

**PAGES
MISSING**

FEATURING A NEW "CO-OPERATIVE" CONCERN

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVIII

PUBLICATION OFFICE: TORONTO, SEPTEMBER 25, 1914

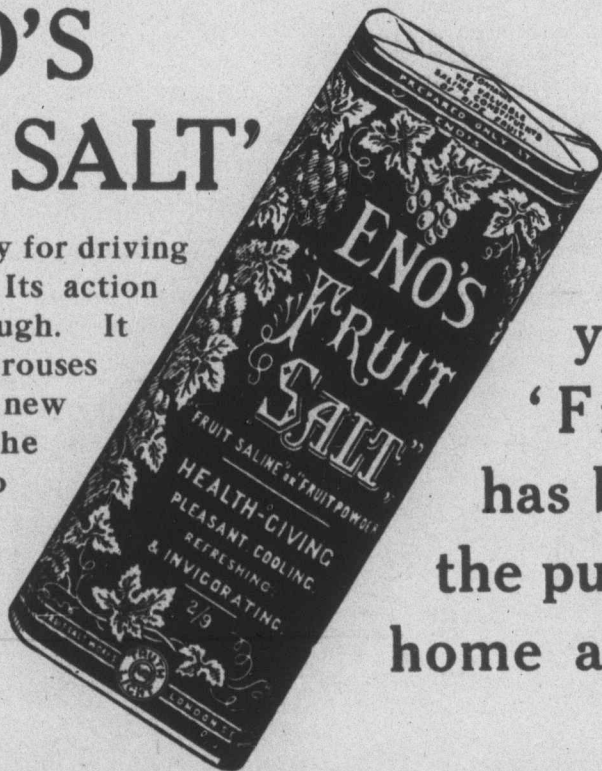
No. 39

A Natural Remedy

There is no simpler, safer, or more agreeable preparation than

ENO'S 'FRUIT SALT'

The approved remedy for driving out disease germs. Its action is quick and thorough. It clears the intestines, rouses the torpid liver to new life, stimulates the mucous membrane to a healthy action, and cleanses and invigorates the whole digestive tract.



For more than forty years Eno's 'Fruit Salt' has been before the public both at home and abroad.

Largely advertised and well established, it is now in **good demand**, and is therefore bound to carry with it enquiries for other lines.

Should consequently be stocked by all Chemists, Grocers and Stores.

Prepared only by **J. C. ENO, Limited**, 'FRUIT SALT' Works, London, Eng.

CANADIAN GROCER

60%
Profit



People will
economize, but—
will still eat Chocolates

Very few of your customers will eliminate chocolates from their little pleasures even during stringent times, but instead will buy less expensive kinds.

“BORDO”

*spells fine quality at a
very moderate price*

Push “Bordo” Sales

because they produce a good sound profit of 60% and satisfy your trade, helping them to economize without debarring themselves of the toothsome sweetmeats they have been used to.

Packed in 10c. packages, ½ lb. boxes, 1 lb. boxes, 5 lb. boxes.

Send for Free sample box. Yours for the asking.

It is the name of the chocolate that is different in flavor, of high quality, pure and wholesome. One flavor only and one that will please your most particular patrons.

The Montreal Biscuit Co.
The Originators MONTREAL



A New Delight at
Every Meal

O - E A T - A

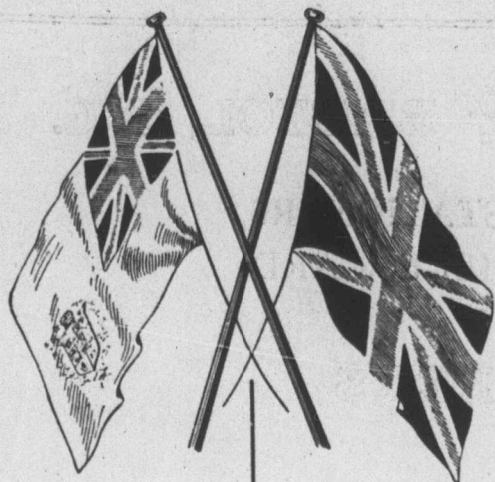
These dainty pickles add an appetizing deliciousness to every meal. The more your customers eat the more they want. Start them out with a few good displays. Show them in the window or on your counters. The distinctive bottle and neatly packed pickles will make the display stand out particularly strong. The result makes it worth while.

