.b. factory, which means a price of 92½c. to the retail trade. One of the largest Montreal wholesalers stated this week that he expected to see dollar tomatoes soon, and that the general consensus of opinion was that retailers would likely be paying \$1.10 to \$1.15 for tomatoes by January, as by that time there would be a scarcity of tomatoes as stocks were so light, and conditions would warrant these higher prices.

One or two Montreal houses are carrying heavy stocks of tomatoes, which a few months ago were considered a heavy burden; in view of what has taken place, these tomatoes become valuable property. Apart from one or two houses, however, stocks now are none too heavy. Prices on corn and peas also advanced this week, being now 85c. This is an advance of 5c per doz., which was made by the canners.

### ONTARIO MARKETS.

Toronto, Aug. 26.—The good news from the front with regard to the prowess of the Russians and the general bucking-up of the allies has already had an effect upon business. Wholesalers tell us that the very notion of a quick issue from the hotch-potch in Europe acts as a tonic and pessimism gives place to optimism. It was shown not long ago that often bad news and a despondent feeling put the stopper on retailers giving orders to travellers, and just as this is true, so is the converse. A better feeling is abroad.

Retailers should note carefully the state of the canned goods market. Our Montreal correspondent, in his resume on the situation, points out—as does our Toronto report—the appreciation in vegetables, and reports the prediction that canned tomatoes will be at \$1.20, and possibly higher, in January. From

all signs at this present this, or nearly this, may come to pass. Dominion Canners have raised prices to 92½c; it is not so very long since they were at 80c, and in the cases of one or two lucky ones—well stocked—even as low as 75c. If prices can jump in a short time as they have done so far, and the raison d'être for their jumping still holds good, there is no reason why a higher market still should not be seen. This year's pack will be remarkably small, while, on the other hand, exports will not decrease in proportion, nor will demand slacken any. Canned vegetables at present prices seem a mighty good buy. It may be possible in one or two cases to get in at slightly under the 92½c figure, which we mention as standard, though such cases are rare.

**SUGAR.**—The market here is slightly easier, and buying has been rather slower this last week. No change in prices nor fundamental conditions, however, is to be noted, and none is in immediate sight.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	..... 6 71
20 lb. bags	..... 6 81
10 lb. bags	..... 6 86
3 and 5-lb. cartons	..... 7 00
Nova Scotia refined, 100-lb. bags	..... 6 61
New Brunswick refined, 100-lb. bags	..... 6 71
Extra Ground Sugars—	
Barrels	..... 7 11
50 lb. boxes	..... 7 20
25 lb. boxes	..... 7 41
Powdered Sugars—	
Barrels	..... 6 91
25 lb. boxes	..... 7 31
Crystal Diamonds—	
Barrels	..... 7 36
100 lb. boxes	..... 7 45
50 lb. boxes	..... 7 65
Cartons (20 to case)	..... 8 11
Cartons (50 to case)	..... 8 61
Crystal Dominoes, cartons	..... 8 11
Paris Lump—	
100 lb. boxes	..... 7 46
50 lb. boxes	..... 7 55
25 lb. boxes	..... 7 75
Yellow Sugar—	
No. 1	..... 6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

**TEA.**—As suggested last week, the tea market—so far as common teas are concerned—shows a downward tendency. Cable advice from London to-day is to effect that at the auction yesterday common teas are nearly a halfpenny down, while medium grades are at least a farthing lower. It is desirable to draw a distinction in what is said of the trend of tea just now. There seems nothing to indicate any descent in price of fine teas. There is none in sight at present. On the other hand, it looks as if common and medium teas may go lower still. As long as common teas at auction are bringing in the neighborhood of 11d. or 1s., or even considerably lower, plucking will continue to be coarse, and, therefore, quality will be coarse and the market for medium and common teas will ease. Fine teas, however, are likely to go higher, as they did at the London auction Tuesday.

A report from the Calcutta Tea Brokers' Association, issued quite recently, said that the total export of teas to all countries is over five and a half million pounds short of last year. That referred to the period of April 1st to

## CANADIAN GROCER

July 21st. There has apparently been a cessation of Russian buying for a time. As pointed out last week, tea brokers in Calcutta think this only a temporary condition.

Meantime, freights to and from Calcutta have again advanced. So have war risks.

**DRIED FRUITS.**—While there are no advances to record in spot stocks, the situation for futures continues firm, and, in some cases, shows advances. Peaches are a quarter of a cent higher at the Coast. Prunes share the advance. Apricots are still firm. Currants show no easiness at all. Despatches from Patras say that prices to be made on currants will be higher, due to increased freight rates and insurance. It is said that prices will partly depend upon what portion of the crop the Grecian Government orders to be retained.

<b>Apricots—</b>		
Standard, 25 lb. boxes .....	0 13%	0 15
Choice, 25 lb. boxes .....	0 15	0 15½
Apples, evaporated, per lb. ....	0 08	0 08½
<b>Candied Peels—</b>		
Lemon .....	0 13	0 14
Orange .....	0 13	0 14
Citron .....	0 19	0 23
<b>Currants—</b>		
Filiatras, per lb. ....	0 08	0 08½
Amalra, choicest, per lb. ....	0 08½	0 09
Patras, per lb. ....	0 08	0 09
Ventanas, choicest .....	0 10	0 10½
Cleaned, ¼ cent more.		
<b>Dates—</b>		
Farda, choicest, 12-lb. boxes .....	0 09½	0 10
Farda, choicest, 60-lb. boxes .....	0 09	0 09½
Package dates .....	0 06	0 06½
Halloween .....	0 07½	0 07½
<b>Prunes—</b>		
30-40s, California, 25 lb. boxes .....	0 14½	0 15
40-50s, 25 lb. boxes .....	0 12½	0 13½
50-60s, 25 lb. boxes .....	0 12	0 12½
60-70s, 25 lb. boxes .....	0 10½	0 11½
70-80s, 25 lb. boxes .....	0 09	0 09½
80-90s, 25 lb. boxes .....	0 08	0 09
90-100s, 25 lb. boxes .....	0 07½	0 08
25 lb. boxes, ¼c more.		
<b>Peaches—</b>		
Choice, 50 lb. boxes .....	0 07	0 07½
25 lb. boxes, ¼c more.		
<b>Raisins—</b>		
Valencia .....	0 11	0 11½
Seeded, fancy, 1 lb. packets .....	0 10	0 10½
Seeded, choice, 1 lb. packets .....	0 09½	0 10½
Seeded, choice, 12 oz. packets .....	0 08	0 08
Seedless, 16 oz. packets .....	0 11½	0 12
Seedless, 12 oz. packets .....	0 10	0 10

**SPICES.**—The trade is again holding off after having obtained some consignments through New York. Celery seed has practically doubled in cost in last six weeks. Cables advise that crops are badly damaged, and prices are steadily advancing, with increasing difficulty in getting orders filled.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground .....	0 10	0 16
Allspices, whole .....	0 10	0 15
Cassia, whole .....	0 21	0 32
Cassia, ground .....	0 14-0 16	0 22-0 30
Cinnamon, Batavia .....	0 27	0 36
Cloves, whole .....	0 28	0 45
Clives, ground .....	0 18-0 22	0 28-0 35
Cream of tartar .....	0 25-0 35	0 30-0 40
Curry powder .....	0 15-0 17	0 18-0 22
Ginger, Cochin .....	0 15-0 17	0 18-0 22
Ginger, Jamaica, ground .....	0 18-0 21	0 23-0 28
Ginger, Jamaica, whole .....	0 25-0 30	0 30-0 38
Ginger, African, ground .....	0 14-0 18	0 18-0 24
Mace .....	0 30-0 40	0 40-0 50
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s .....	0 15-0 18	0 22-0 28
Nutmegs, ground, bulk, 45c; 1 lb. tins .....	0 22-0 25	0 28-0 35
Pastry spices .....	0 14-0 18	0 18-0 24
Peppers, black, ground .....	0 19-0 24	0 30-0 35
Peppers, black, whole .....	0 19-0 24	0 30-0 35
Peppers, white, ground .....	0 19-0 24	0 30-0 35
Peppers, white, whole .....	0 35-0 40	0 45-0 55
Pickling spice .....	0 15-0 20	0 20-0 25
Turmeric .....	0 18-0 20	0 22-0 25

**NUTS.**—Marbots and Grenobles are both well in demand, with firm prices. Shelled walnuts find a pretty fair demand. Most lines seem to have only a

hand-to-mouth call, however, though figures are of wide range and advantageously moderate.

In Shell—	Per lb.
Almonds, Tarragona .....	0 17½ 0 18
Brazils, medium, new .....	0 13 0 15
Brazils, large, washed, new .....	0 17 0 18
Chestnuts, peck .....	1 75 2 00
Filberts, Sicily, new .....	0 15 0 14
Peanuts, Jumbos, roasted .....	0 12½ 0 13½
Peanuts, hand-picked, roasted .....	0 11 0 11½
Peanuts, fancy, roasted .....	0 09 0 10
Pecans .....	0 17 0 18
Walnuts, Grenoble .....	0 15 0 15
Walnuts, Bordeaux .....	0 11 0 12
Walnuts, Marbots .....	0 13 0 14
<b>Shelled—</b>	
Almonds .....	0 38 0 40
Filberts .....	0 35 0 38
Peanuts .....	0 11 0 11½
Pecans .....	0 05 0 05
Walnuts .....	0 38 0 40

### TORONTO.

**CANNED GOODS.**—Wholesalers here have received new prices on Sockeye salmon No. 1 tall and No. 1 flats. These are the same as last year, being as follows:

Sockeyes, No. 1 tall .....	2.50c	2.52½c
Sockeyes, No. 1 flat .....	1.55c	1.57½c

The extra 2½ cents is for lots under 5 cases. Up to present wholesalers have no quotations on 1 lb. flats. Prices on cheaper grades are expected in a day or two.

All lines of canned vegetables seem to be in fair demand now and prices are firm. In some cases they have advanced. The canners have put up prices on tomatoes to 92½ cents, an advance of another 2½ cents—from 80 to 85, then to 90, now to 92½ cents in a few weeks. The reason is smallness of this year's pack. It will likely be only a fraction of normal. There is, too, some export going on. There is no sign of lower but every sign of higher levels in near future. Prophecies are rife that we will levels above \$1 in December and January. Certainly there are no factors on the surface to put prices lower. Corn and peas are also in good demand. Corn is even being exported to Britain. It is suggested that the soldiers probably like to have it and that is why it is going over. Peas are selling well at attractive prices.

### MANITOBA MARKETS.

Winnipeg, Aug. 25.—The past week has been full of interest in the western commercial field. Harvesting is in full swing and Western Canada has now 50 per cent. of the biggest and best crop it has ever had in the stook. In southern Manitoba and in southern Saskatchewan cutting is nearly finished. On the whole the West's crop is made and threshing will be started next week. Wholesale houses have been busy during the past two weeks getting fall goods out and though the grocery trade has not experienced the remarkable activity noticeable in other lines, there has been a satisfactory country trade based on an increased consumptive demand as may be expected in harvest and threshing time.

A few weeks fine weather will put everything in excellent shape. Bad weather would however, mean serious loss as labor is not too plentiful and so much of the standing grain is now dead ripe that it would be easily injured by high winds or heavy rains.