The T. A. Lytle Company, Limited

“Canada’s Largest Pickle Industry”

STERLING ROAD

TORONTO



*The British Fleet
has proven its supremacy*

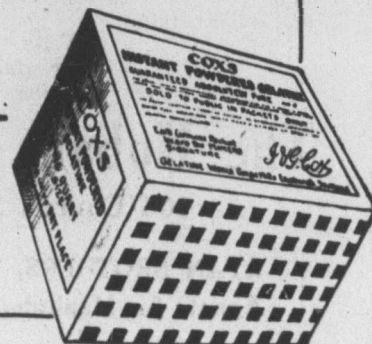
Transportation between Canada and the Motherland is going on almost the same as usual. And dealers can still supply their customers with

COX'S

Instant Powdered Gelatine

—the standard the world over. It has an exceptionally large sale throughout Canada. Housewives appreciate the economy and deliciousness. A delicious dessert jelly can be prepared in a moment. Dealers realize a good profit on every sale. They find it pays to sell the better quality gelatine—they stock and display *COX'S*.

British made —————



E. S. & A. ROBINSON, L^{TD}. BRISTOL, ENG.

EXPORT MANUFACTURING STATIONERS,
COLOR PRINTERS—COLLAPSIBLE CARD-
BOARD BOX MAKERS.

PAPER BAG MAKERS

SPECIALITIES:—

TEA AND COFFEE BAGS.
LABELS, LITHOGRAPHED AND EMBOSSED
SHOWCARDS—CALENDARS.
OFFSET AND EMBOSSED LETTER-HEADS.
ENVELOPES OF EVERY DESCRIPTION.
EVERYTHING IN PAPER AND PRINTING
FOR THE MANUFACTURING PACKER.

Mail Enquiries for Samples and Quotations, to

E. S. & A. Robinson Ltd., Bristol, England

The "Hobart" Mill

*—not an expense, but
a wonderful economy*

With the European war necessitating the advance in price of many articles on the grocery list, it is apparent that the grocer will have to economize and increase his profits wherever possible.

Coffee may be made a better producer. If you are handling ground, bulk or package coffee, you are missing an opportunity to save.

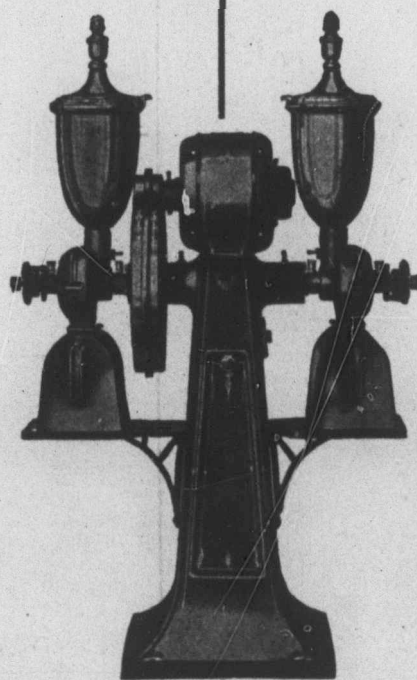
Install one of the Hobart Coffee Mills (a size for every requirement) and grind your own coffee beans. Save enough in a few weeks to pay for the mill—give your customers better coffee for their money—always fresh and full strength.

Write for full information
for increasing coffee sales.

The Hobart Manufacturing Co.

105 Church Street, Toronto, Canada

RYAN BROTHERS, 110 James Street East, Winnipeg,
Agents for Manitoba, Saskatchewan and Northern Ont.



Sell Pure Jams —they give better satisfaction and are most economical

In these days of economy, customers are looking for best money value. By selling them pure E.D.S. Jams or Jellies they get exactly what they are paying for and 100 per cent. value at that. E.D.S. Jam is not a mixture or compound, it is absolutely pure.

Every sale means lasting satisfaction to your customers.

Moreover, E. D. S. Fruit Products are extensively advertised — the ads. are working with the dealer in creating more sales and profits.

Prices on main lines have not been advanced on account of the war.



Made only by
E. D. Smith & Son
Limited
WINONA ONTARIO

AGENTS:

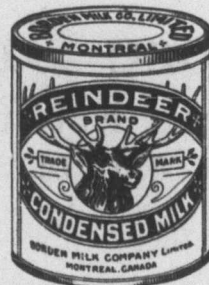
NEWTON A. HILL	-	Toronto
W. H. DUNN	-	Montreal
MASON & HICKEY	-	Winnipeg
R. B. COLWELL	-	Halifax, N.S.
A. P. ARMSTRONG	-	Sydney, N.S.



Now is the time to feature hunters' supplies

October—the hunters' season—is almost here. Men are getting ready—they are busy filling their food hampers. Among other things what would the hunter enjoy more than a cup of delicious hot coffee or cocoa after a hard day's chase? Reindeer Coffee or Cocoa is not only convenient to carry, but it can be prepared in a moment by simply adding hot water.

This is your opportunity for more sales—a display of Reindeer will produce profitable results.



Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

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

JAPAN TEA is now practically the only natural green leaf tea on the market. Our shipments are coming forward regularly.

FURUYA & NISHIMURA

Extracts come and extracts go, but we go on for ever—Jonas' Extracts

(With apologies to Tennyson)

Since the first bottle of Jonas' Extract was manufactured in 1870, over forty-four years ago, many a new brand has sprung up, bloomed and died—Jonas' still go on taking deeper root every day, making new friends and holding the old. Most of our patrons of forty-four years ago who are now in business are still handling an increasing quantity of these superior extracts. They're pure, of finest flavor and fullest strength.

Push Jonas' Extracts

HENRI JONAS & CO. (Established 1870) Montreal



**Rose Brand
Pure Fruit Jam
THE PEOPLE'S PRICE**

You will find the general public demanding lower priced, yet pure fruits.

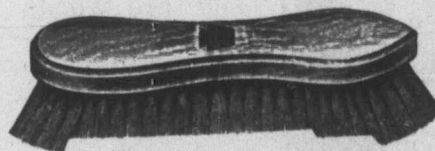
Here it is, the finest fruits, fresh picked and ripe, combined with fine quality apples. Rose Brand Jams, etc., sell at a price that meets the public approval. All orders for Rose Brand and Harvest Brand Jams, Jellies, Catsups and Vegetables filled from 1914 pack.

Write for prices.

**Fretz Limited
HAMILTON, ONT.**

Agents

Amos B. Gordon Co., Toronto,
Ont.
General Sales Agents.



The above cut shows an article of daily use in every household in Canada. We specialize on

**Scrubbing
Brushes**

and have the cost of this class of goods reduced to a minimum. The Dealer gets the advantage of this when he buys our Brushes. We have a large range in every class of material which show good margins of profit in lines to retail from 10 cents to 25 cents. Remember it's the **KEYSTONE BRAND**.

**Stevens-Hepner Company
Limited
Port Elgin, Ontario.**

Sixty-Six Per Cent.

According to the latest statistics the retail prices of the principal articles of food advanced sixty-six per cent, in fourteen years. The price of

Shredded Wheat

in all that time has remained the same, and it is just as strengthening and nourishing as it was fourteen years ago—a complete, perfect, whole wheat food. You can help your customers solve the problem of the high cost of living, by telling them about Shredded Wheat. Two Biscuits, with hot milk or cream and a little fruit, will supply all the nutriment needed for a half day's work at a cost of four or five cents.

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

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

Made by

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



Toronto Office:
49 Wellington St. East.

(35-A)

GIPSY StoveGloss

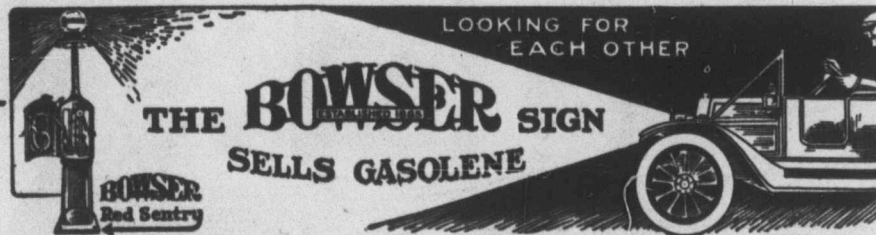
—the kind they come back for every time.