Wheat prices are somewhat discouraging showing a marked downward tendency. The big concerns are no doubt selling short on the crop prospects looking for a flood of wheat in October. Lower prices seem inevitable but much depends on the export demand and on the situation in the Dardanelles.

If Canada can get a profitable price for the 150,000,000 bushels of wheat she has for export this year, there is no need for anxiety as regards the Western business situation.

As regards prices there is little of interest to note except an advance in sugar for which readers of Canadian Grocer should ere now have been prepared. An advance in sugar is not appreciated in the midst of the preserving season even though trifling. At the same time peaches, plums, etc., are plentiful and cheap and are well worth featuring as preserving lines especially as wild fruits and native garden berries have been scarce.

**SUGAR.**—There is a very good demand for sugar from both the city and country dealers. Big business, that is New York, is responsible for an advance of 10 cents per cwt.

	Per cwt.
<b>Sugar, Eastern—</b>	
Standard granulated .....	7 15
Extra ground or icing, boxes .....	8 00
Extra ground or icing, bbls. ....	7 80
Powdered, boxes .....	7 81
Powdered, bbls. ....	7 60
Hard lump (100-lb. cases) .....	8 10
Montreal, yellow, bags .....	6 75
<b>Sugar, Western Ontario—</b>	
Sacks, per 100 lbs. ....	7 10
Halves, 50 lbs., per cwt. ....	7 25
Bales, 20 lbs., per cwt. ....	8 00
Powdered, 50s .....	7 55
Powdered, 25s .....	7 90
Icing, barrels .....	7 85
Icing, 50s .....	8 10
Icing, 25s .....	9 05
Cut loaf, barrels .....	7 95
Cut loaf, 50s .....	8 20
Cut loaf, 25s .....	8 45
<b>Sugar, British Columbia—</b>	
Extra standard granulated .....	7 10
Bar sugar, bbls. ....	7 25
Bar sugar, boxes .....	7 50
Icing sugar, bbls. ....	7 45
Icing sugar, boxes .....	7 10
H. P. lumps, 100-lb. cases .....	7 85
H. P. lumps, 25-lb. boxes .....	8 20
Yellow, in bags .....	8 70

### BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, B.C., Aug. 26.—Business has been fairly brisk this past week, and there is a good outlook. A big shipment in dried fruits is expected next week, and there are no changes in markets.

#### PRODUCE AND PROVISIONS.

Butter, creamery, per lb. ....	0 31
New Zealand cubes .....	0 36¼
New Zealand brick .....	0 37
Cheese, per lb., large .....	0 19
<b>EGGS—</b>	
Local fresh .....	32 c
Extra selected .....	28 c
Vancouver Island .....	32 c
Lard, 3's, per case .....	8 55
Lard, 5's, per case .....	8 47
Lard, 10's, per case .....	8 40
Lard, 20's, each .....	2 73

#### GENERAL.

Almonds, shelled, lb. ....	0 45
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CANADIAN GROCER

Beans, Ontario, per lb.	06 c
Beans, Lytton	06 1/2 c
Cream of tartar, lb.	50 c
Cocconut, lb.	18 1/2 c
Cornmeal, ball	\$3 00
Evap. apples, 50's	09 c
Flour, 49's, bbl.	7 50
Lemons, box	3 75
Potatoes, per ton	18 00
Rollod oats, ball of 80 lbs.	3 45
Onions, lb.	1/2 c
Oranges, box	2 75
Rice, 50's, sack	1 00
Sugar, standard gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; almonds	0 42
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50

CANNED GOODS.

Apples, gals., 6/case	\$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2 1/2's, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1's, 4 doz. case	\$9 00
Sockeye, 1/2's, 8 doz. case	19 75
Cohoos, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lb.	10 c
Currants, per lb., 8c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

ALBERTA MARKETS (CALGARY).

By Wire.

Calgary, Alta., Aug. 26.—Enormous quantities of ripe tomatoes are on market, four basket crates selling at 60c. Potatoes are down to 45c. Rolled oats are down to \$3.40 for bales and \$3.05 for 80's. Cheese is lower at 17c. Eggs are up to 21c. Lard is down to \$8.55 for 3's and \$8.50 for 5's. Salmon, pink, is \$4.50. Cantaloupes are \$5, and oranges are still climbing, now \$5.75 a case. All kinds of garden products are very plentiful, of splendid quality and very cheap.

General—

Beans, small white Japan, lb.	0 06 1/2
Flour, No. 1 patent, 98's	3 50
Rollod oats, ball	3 40
Rollod oats, 80's	3 05
Rice, Siam, cwt.	4 00
Potatoes, new, per bush.	0 45
Sugar, pure cane, granulated, cwt.	7 75
Shelled walnuts, finest halves, lb.	0 40
Shelled walnuts, broken, lb.	0 30

Produce and Provisions—

Cheese, new, Ontario, large, per lb.	0 17
Butter, No. 1, dairy, lb.	0 22
Eggs, new laid, doz.	0 21
Lard, pure, 3's, per case	8 55
Lard, pure, 5's, per case	8 50
Bacon, smoked backs, per lb.	0 19
Bacon, smoked bellies, per lb.	0 21

Canned Goods—

Tomatoes, 3's, standard, case	2 65
Corn, 2's, standard, case	2 25
Peas, 2's, standard, case	2 25
Tomatoes, gals., case	2 30
Apples, gals., Ontario, case	1 75
Strawberries, 2's, Ontario, case	4 90
Raspberries, 2's, Ontario, case	4 50
Lobster, 1/2's, per doz.	2 65
Salmon, finest sockeye, talls, 48x1s, per case	10 00
Salmon, pink, talls, 48x1s, per case.	4 50

Dried Fruits—

Evaporated apples, 50s, per lb.	0 09 1/2
Peaches, choice, 25s, per lb.	0 17 1/2
Apricots, choice, 25s, per lb.	0 13
Pears, choice, 25s, per lb.	0 14

Fruits and Vegetables—

Blackberries	2 00
Rhuberries, Ont., basket	2 00
Cantaloupes, crate	5 00
Grapefruit, Cal.	5 00
Oranges, case	5 75
Lemons, case	7 25
Tomatoes, 4-basket crates	0 60

ALBERTA MARKETS (EDMONTON).

By Wire.

Edmonton, Aug. 26.—Since 10th of the month two advances in sugar of 10c each have occurred. Cereal millers are advising a clean out in stock of flour and rolled oats, as new crop will soon be on the market. New pack salmon

prices are out for this territory. Red sockeye No. 1 and coho open identically same as 1914 pack. Pink salmon opens 25c a case cheaper. Rice has advanced from \$2 to \$3 per ton, and is now \$3.90 per cwt. Borden Milk Company are allowing 25c a case on family milk until September 16, affecting this district only. In canned goods, apples are going higher. Eggs are up to 23c, and for No. 2 to 17c. In lard, 10's are down to \$8.40; 5's to \$8.35; 10's to \$8.25, and 20's to \$2.70. Ontario beans are firm at \$3.90 and Japans are \$3.90 to \$4. Evaporated apples are up to 9 1/2c to 10c. Potatoes, new, are 35c to 40c a bushel. Salmon, sockeye, are \$9.70 a case, and cohoes \$5.85.

Produce and Provisions—

Cheese, new, lb.	0 17 1/2	0 18 1/2
Butter, creamery, per lb.	0 17	0 18
Butter, dairy, No. 1, 20c; No. 2,	0 17	0 18
Eggs, dozen	0 23	0 23
Eggs, No. 2	0 17	0 17
Lard, pure, 3's, per case	8 40	8 40
Lard, pure, 5's, per case	8 35	8 35
Lard, 10's, per case	8 25	8 25
Lard, pure, 20's, each	2 70	2 70

General—

Beans, Ontario, per bushel	3 90	3 90
Beans, Japan, per bush.	3 90	4 00
Coffee, whole roasted, Rio	0 15	0 16
Evaporated apples, 60's	0 09 1/2	0 10
Potatoes, per bush.	0 35	0 40
Rollod oats, 20's, 80c; 40's	1 90	1 90
Rollod oats, ball, \$3.55; 80's	3 15	3 15
Flour, 98's	3 40	3 55
Rice, per cwt.	3 90	3 90
Sugar, standard gran., per cwt.	7 75	7 85
Sugar, yellow, per cwt.	7 35	7 35

Canned Goods—

Apples, gals., case	1 50
Corn, standard, per two dozen	2 00
Peas, standard, 2 dozen	2 10
Plums, Lombard	2 30
Peaches	3 25
Strawberries, \$4.45; raspberries	4 00
Tomatoes, standard, per dozen	2 50
Salmon, sockeye, 4 doz. talls, case, 1s	9 70
Cohoos, 1's, \$5.85; humpbacks, 1's.	4 35

Fruits—

Lemons	4 50
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SASKATCHEWAN MARKETS.

Regina, Sask., August 26.—Ideal weather has greatly increased crop prospects and business men are optimistic as to general conditions in the West. Wholesale grocers state business is picking up in country districts, partly on account of great influx of farm labor for harvest fields. Cutting is now general in the province. Local markets show little change. Evaporated apples are up to 9 1/2c; gallon apples are up to \$1.53; corn, \$2.00; peas \$2.00; plums \$2.10; peaches, \$3.50 and tomatoes \$2.45 to \$2.60; potatoes are down to 80c; pears are \$2.25; canteloupes, \$5.00; crab apples, \$2.50.

Produce and Provisions—

Butter, creamery, per lb.	0 25
Butter, dairy, No. 1	0 21
Cheese, per lb., large	0 15 1/2
Eggs, new laid, large	0 20
Lard, 3's, per case	8 50
Lard, 5's, per case	8 55
Lard, 10's, per case	8 50
Lard, 20's, each	2 82

General—

Beans, Ontario, per bushel	3 90
Coffee, whole roasted, Rio	0 17
Cream of tartar, lb.	0 45
Cocconut, lb.	0 19
Cornmeal, ball	2 95
Apricots, per lb.	0 12
Flour, 98's	3 50
Rollod oats, ball of 80 lbs.	2 93
Rice, per cwt.	3 90
Sugar, standard gran., per cwt.	7 54
Sugar, yellow, per cwt.	7 14
Walnuts, shelled, 41c; almonds	0 41

Canned Goods—

Apples, gals., case	1 53
Beans	2 25
Corn, standard, per 2 dozen	2 00
Peas, standard, per 2 dozen	2 00

Plums, Lombard	2 10
Peaches	3 10
Strawberries, \$4.33; Strawberries	4 73
Tomatoes, standard, per case	2 45

Salmon—

Sockeye, 1's, 4 doz. case	9 65
Sockeye, 1/2's	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 00

Fruits and Vegetables—

Apples, fancy, box	2 80
Celery	0 10
Sweet potatoes, per crate	4 50
Lemons	5 00
Oranges, Valencias	5 50
Potatoes	0 80
Potatoes, new	1 00
Tomatoes	2 00

Dried Fruits—

Currants, per lb.	0 09 1/2
Prunes, 70-80, 25's, lb.	0 10 1/2
Evap. apples, 50's, lb.	0 09 1/2

WINNIPEG.

FRESH FRUITS.—Oranges are scarce and dear, now selling at \$5.75 to \$6.50 per case. Box apples are lower about 25 cents per box, while plums and peaches are plentiful and cheap. California Malaga grapes are in the market at \$2.75 per case. Manitoba new potatoes are worth 50 cents per bushel. Dry weather is telling on the potato crop and it is not likely to fulfill early promise. All native vegetables will be a light crop.