Need we say any more than that?

Order from your Wholesaler.

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 & Yukon: Creeden & Avery, 117, Arcade Buildings, Vancouver, B.C.



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

BOWSER

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

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

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

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

You can't afford to be without it



Every customer who doesn't get what he asks for
will go to the other fellow next time

The Nugget Polish Co. Limited

9, 11 and 13 Davenport Road
TORONTO

CANADIAN GROCER



THE EVIDENCE OF QUALITY



War or no war, Simcoe Baked
Beans are the best food value
on the market.

Order Now

DOMINION CANNERS LIMITED
HAMILTON, CANADA

You Will Want To Recommend Shirriff's

If you will try a bottle of Shirriff's True Vanilla in your own home—if you will have your wife flavor cakes, puddings and sauces with it—you will want to recommend it to your customers.

Shirriff's True Vanilla

is a product of superlative merit. Grocers can take pride in saying "I use it in my own home and I'm sure that once you use it, madam, you will never want to use ordinary vanillas again."




Certainly, grocers who use Shirriff's True Vanilla in their own homes—and thousands of them do—will not want to see their customers continue to use the ordinary kinds when a little persuasion will get them to use Shirriff's.

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

 If you will write us, we will send you a regular size bottle of Shirriff's True Vanilla to try in your own home.

From Clothes-Pins Up

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

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

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

Your wholesaler can supply you.



**The Wm. Cane
& Sons Co.**
LIMITED
NEWMARKET
ONTARIO

*Science and
Practice go
hand in hand
in "Arctic"
Refrigerator
Construction*

Send for Catalog
and prices.

John Hillock & Co., Limited
TORONTO

AGENTS:—Western Ontario: J. H. Galloway & Co., Hamilton.
Saskatchewan: Western Butchers' Supply Co., Regina, Sask.
Montreal: W. S. Silcock.

"SOVEREIGN"
SALMON

FINEST BRITISH COLUMBIA

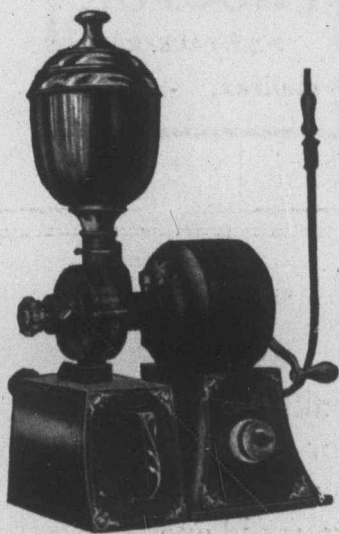
SOCKEYE



QUALITY
IS OUR FIRST
CONSIDERATION

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

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



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

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

Have you a copy of Catalogue 913C?

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

COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

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

Furnivall's
FINE
FRUIT
PURE JAM

Now is the time to place your order for Fall and Winter requirements.

We can supply you with pure, high quality Jam at normal prices.

Ask your wholesaler for price list. We guarantee satisfaction.



**Furnivall-New
LIMITED**
Hamilton, Ont.

AGENTS: Halifax, B. C. Woodworth, 533 Robt St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ottawa, E. Archdeacon; Toronto, Dunn-Hortop Co.; Fort William, W. F. Elliot; Winnipeg, H. P. Pennock & Co., Ltd.; Edmonton, Alta., Geo. C. Benjamin, 629 Fourth St.

Tartan BRAND

THE SIGN OF PURITY

You can rely on us to give you Best Service and Best Prices possible during the present unrest and trouble.

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

'Phones: No. 3595, 3596, 3597, 3598, 748, 462; 1807 Night 'Phone.

A store convenience — costs little — gives big service



Holds every size bag from ¼ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one. Write for Prices and detailed particulars.

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

APPLES

WE OFFER

1,000 Barrels first-class
Fall and Winter Apples
—all from sprayed
orchards.

O. E. Robinson & Co., INGERSOLL
ONTARIO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

In our Classified Columns on page 55, 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.

IN A CLASS BY THEMSELVES



That is
what we
claim
for



Clark's Pork and Beans

You ask "WHY"?

Because nothing but absolutely the purest and best is used
in their preparation.

Because they enable you to hand your customer the high-
class article at a moderate cost.

Because they have by far the largest sale in the Dominion
of Canada.

DON'T LAG BEHIND.

GET YOUR SHARE OF THE SALES

W. CLARK, LIMITED, MONTREAL

THE NAME "FAIRBANK" MEANS SOAP SURETY

The Gold Dust Twins Make the Whole World
Brighter



Billboards, street cars, magazines and newspapers have carried the GOLD DUST message to housewives everywhere and GOLD DUST is recognized by your customers as the cleanser that saves them most work.

GOLD DUST is so well known that it sells itself if displayed, but a word from you as to its qualities means quicker sales.

"RECOMMEND GOLD DUST—EVERY SALE
MEANS ANOTHER."

The N. K. Fairbank Co., Limited
MONTREAL

Could more tobacco profits be coming your way?

Perhaps you have not tried the three popular leaders. In order to get the better satisfaction and profit you should stock these three favorite brands:

"Master "King George's "Rose
Mason" Navy" Quesnel"
SMOKING CHEWING PLUG SMOKING

Rock City Tobacco Co.
LIMITED
QUEBEC, WINNIPEG

Richards

QUICK NAPTHA
THE
WOMAN'S SOAP

The Sign of a Good Buy in Soaps

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

The Richards Pure Soap Co.
Limited
Woodstock - Ontario

"M.M." Pickle

"Crowns the Feast"

The presence of "M.M." Pickle in a store gives tone to the store, besides its delicious piquancy, pleases all old customers and brings many new ones.

We invite inquiries and appreciate your orders.

John Burgess & Son, Ltd.

(Established 1760)

Sauce and Pickle Manufacturers
LONDON, ENGLAND

Sole Canadian Agents:
Davidson-Bowles, Limited
86 Wellington Street West
TORONTO

"LUNA" Brand

NORWEGIAN SARDINES

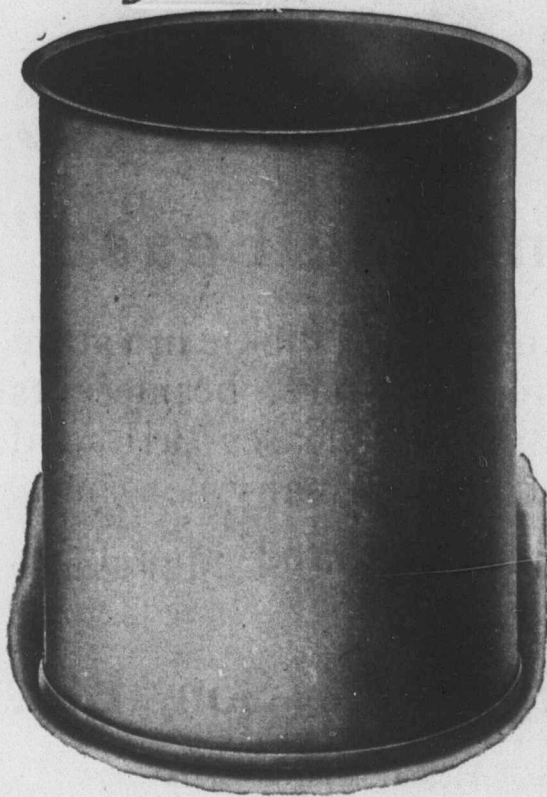
Small, choice smoked fish of delicious flavor in the highest quality Pure Olive Oil.

Our prices make "LUNA" Brand most interesting to the Grocer.

We solicit your inquiries and orders.

Sole Canadian Agents:
Davidson-Bowles, Limited
86 Wellington Street West
TORONTO

The OVERSEA EXPORT CO., Limited
CHRISTIANIA, NORWAY.



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

A JUST WAR

has been waged and won against those adulteraters who have been the cause of lowering the standard of Canadian Maple Products.

A new era

for the Maple Industry is dawning and a Bill has been passed by the Government which goes into effect on January 1st, 1915, forbidding the use of the word "Maple" on any product that is not the absolutely pure product of the Maple sap.