Fresh Fruits—

Valencia oranges, case	5 75	6 50
California lemons	5 00	5 50
Washington apples	2 00	2 25
California cherries	2 50	2 50
Cocconuts, dozen	1 00	1 00
Mississippi tomatoes, case	1 50	1 50
Peaches, case	1 09	1 15
Plums, case	1 00	1 15
Bartlett pears	2 25	2 25
Red currants, 24-qt.	2 50	2 50
Tomatoes, 4 in case	1 00	1 00

VEGETABLES.—

Beets, per lb.	0 01 1/2
Mint, per dozen	0 20
Radishes, per dozen	0 15
Onions, per dozen	0 15
Cabbage, per lb.	0 15
Peppers, per basket	1 00
Mushrooms	0 85
Carrots, per pound	0 02
Head lettuce, dozen	0 40
Cucumbers, per dozen	0 90
Rhubarb, per lb.	0 01 1/2
Australian onions, crate	4 00
Cauliflower, per dozen	1 00
Spinach, per lb.	0 03
Asparagus, dozen	1 25
Garlic, lb.	0 40
New potatoes, bushel	0 50
New beans, pound	0 05
New peas, lb.	0 05
New turnips, lb.	0 01 1/2

RICE AND TAPIOCA—

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

DRIED VEGETABLES—

Beans—		
Canadian, hand picked	3 85	3 95
Three-lb. pickers		3 65
California Lima Beans—		
Bag lots		0 07 1/2
Less than bag lots		0 08 1/2
Barley—		
Pot, per sack, 96 lbs.	3 30	3 30
Pearl, per sack, 96 lbs.	4 30	4 30
Peas—		
Split peas, sack, 96 lbs.	6 00	6 00
Sack, 40's	3 02	3 02
Whole peas, bushel	2 90	2 90

NUTS.—

Nuts—	
Brazil, new stock	0 15
Tarragons almonds	0 19
Peanuts, roasted Jumbos	0 19 1/2
Peanuts, choice	0 19
Peanuts	0 22
Marbot walnuts	0 14 1/2
Sticky almonds	0 14 1/2
Shelled almonds	0 41
Shelled walnuts	0 41

New Brunswick Markets

(By Wire.)

St. John, Aug. 26.—Local dealers say that conditions through the province are generally fair. Collections in some parts might be better. Volume of business corresponds well with other years and prospects are encouraging for crops in most sections. Some have been retarded by bad weather during the last fortnight. Fine weather is hoped for to brighten conditions with farmers.

Along the North Shore fishing was never better. There have been big catches of cod at good prices and brisk buying, tending to make country there promising. Collections are particularly good for dealers doing business there.

The potato crop in that section is only fair and haying could be better. Elsewhere in the province potatoes are better and dealers look for an average harvest at normal prices. These are now 60c to 70c per bushel. There is a plentiful supply of apples and these are coming in from country districts at \$3.50 to \$4.00 per barrel. Conditions are unfavorable to a large crop in New Brunswick but reports to dealers from Nova Scotia indicate a fairly good supply there. Raspberries are fairly plentiful with the season closing. Blueberries are coming in good quantities. General green goods supply is satisfactory with prices average.

Dealers are watching wheat market closely. Buying is slow expecting drop in both patents soon. Millers are advising trade to go easy for the present. Ontario flour is easier at \$6.90. Sugar market appears to be firm with the possibility of an advance. Sales are slow with most wholesalers the bulk being not nearly so good as in former years. Molasses continues to advance, market being steady. Advices to dealers say that Barbados are cleaned up with no new stock offering. Supplies here are very low. There is another cent increase, prices now being 50c to 51c. Merchants here would not be surprised at it reaching 60c. American pork is easier at \$23.50 to \$26.00.

Dried fruits are firm. Currants are up to 9¼c to 9½c. Cheese market is dragging heavily with large stocks and slow sales. Prices are unsatisfactory. Butter is easier, supplies being fairly good. Creamery is now 26c to 27c. There are fewer eggs reaching the local market. Prices are stronger at 23c to 24c and ready sales are made at even little better quotings.

Produce and Provisions—

Racon. breakfast, per lb.	0 20	0 23
Racon. roll, per lb.		0 17
Reef, corned, 1's	3 75	3 35
Pork, American clear, per bbl.	23 50	26 00
Butter, dairy, per lb.	0 20	0 22

Butter, creamery, per lb.	0 25	0 27
Eggs	0 23	0 24
Lard, compound, per lb.	0 11¼	0 11¼
Lard, pure, per lb.	0 12¼	0 12¼
Cheese, new	0 15	0 15½
Flour and Cereals—		
Cornmeal, gran.		5 75
Cornmeal, ordinary		1 95
Flour, Manitoba, per bbl.		7 85
Flour, Ontario		6 90
Rolled oats, per bbl.		7 50
Oatmeal, standard, per bbl.		8 25
Fresh Fruits and Vegetables—		
Apples, bbl.	3 50	4 60
Lemons, Messina, box		4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel	0 60	0 70
Sugar—		
Standard granulated		6 80
United Empire		6 70
Bright yellow		6 60
No. 1 yellow		6 30
Paris lumps		7 60
Lemons, Messina, box		
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	3 80	3 25
Canned pork and beans, per case.	2 60	2 90
Molasses, Barbados, gal.	0 50	0 52
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 09¼	0 09½
Rice, per cwt.	4 25	4 60

A LARGER CEREAL HARVEST.

Larger harvests of cereals than last year is the forecast for the world's principal producing countries by the International Institute of Agriculture at Rome, which reported by cable to-day to the Department of Agriculture here. Spain, Ireland, Italy, European Russia, Switzerland and the United States this year show aggregates: 1,029,000,000 bushels of rye, an increase of 18.7 per cent. over 1914. Oats production in those countries and England, Scotland and Tunis aggregates 2,643,000,000 bushels, an increase of 24.1 per cent.

Barley production in those nations and Japan aggregates 967,000,000 bushels, an increase of 19 per cent.

Wheat production in the ten countries named and India and the winter wheat of Canada aggregate 2,583,000,000 bushels, an increase of 17.9 per cent.

COSTS MORE TO MAKE BLUING.

It is interesting for the trade to know that among other rises in prices the cost of manufacturing bluing has risen greatly since the war began. Ultramarine blue according to the representative in Canada of a large British house, is to-day 150 per cent. higher than when the war began. The reason of this is, that this dye comes chiefly from Germany and of course, the supply is cut off. This constituent of bluing is secured to-day from small holders in Great Britain and of course, some manufacturers had supplies on hand sufficient

to last them for some time when war started. Added to that the cost of the wooden boxes for packing bluing has advanced some 40 per cent. The timber for these comes to Great Britain from Sweden and the trade well knows that shipping from this country has been considerably hampered.

CATALOGS AND BOOKLETS.

Canadian Grocer is in receipt of an attractive booklet from the S. F. Bowser & Co. Inc., Fort Wayne, Ind. This is the August issue of the Bowser Boomer which is published semi-monthly. This issue deals particularly with the California Exposition and contains a number of very interesting views, among which are the exhibits of the Bowser Co. at the big fair. At this exhibition this company was given the Grand Prize and Gold Medal in connection with their oil tank exhibit.

THREE ENLIST FROM ONE STORE.

Robert Benson, of Benson & French, grocers, St. Catharines, Ont., has joined the colors; also E. Rowden, clerk in same store has enlisted. Quite recently the driver, Duncan Sewell, enlisted and had a presentation made to him by the firm. The business will still be carried on as Benson & French, at present under the personal direction of G. R. French.

ANOTHER STAFF MEMBER JOINS THE COLORS.

E. W. Earl, who has been a member of the inside staff of Canadian Grocer for the past couple of years and with the MacLean Publishing Co. for about four years has left to join the colors. He enlisted last Friday and is now in training with the Divisional Cyclist Corps for oversea duty. Mr. Earl was one of the valued members of the staff who had a bright future before him in the trade newspaper field and his safe return is hoped for. On Tuesday evening at five o'clock he was presented with a wrist watch with radium face and also a compass with radium dial, by his fellow employees on the MacLean staff.

The North and South side London, Ont., grocers played a game of base ball at Tecumseh Park, last week. The South Side boys were victorious, the score being 23 to 18. The batteries were for the North Side, Ranchan and Hayes and for the South Side, Smith and Uptigrove. Ernie Dinsmore, formerly of the Canadian League, umpired the game satisfactorily to both parties. A London despatch says that Harry Ranahan of the North Side could not get his spit ball working, so he was relieved in the fifth innings by Hammond of the London Canadian league team.



# FRUIT AND VEGETABLES



## Oranges Are Higher in Price

Cherries Now Over; Berries Sell Well—Spanish Onions Higher—Tomatoes Lower in Montreal, Up in Toronto—Apricots and Squash New Arrivals—Corn Getting Cheaper.

### MONTREAL.

FRUIT.—Canadian apples—Duchess—have come down in price on account of bigger receipts. The lower prices are resulting in a bigger demand. For No. 1's they are quoting \$3, and \$2.75 and \$2 for No. 2's and 3's. Yellow Transparents are getting scarcer, and are about done. The apple crop this year is inclined towards the small size, which means there are not many No. 1's. Alexanders and St. Lawrence will be here shortly, to be followed in a month by Fameuse. Canadian melons are arriving freely, and are much cheaper. Larger ones are quoted at \$10 a doz and smaller ones at \$7. There is no change in bananas. Blueberries are going well, and are bringing \$1.75 per box. There are only a few grapefruit here and there, and there is practically no demand. For oranges, dealers are asking as high as \$6 per box—that is, for late California Valencias. At that price the demand is not very heavy. Peaches have dropped to \$1.25 per box, and are also being offered in crates of six baskets for \$2.25.

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

VEGETABLES.—A new arrival on this market during the week was egg plant, which are being offered at 40c to 75c per doz., according to size. This is a reasonable price, considering that these bring as high as \$2-\$3 per doz. during the winter. Tomatoes have declined to 25c-35c per box., and are not expected to go much lower. These boxes contain about 30 lbs. Potatoes are having a good sale at old prices. Another

new arrival this week is squash, which have opened at \$1 per doz. These are the first Canadian squash on the market this year. Vegetable marrow have dropped to 50c per doz. since a week ago. The quality of cauliflowers is poor. Corn has almost got down to its proper level, and is selling as low as 7c per doz., although for good stuff it is necessary to pay 10-15c. There is lots of corn arriving. Cucumbers have dropped to 10c

Beets, doz. bunches .....	0 35
Beans, wax, Montreal, per bag .....	0 50
Beans, green, Montreal, per bag .....	0 50
Cabbage, Montreal, per doz. ....	0 35
Carrots, 3 doz. ....	0 50
Cauliflower, Canadian, doz. ....	1 50
Celery, Montreal, doz. ....	0 50
Corn, doz. fancy, doz. ....	0 12 1/2
Cucumbers, fancy, doz. ....	0 10
Leeks, bunch .....	0 15
Head lettuce, doz. ....	0 40
Curly lettuce, 3 doz. ....	0 50
Onions—	
Montreal, doz. bunches .....	0 50
Parsnips, doz. ....	0 25
Parsley, Canadian, doz. bunches .....	0 15
Peppers, 11-qt. basket .....	0 40
Potatoes—	
Montreal, new, bag .....	0 65
American, new, bbl. ....	2 00
Radishes, doz. ....	0 15
Rhubarb, hothouse, doz. ....	0 20
Spinach, Canadian, box .....	0 75
Turnips, new, doz. ....	0 20
Turnips, bags .....	1 25
Tomatoes, hothouse, lb. ....	0 10
Tomatoes, Montreal, box .....	0 25
Vegetable marrows, doz. ....	0 50
Watercress, Canadian, doz. ....	0 30

### TORONTO.

FRUIT.—One more berry—the Lawton berry—has made its appearance, and sold at 6c to 10c a basket. Quality was only poor, however. Peaches, on the other hand, were better quality, and came in in fairly good quantities; 11-qt. baskets sold all the way from 35c to 80c a basket; 6-qts. in proportion. Plums have found a much better demand this week; they had been rather slow heretofore. Ordinary brands brought as high as 40c and high-class stuff 60c. Red currants are slow at 5c and 6c. Pears are now of better quality, and Canadian stuff as well as California is getting a fair demand. Cantaloupes, both Canadian and imported, are now coming in fairly freely and prices are down. Something new on the market is apricots. These are worth 35c to 45c per 11-qt. basket. Watermelons are down about 10c. They have not found a big demand as yet. Oranges are firmer and higher

by 50c. Grapes remain unaltered. Business generally is quite good, and berries and small fruits have found particularly good business.

Apples, new, imported .....	1 25	1 30
Apples, 11-qt. basket .....	0 30	0 40
Apricots, 11-qt. basket .....	0 35	0 45
Bananas, per bunch .....	1 50	1 75
Blueberries, 11-qt. basket .....	1 00	1 50
Cocoanuts, sack .....	4 00	4 25
Currants, red, box .....	0 02	0 06
Currants, black, 11-qt. basket .....	1 00	1 40
Cantaloupes, case .....	3 25	4 00
Cantaloupes, Can., 11-qt. basket .....	0 35	0 40
Grapes, Cal., case .....	2 25	2 75

### Oranges—

California Valencias .....	5 00	6 00
Lemons, new, Messina, box .....	3 75	4 00
Limes, per 100 .....	1 50	1 50
Musk melons, 11-qt. basket .....	1 00	1 50
Peaches, Cal., box .....	1 00	1 50
Peaches, Georgia, 6 basket .....	2 25	2 50
Peaches, Canadian, large basket .....	0 25	0 40

### Pears—

California, Bartlett, box .....	2 50	2 75
Canadian, 6 qts. ....	0 30	0 35
Plums, Canadian, 1/2 basket .....	0 18 1/2	0 25
Plums, Canadian, large basket .....	0 30	0 65
Plums, box .....	1 25	1 75
Raspberries, box .....	0 08	0 12
Thimbleberries, box .....	0 06	0 10
Watermelon .....	0 35	0 50

VEGETABLES.—Tomatoes are firmer all round. They are lower than our last week's quotation, but they suffered a decline the early part of the week, which they have partially recovered since. Cabbage is much reduced and is said to be a drug on the market. Cucumbers are selling at 15c to 25c per 11-qt. basket, but some of them are of such poor quality that they would go below that figure. Egg plant is still shipped in heavily and sells at a low figure. Red peppers are here now, and are going at 40c or 50c. Green peppers are still getting good demand. Lettuce and radishes, after being a drug on the market for the last six weeks or so, are finally done with. Spanish onions have firmed up on big demand, and we have advanced our prices about 15c. Potatoes show little change. With regard to the rot question, this would not be apparent just yet, in any event, and it is stated by some in the trade that reports have been greatly exaggerated and that little rot will be shown. Cauliflower has only a fair sale at \$1 to \$2 a dozen; a wide range, according to quality. Celery and carrots are slightly easier.

(Continued on Page 45.)



# FISH AND OYSTERS



## Trout and Whitefish Higher

Toronto Sees Appreciated Levels in Lake Fish—Bad Weather May Have Shortened Supplies  
—Mackerel Prices Uncertain—Flounders Now Imported From New York  
—No Canadian Lobster Selling.

### MONTREAL.

FISH AND OYSTERS.—Trade is improving some, but not according to expectations. The turnover generally is in as big a volume as it was last year, but prices are subject to so many fluctuations, it is hard for trade in first hands to keep prices steady. For this reason, margins are small as a rule. All lines of fresh fish this week are limited in quantity, and a famine of halibut was threatening, but at the last moment, reports arrived that supplies would be available for this week, but at an advance of a cent per lb. Both western and Gaspé salmon have been and are scarce, but there is signs of improvement, and prices are much higher. Lake fish supplies are only arriving in a small way, but next week large supplies will be available from the Manitoba Lakes at reasonable figures. Indications are that salt and pickled fish will start to move the beginning of September. So far, it is admitted that opening prices should be comparatively low.

Oyster trade in both bulk and shell, is improving, and a little cooler weather would stimulate the demand, The first of September is opening day for cultivated shell oysters in this country, and as it is a new venture, there is speculation as to whether the market will respond to expectations. Some shell oysters have been offered for delivery in September by express at \$9-\$10 per bbl.

### TORONTO.

FISH AND OYSTERS.—The scarcity in supplies of trout and whitefish in particular and lake fish in general has now reigned for two or three weeks and threatens to become more acute instead of less so. Whitefish, firm for some days, has gone up and is selling for thirteen and fourteen cents this week. Trout is up a cent too at 13 c. Presumably the catch is off; the recent bad weather will have doubtless been a factor. The sea fish that is, such lines as mackerel and flounders, are likewise scarce and

uncertain. Twelve cents is being asked and gotten for flounders, which are coming from New York. Mackerel, we quote at 18 cents, but higher than this is known to have been asked. There is no Canadian lobster around at the moment and supplies are coming from Portland. This is increasing prices, and we quote 38 cents as an average; formerly 30 cents was the figure; so that this gives some indication of the manner in which prices are reflecting the scarcity in certain lines. General demand is good and the hotels seem to be taking especially large amounts of fish at present.

### SMOKED FISH.

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

### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	.12
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.03½-.04	.06
Market codfish, per lb.	.03½	.03
Steak codfish, per lb.	.04-.04½	.08
Canadian soles, per lb.	.06	.06
Blue fish, per lb.	.15-.16	.15
Smelts	.09	.09
Herrings, per 100 count	3.00	3.00
Round pike	.05-.05½	.05
Grass pike	.06	.06

### DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 00
Dried hake, medium and large, 100 lb.	6 00	6 00
Haddock, medium and large, 100 lb.	6 00	6 00
Dressed or skinless codfish, 100-lb. case.	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

### BULK OYSTERS, CLAMS, ETC.

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

### CLAMS, MUSSELS AND SHELL FISH.

Cape Cod shell oysters, per lb.	12 00	12 00
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	8 00	8 00
Live lobsters, medium and large, lb.	0 22	0 38
Little necks, per 100	1 25	1 25
Soft shell crabs	2 25	2 25

### FRESH SEA FISH.

	Montreal	Toronto
Halibut	11½-12½	12-13
Haddock, fancy, express, lb.	5-5½	6
Mackerel, each	18-20	18
Steak, cod, fancy express, lb.	5½-6	8
Herrings, Gaspereaux	3	3
Flounders	5	12
Salmon, Western	15-16	17-18
Salmon, Eastern	15-16	17-18

### FRESH LAKE FISH.

Carp, lb.	0 08	0 08
Pike, lb.	0 07½	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	13-14
Herrings, lb.	0 14	0 14
Lake trout	0 11	12-13
Dressed bullheads	0 12	0 12
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 25	0 20
Frogs, large, lb.	0 40	0 45
Dore	12-13	12-13

### FROZEN—LAKE AND RIVER.

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

### PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	20 00
Salmon, Labrador, bbls., 200 lbs.	14 00	14 00
Salmon, Labrador, half bbls., 100 lbs.	7 50	7 50
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	12 00
Sea trout, Labrador, bbls., 200 lbs.	12 00	12 00
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	12 00
Mackerel, N.S., half bbls., 100 lbs.	7 00	7 00
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	6 00
Quebec sardines, half bbls.	3 50	3 50
Tongues and sounds, per lb.	0 07½	0 07
Scotch herrings, imported, half bbls.	8 00	8 00
Holland herrings, imp'td milkers, hf bbls	8 00	8 00
Holland herrings, imp'td milkers, kegs	0 95	0 85-1 00
Holland herrings, mixed, half bbls.	7 00	7 00
Holland herrings, mixed, kegs	0 85	0 70-0 95
Lochfyne herrings, box	1 35	1 35
Turbot, bbl.	14 00	14 00
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

### FRUIT AND VEGETABLES.

(Continued from page 44.)

Asparagus, Canadian, baskets	1 50	1 50
Beets, new, Canadian, bag	0 70	0 75
Beans, wax, basket	0 25	0 30
Cabbage, new, crate	0 20	0 40
Cauliflower, hamper	1 00	2 00
Carrots, new	0 15	0 25
Celery, doz.	0 25	0 30
Corn, doz.	0 12	0 15
Cucumbers—		
Canadian outdoor, basket	0 10	0 20
Egg plant, doz.	1 50	1 50
Mushrooms, 6 qt. basket	1 00	1 25
Onions—		
Can., 75-lb. bags	0 85	1 00
Can., 100-lb. sacks	2 25	2 50
American, crate	0 85	0 95
Bermudas, crate	1 20	1 30
Green onions, doz.	0 12½	0 20
Spanish, case	3 00	3 25
Peppers, basket, green	0 35	0 50
Peppers, red	0 40	0 50
Green peas, Can.	0 75	0 80
Potatoes, Ontario, new, bag	0 75	0 80
Parmsips, 11-qt. basket	0 25	0 30
Parsley, basket, 11-qt.	0 25	0 35
Tomatoes, Canadian, 11-qt.	1 25	1 50
Tomatoes, Canadian	0 17	0 25
Turnips, 11-qt. basket	0 70	0 75
Vegetable marrow, doz.	0 15	0 25





# PRODUCE AND PROVISIONS



## Cheese and Lard Down Again

Let Up in Export Demand for Cheese — Condition Said to be Temporary — Lots of Eggs Coming—Brisk Call for Dairy Butter—Ducklings and Broilers in Request.

### MONTREAL.

PROVISIONS.—There still continues a good demand for meats, and there is a shortage of cuts of breakfast bacon. Pure lard declined last week 1/2c lb., and a cut was made of 1/4c on compound lard. A decline also occurred in the price of clear fat backs, which are now quoted at \$27.

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

BUTTER.—Market is firm due to exporting inquiries, but the same position remains as regards difficulty in getting cold storage space, consequently there is very little going forward. This condition, however, keeps the market firm, as it is anticipated that later in the fall there will be a lot going out. There is no change in the selling price.

Butter—		
Finest creamery	0 29	
Dairy prints	0 28	
Dairy solids	0 28	
Separator prints	0 28	
Bakers'	0 21	

CHEESE.—Market continues weak, with a falling off in demand for export. It is understood that this condition is

only temporary, and that the European demand is bound to pick up sooner or later. The highest prices secured for old cheese from retailers is 18c.

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

EGGS.—Dealers state they are looking for an advance in the price of new laid, but not in the price of storage. Harvest eggs will be coming along soon, that is, eggs resulting from the better feed secured during harvesting.

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

POULTRY.—Demand is not very heavy, but is not falling down particularly on any line. Dealers are able to clean up fairly well, and prices are fairly well maintained. They are about the same this week as they were last. Live fowl are still the big sellers. There is a good demand for duckling of about 3 lbs. each, if fat; trouble is majority come so poor, they have to be sold for lower prices.

Poultry—		
Frozen stock—		
Large roast chicken	0 23	
Fowl, small	0 13	0 16
Turkeys, fancy	0 26	
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chickens, 3-3 1/2 lbs., each	0 25	
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	0 40	
Squabs, Philadelphia, pair	0 70	
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 15	0 14
Ducks, old	0 14	0 14
Geese	0 09	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 17	0 18

### Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:			
	boxes	boxes	cases
Week ending Aug. 21, 1915...	12,574	69,842	10,151
Week ending Aug. 22, 1914...	9,559	63,424	5,524

### TORONTO.

PROVISIONS.— There is nothing noteworthy in the provision market this week. Lard remains more or less stationary and there is the demand for hams which characterized the market last week still felt.

Hams—		
Light, per lb.	0 18 1/2	0 19 1/2
Medium, per lb.	0 18 1/2	0 19
Large, per lb.	0 18	0 15
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15 1/4
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13 1/4	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	25 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11 1/4	0 12
Tubs, 50 lbs.	0 12	0 12 1/4
Pails	0 12	0 12 1/4
Tins, 3 and 5 lbs., per lb.	0 12	0 12 1/4
Bricks, 1 lb., per lb.	0 13	0 13 1/4
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09 1/4	0 10
Tubs, 50 lbs., per lb.	0 10 1/4	0 11
Pails, 50 lbs., per lb.	0 11	0 11 1/4
Hogs—		
Dressed, per cwt.	11 75	
Live, per cwt. off cars	8 65	

BUTTER.—We have only one price change to note this week and that is the widening of the range of dairy prints, which are selling now at anything from 23c to 26c. There seems to be a big demand for dairy; some people evidently prefer this variety in the summer. Creamery is fairly active, with fair supplies. There is some export still going on.

Butter—		
Creamery prints, fresh made	0 29	0 30
Separator prints	0 26	0 28
Dairy prints, choice, lb.	0 23	0 25
Dairy solids, lb.	0 21	0 23
Bakers'	0 21	0 22

CHEESE.—Again the cheese market has dropped and large cheese is quoted at 14 cents, and that freely. Domestic demand, seems to have eased off a little, and supplies are very large. Meanwhile, export business is practically nil, even at the low levels offered. This, however, is probably only a temporary condition and we shall see export business coming along after the quietness. It is interesting to look back at copies of Canadian Grocer of only three months ago or so when cheese was worth 21 cents and more.

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

EGGS.—There are no price changes in the egg market since our last writing.

## CANADIAN GROCER

Supplies are coming into Toronto very freely at this time, notwithstanding the unsettled weather. Demand is steady and shows little fluctuation. Export has dropped a little, just temporarily. The sultry weather makes problematical the conditions of the eggs; they will not keep a long time in storage when gathered during these sultry days. Nevertheless, export is going on and that to a greater extent than this time last year.

Eggs—			
Specials (in cartons), doz.....	0 25	0 27	
No. 1s (straight new laids).....	0 24	0 25	
No. 2 .....	0 18	0 19	
Cracked .....	0 16	0 17	

### MOLASSES OF VARIOUS GRADES.

(Continued from page 18.)

this kind thus increasing its quality. In the final crystallization there is always a portion of sugar uncrystallized remaining as a viscous liquid in contact with the crystallized particles. This natural invert sugar which is in the juice, the small portion formed from the sucrose during the process of manufacture, and the part of sucrose remaining uncrystallized in the mother liquid constitute the molasses. In the washing of sugar the water which is used also passes into the molasses, thus diluting it somewhat from its natural consist-

ency. In the sugar refinery the molasses is made up of practically such materials as just mentioned, but inasmuch as the separation of the sugar is more complete the other portions of the molasses, namely, the mineral salts, particularly appear in a very much larger proportion than in the ordinary molasses as will be seen by the analysis of these bodies.

#### "Blackstrap" A Questionable Diet.

From this it will be evident that there exist different grades of molasses, some containing so much sugar and so little mineral matter, as to possess a high food value and to be a very desirable food. The final product of the treatment of sugar cane juice, is, on the other hand, so poor in residual sugar and so loaded with mineral matters, added during the processing for removal of sugar, as to be a very questionable article of diet. "This product" the report says "otherwise known as treacle or 'blackstrap' finds its proper place as a cattle food or as material for the production of alcohol. More methods of sugar production are such as to render this final product much less desirable as a food than formerly, and if sold for human food at all, it should be known by a specific and truly distinguishing name."

#### The United States Standard.

The standards for molasses as recommended by the Washington, D.C., authorities are as follows:

"Molasses is the product left after separating the sugars from massecuite, melada, much sugar or concrete, and contains not more than twenty-five (25) per cent. of water, and not more than five (5) per cent. of ash."

Prof. McGill while stating that these standards are satisfactory so far as they go, thinks they might be made still more definite to advantage. The report that he has made will supply a basis for further consideration of the matter, with a view to recommending satisfactory standards. Of the 140 samples reported, 75 contained less than 40 per cent. of cane sugar and should on his authority be considered as doubtfully suited for human food under the name "molasses." Thirty-eight samples contained more than 5 per cent. of ash and would undoubtedly be more correctly offered as "blackstrap" than as molasses. These decisions of course can only be regarded as conditional until legal standards have been established. The bulletin is No. 312 and a copy may be had on application from the department.

# GROCERS—Now is the time to buy PEACHES and PLUMS

First Crawford's will be in the market this week and will continue for three weeks. Plums: Gages, Burbanks and Bradshaws are ready now. There is a good crop of very fine quality, and in order that it may be moved to advantage, it is advisable that you interest the consumer in buying now.

FRUIT BRANCH

DEPARTMENT of AGRICULTURE, OTTAWA



# FLOUR AND CEREALS



## Ontario Flour Firmer: Mill Feeds Scarce

Said to be a Scarcity of Ontario Wheat Flour—Export Demand Still Quiet—Domestic Call Low, However—Feeds Still the Strong Spot in Grain Markets—Rolled Oats Are Firmer.

### MONTREAL.

FLOUR.—On account of New Ontario wheat arriving so damp, and the farmers now arriving with their oat crop, the mills are not offering much Ontario flour, which has resulted in a fairly strong market. Dealers claim to have secured ten cents a bag more for their 90 per cents this week than last. It is expected that offerings will be coming along more freely now, as there has been a lot of warm weather, which has helped to dry the wheat. Strange as it may seem, it is claimed that there is a scarcity of Ontario wheat flour. This is accounted for by the fact that everybody has been letting their stocks run down expecting new crop coming along at old prices; consequently they have been caught. But from now on, offerings will arrive more freely. Dealers here state that it would not be surprising to see a drop in Manitoba, and recommend that quotations be watched carefully. They point to the opening of the Russian wheat market, the large crops on this continent, the fact that exchange is so high, and that ships for export are scarce, and their rates almost prohibitive. For these reasons they state that wheat is almost bound to continue to go down, and flour must follow. Quotations are the same as have prevailed for several weeks—7.10 for first patents, 6.60 for second patents, and 6.40 for strong bakers.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents .....	7 10
Second patents .....	6 60
Strong bakers .....	6 40
Flour in cotton sacks, 10 cents per barrel more.	

Winter Wheat Flour—	Car	Small
Fancy patents .....	lots.	lots.
90 per cent. in wood .....	5 80	6 00
90 per cent. in bags .....	5 40	5 60
	2 50	2 60

CEREALS.—There is a slightly firmer tone to the market for rolled oats. There is a good demand, but only for quick shipment. Dealers, whose stocks are getting pretty low, are buying only in 25 bag lots, and are waiting for the market to drop. Other lines of cereals remain about the same.

Commeal—	Per 99-lb. sack
Gold dust .....	2 45 2 50

Unbolted .....	2 15
Rolled Oats—	90's in jute.
Small lots .....	3 25 3 35
25 bags or more .....	3 15
Packages, case .....	4 50
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Small lots .....	3 80
Hominy, per 99-lb. sack .....	2 75
Corn flour, bag .....	2 60
Rye flour, bag .....	3 25
Barley, pot .....	3 60

FEEDS.—Millfeeds remain about the only thing on this market that is scarce, and as most of the mills are closed down, it looks as if this condition is likely to continue for a time. It is stated that if the reported damage and resultant sprouting of wheat in Ontario is as extensive as is thought, there is a possibility that the damaged wheat will be offered as feed, which should have the effect of easing off the market, prices are the same as have been quoted for several weeks.

Mill Feeds—	Per ton
Bran .....	26 00
Shorts .....	28 00
Middlings .....	33 00
Wheat moulée .....	37 00
Feed flour, bag .....	2 30
Mixed chops, ton .....	78 00
Crushed oats, ton .....	40 00
Barley, pot, 99 lbs. .....	2 85
Oats, chop, ton .....	40 00
Barley chop, ton .....	35 00
Feed oats, cleaned, Manitoba, bush. ....	0 69
Feed wheat, bag .....	2 30

### TORONTO.

FLOUR.—There is a fairly strong market in Ontario winter wheat flour, because supplies are not as heavy as demand would warrant. Demand has unexpectedly bucked up, particularly in case of export, but it was slow for a considerable time with the result that buyers' supplies ran short and hence they come altogether for new stocks. The mills, used to the slack demand which has characterized the market for some weeks, were short on supplies. There is no price change, therefore, though we hear of one case where slightly higher prices than our levels were asked. Old Country buyers still hold off, particularly for lower prices, and this suits millers right now, inasmuch as the exchange difficulties which we have remarked recently do not make them anxious to take orders for shipments at any far distant date. By the by, it is

said there is to be a settlement of this exchange question at no very distant time, and that British and American financial authorities are conferring thereupon.

Manitoba Wheat Flour—	Small	Car
	lots.	lots.
	per bbl.	per bbl.
First patents .....	7 20	7 00
Second patents .....	6 20	6 50
Strong bakers .....	6 70	6 30
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small	Car
	lots.	lots.
	per bbl.	per bbl.
Fancy patents .....	6 20	5 70
90 per cent. ....	6 00	5 60
Straight roller .....	6 00	5 60
Blended flour .....	6 20	5 80

CEREALS.—Everything, but rolled oats shows quietness. Oats have taken a turn for the better and are distinctly firmer with a good demand. Supplies are adequate, however, for present needs.

Barley, pearl, 99 lbs. ....	5 00
Buckwheat grits, 99 lbs. ....	4 15 4 25
Corn flour, 99 lbs. ....	2 65 2 75
Commeal, yellow, 99 lbs. ....	2 25 2 40
Graham flour, 99 lbs. ....	3 30 3 40
Hominy, granulated, 99 lbs. ....	3 00
Hominy, pearl, 99 lbs. ....	3 00
Oatmeal, standard, 99 lbs. ....	3 50
Oatmeal, granulated, 99 lbs. ....	2 75 2 85
Peas, Canadian, boiling, bush. ....	2 75 4 75
Peas, split, 99 lbs. ....	3 15 3 35
Rolled oats, 90-lb. bags .....	3 85 4 00
Rolled wheat, 100-lb. bbl. ....	3 10 3 25
Rye flour, 99 lbs. ....	3 30 3 40
Whole wheat flour, 99 lbs. ....	3 30 3 40
Wheatlets, 99 lbs. ....	3 65 3 75

MILL FEEDS.—These still remain the strong spot in the grain market, owing, chiefly, to the fact that supplies are short, which, in its turn, is the result of fewer mills running and all mills running less.

Mill Feeds—	Mixed cars, per ton
Bran .....	26 00 27 00
Shorts .....	28 00 29 00
Middlings .....	33 00 34 00
Wheat moulée .....	37 00 38 00
Feed flour, per bag .....	1 90 1 95
Oats—	
No. 3, Ontario, outside points .....	0 55 0 61
No. 3, C.W., bay ports .....	0 67

### WINNIPEG.

FLOUR AND CEREALS.—A very marked decline in wheat may be expected to bring about a decline in flour in the immediate future. No change is yet announced.

Flour—	
Best patents, per bbl. ....	7 00
Bakers' .....	6 80
Clears .....	6 50
XXXX .....	4 80
Rolled oats, 99 lbs. ....	3 10
Commeal, 99 lbs. ....	2 25



# YOU ARE INVITED

To visit our Booth at the National Exhibition. We will appreciate out-of-town merchants making themselves known.



## Our New Products

**TILLSON'S "SCOTCH" HEALTH BRAN**  
AND  
**TILLSON'S "SCOTCH" FINE CUT OATMEAL**

**Will Be Demonstrated**  
at our Booth in the Manufacturers'  
Building

**TILLSON'S ROLLED OATS**

**A FOOD—NOT A FAD**

**A SURE TRADE-BUILDER**

**MADE IN CANADA BY**

**Canadian Cereal & Flour Mills, Limited**

**EXPORTERS**



CABLE ADDRESS :

"CANCEREAL," TORONTO

**QUOTATIONS FOR PROPRIETARY ARTICLES**

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

<b>BAKING POWDER.</b>	
12-oz.	3.85
16-oz.	4.90
2 1/4-lb.	11.60
3-lb.	13.60
5-lb.	22.35
Per doz.	
5c. Tins, 4 doz. to case, weight 10 lbs.	\$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 45 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50
<b>ROYAL BAKING POWDER.</b>	
Bbl. lots	
Less than or 10 cases	
10 case lots and over	
Per doz.	Per doz.
Size	
Dime	\$ .95 \$ .90
4-oz.	1.40 1.35
6-oz.	1.95 1.90
8-oz.	2.55 2.50

12-oz.	3.85	3.75
16-oz.	4.90	4.80
2 1/4-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00
Barrels—when packed in barrels one per cent. discount will be allowed.		
<b>BLUE.</b>		
Keen's Oxford, per lb.	\$0 17	
In 10-lb. lots or case	0 16	
<b>COUPON BOOKS — ALLISON'S.</b>		
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal.		
\$2, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.		
<b>UN-NUMBERED.</b>		
100 books and over, each	0 03 1/2	
500 books to 1,000 books	0 03	
For numbering cover and each coupon, extra per book, 1/2 cent.		
<b>CEREALS.</b>		
<b>WHITE SWAN</b>		Per case
Biscuit Flour (Self-rising)		
2 doz. to case, weight 70 lbs.		\$3 00

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

<b>DOMINION CANNERS, LIMITED.</b>	
Aylmer Pure Jams, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	\$2 28
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10
<b>Aylmer Pure Jellies.</b>	
Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 55
Gooseberry	1 85
Grape	1 85
<b>Aylmer Marmalade</b>	
Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

<b>Aylmer Pure Preserves—Bulk</b>	
5 lbs.	7 lbs.
Strawberry	.0 72 1 00
Black currant	.0 65 0 85
Raspberry	.0 65 0 85
Aylmer 1 1/2's and 30's per lb.	

Strawberry	0 14
Raspberry	0 14
<b>COCOA AND CHOCOLATE. THE COWAN CO., LTD.</b>	
Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22
Special quotations for Cocoa in barrels, kegs, etc.	
(Unsweetened Chocolate).	
Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 55
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Per lb.	
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, 1/2's, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz.	
1 00	
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes	0 32
Milk medallions, 5-lb. boxes	0 32
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27

People use Macaroni more often when they can get the delicious

**L'ETOILE or HIRONDELLE**

(Star)

(Swallow)

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

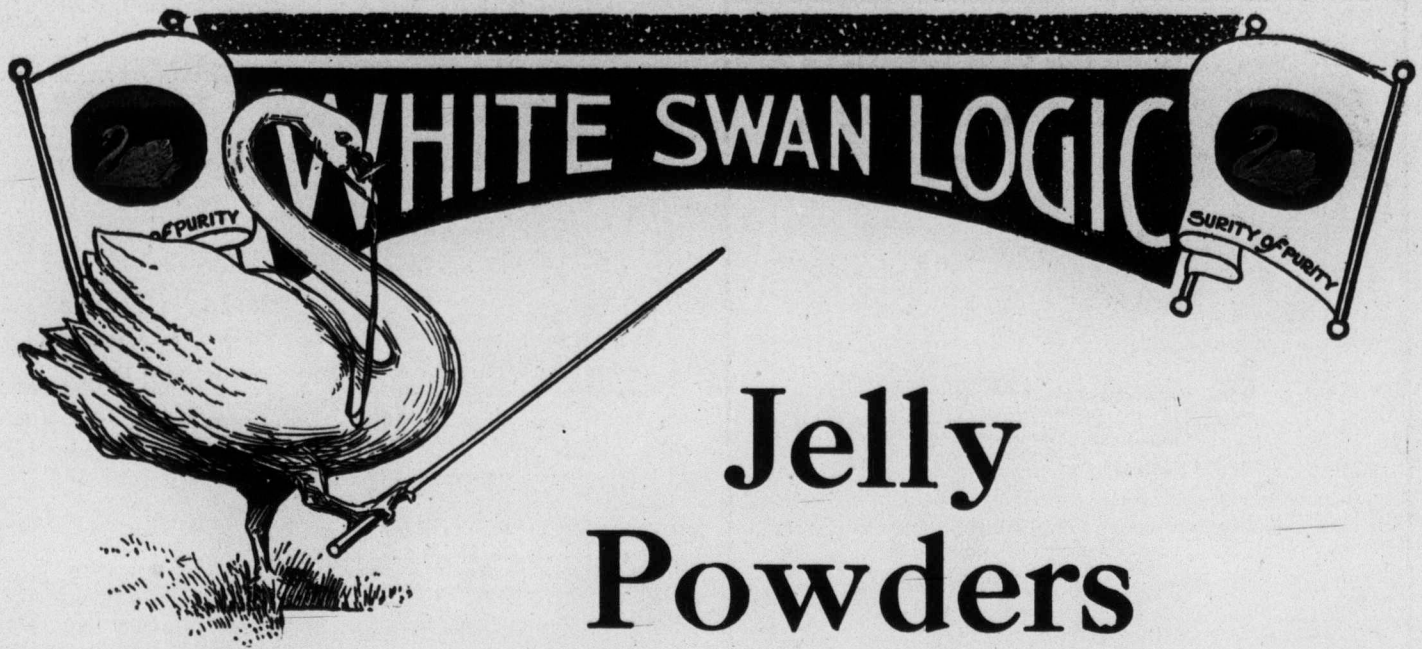
Made from the choicest of selected Canadian hard wheat—the best in the world for the manufacture of alimentary pastes.

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

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

**C. H. Catelli, Limited, Montreal**

Agents: Tees & Perse, Limited, Winnipeg; C. C. Mann, Toronto



# Jelly Powders

The principal ingredients in the manufacture of Jelly Powders are Gelatine, Granulated Sugar and Citric Acid.

Gelatine in its pure state is the rock crystal of animal products. It is transparent, pale and free from color, taste and odor. It dissolves readily under heat while softened by water, and the solution when cold is a jelly which, if excluded from the air or mixed with sugar, will keep sweet indefinitely.

There are numerous kinds of Gelatine on the market, one kind being made from bones, but for high-class Jelly Powder none but the finest Calf Gelatine is used. This article is much more delicate and naturally more adapted for use in the manufacture of Jelly Powders. It is only used in the highest grade Jelly Powders, however, as it is considerably more expensive than the ordinary kinds.

Great care must be exercised in the selection of raw material and only that which is perfect is taken to be made into Gelatine. This mate-

rial must be prepared for months in order to make it into the purest form, and this process of manufacture demands the utmost care.

Physicians think that it is not so much the food property of Gelatine itself which is of value as that other articles when combined with it become more digestible. Even the fever-stricken can digest milk, fruit, eggs or wine once suffused in this bland and grateful medium and in so many cases can eat nothing else.

None but the choicest and finest English Calf Gelatine is used in the manufacture of WHITE SWAN JELLY POWDERS.

The fresh fruity flavor is maintained and instead of a rubbery Glucose dessert, you have the kind that melts in your mouth.

The kind of jelly that sets in half an hour must, of a necessity, contain glucose or some other artificial substance, and that is why the instantaneous kinds are not healthful.

WHITE SWAN JELLY POWDER is beautifully clear and requires the addition of nothing.

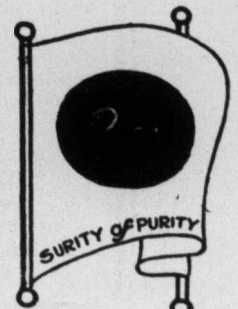
*"We know our goods and want none but satisfied customers."*

It is Good Business to recommend  
White Swan Jelly Powders.

**White Swan Spices & Cereals Ltd.**

156 PEARL ST.

TORONTO, ONT.





**Saves Dollars  
for You Every  
Day**

The  
"Canadian"  
Cheese  
Cutter

The CANADIAN Open

The only computing cheese cutter that will cut the exact size slice with a single stroke of one lever. The "Canadian" not only cuts by money value, 5c, 10c, 15c, 20c slice, but also by weight, 1/4, 1/2 or one-pound slice. Saves half the time on each order. Puts a stop to overweights, scraps or drying out.

Think of the number of times it could have helped you to-day, and of its value when considered by the year. Ask us to show you how the "Canadian" will pay for itself many times over in twelve months. No obligation. Write to-day.

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

**CONCORD CANNING CO.**

*We guarantee*

- 1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
- 2 That fresh caught fish only are used in our canneries
- 3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
- 4 That we use the greatest care and cleanliness in the packing

**CONCORD CANNING CO.**

*We ask the consumer kindly to write us if dissatisfied*

The above is an exact reproduction of our guarantee appearing on every tin of

**Goncord Norwegian Sardines**

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them. They leave a good profit for the retailer. See to your stocks.

**Order from Your Wholesaler.**  
R. S. McINDOE, Toronto.  
WATSON & TRUESDALE, Winnipeg.  
A. H. BRITTAIN & CO., Montreal.  
W. A. SIMONDS, St. John, N.B.  
H. C. JANION, Vancouver, B.C.

Nonparell wafers, No. 1, 5-lb. boxes .....	0 32	1 lb. tins, 2 doz. to case, weight 40 lbs. ....	0 20
Nonparell wafers, No. 2, 5-lb. boxes .....	0 27	<b>MOJA.</b>	
Chocolate ginger, 5-lb. boxes	0 33	1/2 lb tins, 2 doz. to case, weight 22 lbs. ....	0 32
Milk chocolate wafers, 5-lb. boxes .....	0 38	1 lb tins, 2 doz. to case, weight 40 lbs. ....	0 36
Coffee drops, 5-lb. boxes...	0 38	2 lb. tins, 1 doz. to case, weight 40 lbs. ....	0 36
Lunch bars, 5-lb. boxes .....	0 38	<b>PRESENTATION COFFEE.</b>	
Milk chocolate, 5c bundles, 3 doz. in box, per box .....	1 36	A Handsome Tumbler in Each Tin.	
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box .....	0 90	1 lb. tins, 2 doz. to case, per lb. ....	0 27
Nut milk chocolate, 1/2's, 6-lb. boxes, lb. ....	0 38	Shipping weight, 50 lbs per case	
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 38	<b>MINTO BROS.</b>	
Nut milk chocolate, 5c bars, 24 bars, per box .....	0 90	<b>MELAGAMA COFFEE.</b>	
Almond nut bars, 24 bars, per box .....	0 90	Ref. Whol.	
<b>JOHN P. MOTT &amp; CO'S.</b>			
Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Perse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.			
Almond 10c size (for cooking) doz. ....	0 90	30c 1s, 1/2s, B. or G... 0 25	
Mott's breakfast cocoa, 2-doz. 10c size, per doz. ....	0 85	40c 1s, 1/2s, B. or G... 0 32	
Nut milk bars, 2 dozen in box .....	0 80	45c 1s, 1/2s, B. or G... 0 34	
Breakfast cocoa, 1/4's and 1/2's .....	0 36	50c 1s, 1/2s, B. or G... 0 37	
No. 1 chocolate .....	0 30	Tumbler coffee .....	0 25
Navy chocolate, 1/2's .....	0 26	Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.	
Vanilla sticks, per gr. ....	1 00	<b>MINTO COFFEE (Bulk.)</b>	
Diamond chocolate, 1/2's .....	0 24	M. Bean or Gr. ....	0 38
Plain choice chocolate liquors .....	20 30	I Bean or Gr. ....	0 35
Sweet chocolate coatings ...	0 20	N Bean or Gr. ....	0 32
<b>CONDENSED AND EVAPORATED MILK.</b>			
<b>BORDEN MILK CO., LTD.</b>			
East of Fort William, Ont.			
Preserved Per case		T Bean or Gr. ....	0 30
Eagle Brand, each, 4 doz. ....	\$6 25	O Bean or Gr. ....	0 28
Reindeer Brand, each, 4 doz. ....	6 25	Spec. Grd. Compound .....	0 25
Silver Cow Brand, each 4 doz. ....	5 75	Packed in 25 and 50-lb tins.	
Gold Seal Brand, each, 4 doz. ....	5 00	<b>FLAVORING EXTRACTS.</b>	
Mayflower Brand, each, 4 doz. ....	5 00	<b>WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.</b>	
Purity Brand, each, 4 doz. ....	5 00	1 oz. bottles, per doz., weight, 3 lbs. ....	\$ 1 25
Challenge Brand, each, 4 doz. ....	4 85	2 oz. bottles, per doz., weight 4 lbs. ....	2 00
Clover Brand, each, 4 doz. ....	4 85	2 1/2 oz. bottles, per doz., weight 6 lbs. ....	2 30
Evaporated (Unsweetened)		4 oz. bottles, per doz., weight 7 lbs. ....	3 50
St. Charles Brand, small each 4 doz. ....	2 00	8 oz. bottles, per doz., weight 14 lbs. ....	6 50
Peerless Brand, small, each 4 doz. ....	2 00	16 oz. bottles, per doz., weight 23 lbs. ....	12 00
St. Charles Brand, Family, each 4 doz. ....	3 90	32 oz. bottles, per doz., weight 40 lbs. ....	22 00
Peerless Brand, Family, each 4 doz. ....	3 90	Bulk, per gallon, weight 16 lbs. ....	10 00
Jersey Brand, Family, each 4 doz. ....	3 90	<b>CRESCENT MFG. CO.</b>	
St. Charles Brand, tall, each 4 doz. ....	4 30	<b>CRESCENT MAPLEINE.</b>	
Peerless Brand, tall, each 4 doz. ....	4 50	Special Delivered Price for Canada.	
Jersey Brand, tall, each 4 doz. ....	4 50	Per d.z.	
St. Charles Brand, Hotel, each, 2 doz. ....	4 25	1/2-oz. (4 doz. case), weight 9 lbs., retail each 15c. ....	\$1 35
Peerless Brand, Hotel, each, 2 doz. ....	4 25	1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
Jersey Brand, Hotel, each, 2 doz. ....	4 25	2 oz. (3 doz. case), weight 15 lbs., retail each 50c ...	4 25
St. Charles Brand, gallons, each, 1/2 doz. ....	4 75	4 oz. (2 doz. case), weight 17 lbs., retail each 90c ...	7 50
"Reindeer" Coffee and Milk, "large" each, 2 doz. ....	4 80	8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00. ....	13 25
"Reindeer" Coffee and Milk, "small" each, 4 doz. ....	5 50	Pint (1 doz. case), weight 29 lbs., retail each \$3. ....	24 50
"Regal" Coffee and Milk, each, 2 doz. ....	4 50	Quart (1 doz. case), weight 53 lbs., retail each \$5.50. ....	45 00
"Reindeer" Cocoa and Milk, each, 2 doz. ....	4 80	Half gallons, each, retail each \$10 .....	7 50
<b>COFFEE.</b>			
<b>WHITE SWAN SPICES AND CEREALS, LTD.</b>			
<b>WHITE SWAN.</b>			
1 lb. tins, 4 doz. to case, weight 80 lbs. ....	0 36	Gallons, each, retail each \$18 .....	14 50
1 lb. tins, 2 doz. to case, weight 35 lbs. ....		<b>GELATINE.</b>	
Add one-half cent per pound to the above.		Knox Plain Sparkling Gelatine (2-qt. size), per doz. ....	1 30
<b>ENGLISH BREAKFAST COFFEE.</b>			
1/2 lb. tins, 2 doz. to case, weight 22 lbs. ....	0 22	Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz. ....	1 30
<b>W. CLARK, LIMITED, MONTREAL.</b>			
Compressed Corned Beef, 1/4s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$19; 14s, \$37.			
Roast Beef, 1/4s, \$1.50; 1s, \$2.75; 2s, \$5; 6s, \$16.			
Bollied Beef, 1s, \$2.75; 2s, \$5; 6s, \$16.			
Jellied Veals, 1/4s, \$1.50; 1s, \$2.75; 2s, \$4.50; 6s, \$16.			
Corned Beef Hash, 1/4s, \$1.50; 1s, \$2.30; 2s, \$4.25.			
Beefsteak and Onions, 1/4s, \$1.50; 1s, \$2.75; 2s, \$5.			
Cambridge Sausage, 1s, \$2.40; 2s, \$4.			
Boneless Pigs' Feet, 1/4s, \$1.50; 1s, \$2.25; 2s, \$4.25.			
Lambs' Tongues, 1/4s, \$1.90.			
Sliced Smoked Beef, tins, 1/4s, \$1.65; 1s, \$2.65.			

# Our Tiger (50 cent line) Brooms

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

We make **Factory Brooms.**

**Walter Woods & Co.**  
HAMILTON

## Crawford Peaches

LARGEST RECEIVERS  
OF THE BEST PEACHES  
FROM

**Queenston Niagara  
St. Catharines**

HANDLING THE ENTIRE PACKS  
OF THE BEST GROWERS IN THE  
DISTRICT

**Season Now On**

PLACE ORDERS WITH US

**White & Co., Limited**  
Wholesale Fruits TORONTO

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

offer to the trade this week their own grown

		Lots	Lots
	Bskt.	10	20 up
Tomatoes	11 qt.	26c	25c
Cucumbers	"	35c	32c
	Per	Lots of	Lots
Pickling Onions	11 qt.	5	10
		80c	77c 75c
Sweet Peppers	40c	37c	35c
Egg Plants	60c	57c	55c
Apples, Duchess	40c	37c	35c

**MELONS and PEACHES** NEXT WEEK

Get Our Prices.

Ready to quote car lots potatoes, onions, tomatoes.

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

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

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

## Lake Trout and Herring

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

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

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

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

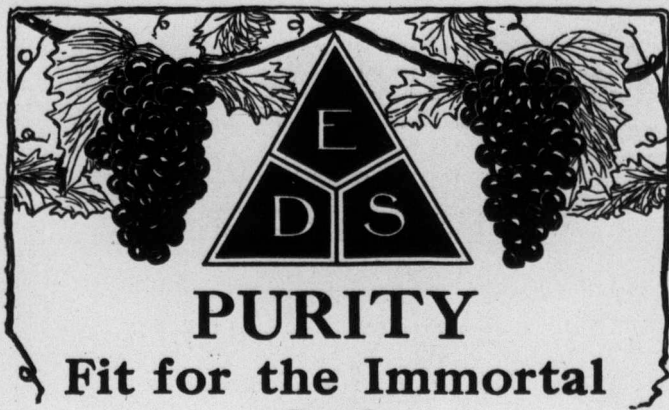
## Hot!

Well yes. Now is the time your customers want Lemons. Have you got them? Are you making Hay while the Sun Shines?

**"St. Nicholas"  
"Puck"  
"Queen City"  
"Kicking"**

**J. J. McCabe**  
Agent  
TORONTO





**PURITY**

**Fit for the Immortal Gods**

**E. D. S. Grape Juice**

No greater care and exactness could be observed in preparing the nectar of the gods than in the luscious, full-flavored E. D. S. Grape Juice.

Made only from the first pressings of the choicest Winona Concord Grapes, bottled immediately and hermetically sealed.

Our extensive advertising has laid the foundation for a large demand in your locality. Make sure they know you carry E. D. S. Grape Juice by getting it to the forefront of your displays and suggesting it to every likely customer.

Get ready for the heavy fall trade by putting in a goodly shipment now.

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

Agents:

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



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

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

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

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

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

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

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

- MALT EXTRACT.**
- Miller of Milwaukee, cs. 2 doz., cs. .... 4 40
- Miller of Milwaukee, brl. 8 doz., brl. .... 16 20

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

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

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

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

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

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

- Laundry Starches—Boxes.**
- 40 lbs., Canada Laundry .. .06%
- 40 lbs., boxes Canada white gloss, 1 lb. pkg. .... .06%
- 48 lbs. No. 1 white or blue, 4 lb. cartons ..... .07%
- 48 lbs. No. 1 white or blue, 3 lb. cartons ..... .07%
- 100 lbs., kegs, No. 1 white ..... .06%
- 200 lbs., bbls., No. 1 white ..... .06%
- 30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. .... .07%
- 48 lbs. silver gloss, in 6-lb. tin canisters ..... .08%
- 36 lbs., silver gloss, 6-lb. draw lid boxes ..... .08%
- 100 lbs., kegs, silver gloss, large crystals ..... .07%
- 28 lbs., Benson's Satin, 1-lb. cartons, chrome label ... .07%
- 40 lbs., Benson's Enamel (cold water), per case ... 3 00
- 20 lbs., Benson's Enamel (cold water), per case ... 1 50
- Celluloid—boxes containing 45 cartons, per case ..... 3 60
- Culinary Starch.**
- 40 lbs. W. T. Benson & Co.'s prepared corn ..... .07%
- 40 lbs. Canada pure corn starch ..... .06%
- (120-lb. boxes ¼c higher.)
- Casco Potato Flour, 20-lb. boxes, per lb. .... .10

- BRANTFORD STARCH.**
- Ontario and Quebec.
- Laundry Starches—Canada Laundry—**
- Boxes about 40 lbs. .... .06
- Acme Gloss Starch—
- 1-lb. cartons, boxes of 40 lbs. .... .06%
- First Quality White Laundry—
- 3-lb. canisters, cs. of 48 lbs. .... .07%
- Barrels, 200 lbs. .... .06%
- Kegs, 100 lbs. .... .06%
- Lily White Gloss—**
- 1-lb. fancy carton cases 30 lbs. .... .07%
- 8 in case ..... .05

In buying  
**KETCHUP**

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

**Try It and See**

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

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

**Domestic Fruits**

We receive fresh consignments  
of the very finest quality every  
morning. Our prompt service  
will appeal to you if you try it.  
Let us have your orders.

**Imported Fruits**

Full line of all seasonable varie-  
ties in stock at all times, but we  
make a specialty of **Bananas**.  
We import only the best and  
have the most improved facili-  
ties for handling. Are you one  
of our satisfied customers? If  
not, order to-day.

—  
"THE HOUSE OF QUALITY"  
—

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

**Tin Cans**

Plain or Decorated

**Fibre Cans**

All Fibre or with Metal Ends

Two Completely Equipped  
Factories Well Located to  
Serve the Canadian Trade

**AMERICAN CAN COMPANY**

MONTREAL .: HAMILTON



*"I have sold PURE GOLD EXTRACTS for twenty-five years and have never yet had a complaint as to quality,"*

was the remark made by a leading grocer to one of our travellers. Surely this is a convincing argument in favor of

## Pure Gold Extracts

Why experiment with numerous brands of Extracts, many of which are "here to-day and away to-morrow" when you can be assured of satisfaction by handling a brand of Extracts well known and recognized by competent housekeepers as a standard of quality?

**PURE GOLD MFG. CO.**  
LIMITED  
TORONTO

# Furnivall's

FINE  
FRUIT  
PURE JAM

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

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



**Furnivall-New  
LIMITED**

**Hamilton, Ontario**

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

## WINNING THE BUYER'S FAVOR

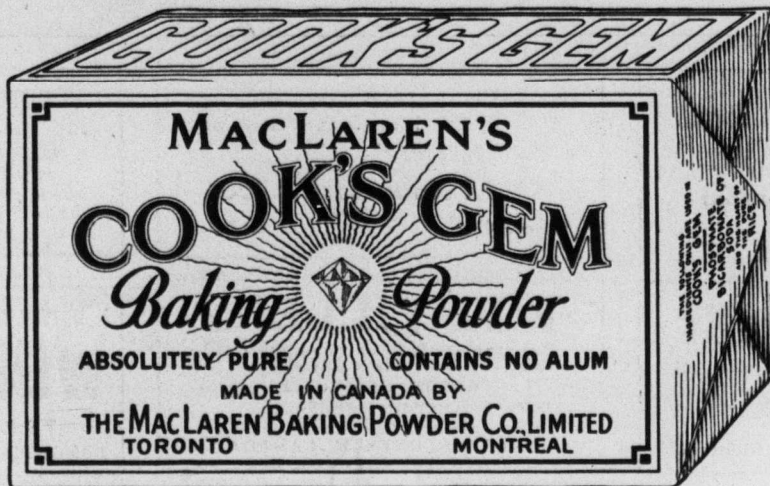
**T**HE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be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

# ATTENTION

Gentlemen of the Baking Powder Interests:—

When you come down to actual dollars and cents, the well known brand of

SELLS AT  
25c, 15c, 10c  
and 5c.



PUT UP IN  
16-oz., 8-oz.,  
4-oz. and 2-oz.  
Packages.

is your truest friend.

We shall be glad if you will take advantage of the exceptional opportunity offered to make our acquaintance at the Canadian National Exhibition.

**MacLaren Baking Powder Co., Limited, 41-45 Lombard St., Toronto**

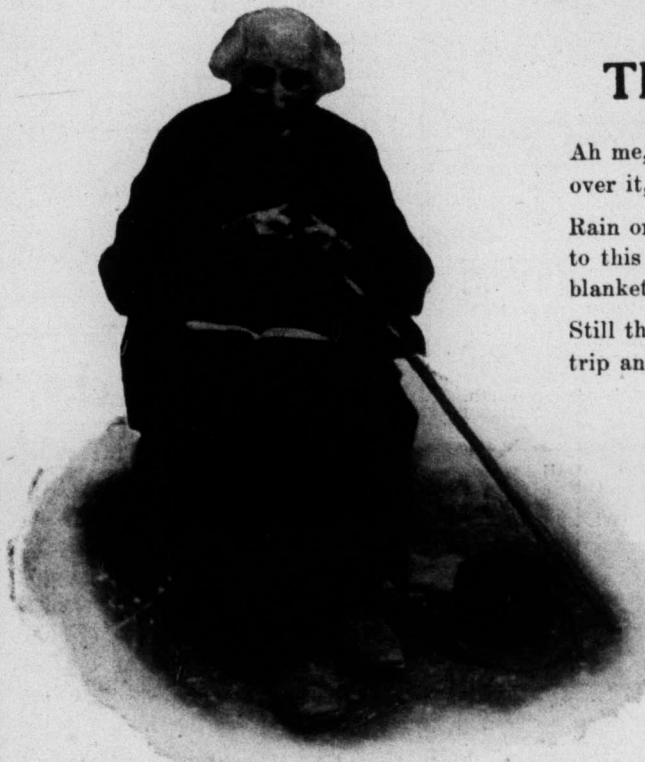
Write for Prices and Terms.

No. 12

## *Chats with "Old Baba"*

(Canada's 105-year-old Pioneer)

### The Trip Up the St. Lawrence



Ah me, lad, and it was a slow trip—a flat-bottomed boat with no cover over it, on deck with side seats and dragged by teams of horses.

Rain or shine was all the same to us on that long last end of our voyage to this country. At night we went ashore and laid on the sand with a blanket around us and the sky overhead.

Still there were many nice people on the trip and lots of good chewing tobacco to while away the time. Do you know, lad, a good chew of **King George Navy** is a mighty good companion. Smith, down at the corner grocery, says he sells more **King George** every day.



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

Quebec and Winnipeg

# Buyers' Guide

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

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

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

**ASSIGNEES AGENTS LIMITED**  
154 Simcoe Street TORONTO  
COLLECTIONS ASSIGNMENTS  
Book-debts are monies in the other  
man's pocket. Use our special collec-  
tion service—charges moderate, no col-  
lection, no charge. Phone Adelaide 919.

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

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

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

## CLASSIFIED ADVERTISING

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

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

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

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

### FOR SALE

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

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

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

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

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

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

### WANTED

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

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

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

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

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

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

**WANTED—HIGH-GRADE MEN TO CALL**  
on grocery trade in connection with Star Egg  
Carriers and Trays. Nationally advertised  
and used by more than 59% of the grocers  
of the country. Exceptional opportunity for  
high-grade men with real selling ability. See  
our ad. this issue. For particulars write  
Star Egg Carrier & Tray Mfg. Co., Rochester,  
N.Y.

### MISCELLANEOUS

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

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

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

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

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

**EVERY MERCHANT WHO SEEKS MAXI-**  
mum 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.

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

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

## Want Ads.

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

**Try it out**

# McLEOD'S SPECIAL FLOUR

McLEOD'S FLOUR IS ALWAYS RIGHT

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

The McLeod Milling Company, Limited  
Stratford, Ontario.



## Here's Where You Come In—

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

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

And that's where you come in.

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

Write your nearest wholesaler or direct.

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

## Exquisitely Delicious

for cold desserts, pudding sauces, icings, confections.

### MAPLEINE

The Master Flavor, rich and mellow.

Order from  
**Frederick E. Robson & Co.**  
25 Front St. E., Toronto, Ont.

**Mason & Hickey**  
287 Stanley St., Winnipeg, Man.  
**CRESCENT MFG. CO.**  
SEATTLE, WASH.



# OAKLEY'S KNIFE POLISH

20-102-11111111



JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

AGENTS

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

## Put Your Credit Accounts on the Right Side of the Ledger

Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

### ALLISON COUPON BOOKS

Are in Use All Over the World.

#### HERE'S HOW THEY WORK:

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



For sale everywhere by jobbers.

**ALLISON COUPON COMPANY**  
Indianapolis, Indiana, U.S.A.

CANADIAN GROCER

---

# WAGSTAFFE'S



Strawberry, Raspberry  
Black Currant, Gooseberry  
Red Currant

1915 Pack Now Ready for Delivery

One of the largest packs in the history  
of the concern of 1,500,000 lbs.  
of Strawberry Jam alone

Quality is Always in Demand

**WAGSTAFFE'S LIMITED**  
HAMILTON, CANADA

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# Kitchener ought to be a Schoolmaster

CONTENDS STEPHEN LEACOCK. So ought Theodore Roosevelt and the Grand Duke Nicholas. Indeed there are any number of unclaimed schoolmasters masquerading in the world to-day as kings and captains.

Stephen Leacock has broad and original ideas on the question of the teaching profession, which he outlines in the course of an article, "The Lot of the Schoolmaster," in September MacLean's. Now Stephen Leacock is a

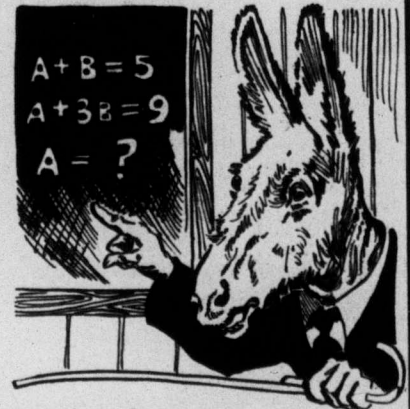
humorist—the greatest since Mark Twain—and, although he is quite in earnest when he takes up the cudgels for the teacher, he just naturally goes at it in that inimitable way of his. It makes a very readable as well as instructive article.

In the first place he shows that, because there is no future in it, those who enter the teaching profession do so with the idea of getting out of it into something else. This elicits the terse comment:

"Who would wish to be treated by a doctor who was saving up money to become a ship captain? Who would put money in a railroad if it were known that the president and the traffic manager and the rest of them were merely doing their work to get enough money to be opera singers? Is a judge saving money to be a poet or a lawyer waiting to run a hotel?"

And so he goes on to point out how important teaching is and what qualifications the schoolmaster should have. Professor Leacock has it all figured out that schools could be established where tuition fees would be \$2,000 a year (plenty of parents could be found to pay such fees. You may see them in any up-to-date grill-room eating asparagus at a dollar a plate), and where teachers would be paid up to \$50,000 a year. Then——

But you must read his version of it. He knows the business—has been all through it himself. He understands the parent's absorbing interest in his lop-eared boy, and what is needed to turn that slab-sided child into a valuable citizen. He knows that the schoolmaster is laying the foundation of the careers of the men who are to lead the next generation and also that the best stuff is being knocked out of a large number of the rising hopes. And so his solution of the difficulty is well worth reading.



*It is only one of thirty remarkable features in the September number of*

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