Clear your shelves of all brands not absolutely pure and protect yourself against the inspector's call. Stock



"Pride of Canada"

The brand that in face of unfair competition has dauntlessly stood for Absolute Purity.

The pure maple syrup and sugar are the most delicious **Made in Canada** products, and with protection against the adulteraters will increase greatly in popularity. Encourage and get your share of this increase by offering your customers only the best—Pride of Canada.

Maple Tree Producers' Association

58 Wellington Street, MONTREAL

St. Lawrence Sugars

We are glad to advise that we are catching up with our orders and are now making fairly prompt shipments.



THE TEST OF TIME

For more than forty years, Electric Paste Stove Polish has met every requirement of thousands upon thousands of critical housekeepers.

What more could you ask? Have you tried it yet?



Place your order now, so as to avoid delay, as we are away behind on our orders. Selling agents for Canada are—

D. J. McLeod & Co., Edmonton, Alberta; Orr & MacLain, Winnipeg; E. B. Thompson, Toronto, for Western Ontario; G. C. Warren, Regina, Sask.

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

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

CHARLES H. COLE

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

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

**MORROW & COMPANY
CEREALS**

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

"We are in the market for White Beans, small or large lots. Send samples and prices immediately."

**W. H. Millman
& Sons**

Wholesale Grocery Brokers
TORONTO

**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

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

HENRI DE LEEUW

28 Front Street E. TORONTO

I solicit Agencies of large Canadian Packers, Evaporators, Flour Mills, either for Canada or abroad. Submit me prices and samples. I have large foreign enquiries.

WESTERN PROVINCES.

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

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG.

We solicit accounts of large and progressive manufacturers wanting live representatives.

**G. C. WARREN, REGINA
SASK.**

Importer, Wholesale
Broker and Manufacturers'
Agent.

Trade Established, 15 years.
Domestic and Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

LEADLAY LIMITED

Grocery Brokers
and Importers

WINNIPEG TORONTO CALGARY
3321 Bannatyne 309 King St. W. 510 Ninth Ave. W.

**W. H. Escott Co.,
LIMITED**

Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants

WINNIPEG REGINA
CALGARY EDMONTON

**Hamblin & Brereton
LIMITED**

Importers and Manufacturers' Agents.
Winnipeg, Calgary, Vancouver.

We call on the Jobbing and Retail Trade.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG MAN.
Domestic and Foreign Agencies
Solicited.

**COCKBURN-NOLAN CO.
Limited**

Importers, Brokers and Commission
Merchants
Representing Pugsley-Dingman Co.,
Limited, Canned Foods, Limited.
312-314 Ross Avenue, Winnipeg.

WESTERN PROVINCES—Continued.

**H. G. SPURGEON
WINNIPEG**

Wholesale Broker and Manufacturers'
Agent
Canadian, British and Foreign Agencies
Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

FRANK H. WILEY

IMPORTER & BROKER

Specials just landed:—

CITRIC ACID TARTARIC ACID
OIL OF LEMON SALT PETRE

757-759 Henry Ave. WINNIPEG

Ruttan, Alderson & Lound, Ltd.

Successors to

RUTTAN & CHIPMAN

Commission Brokers

WINNIPEG. MAN.

BRITISH COLUMBIA.

The Campbell Brokerage Co.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and track-
age. Shipments stored and distributed.
Can give special attention to a few
good agencies.

857 Beatty Street, - Vancouver, B.C.

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.

SPLENDID CONNECTION

Amongst the Jobbers and Retailers.
I am open for a few more agencies,
and can handle them to advantage.
Have You a Line of Candy Gross
Goods?

The CLAUDE BEAUCHAMP Imports
Limited.

223 Commissioners St., Montreal.

Agencies Solicited

For many years have had first-class con-
nection with both retail and wholesale
grocery trade.

J. W. Lapointe

458 St. Antoine St. Montreal

When writing advertisers kindly

mention having seen the ad.

in this paper.

If Canada Were INVADED?

Has been demonstrated by Belgium in these last thirteen or fourteen days, when the homes of their citizens have gone up in flames, when their wives and their children have given up their lives, and when their own bodies, as strong and as valiant as ours, have been shattered by the grim weapons of war. We have not had that experience. **But it may yet be ours.**

—Sir George Foster in House of Commons.

What would happen if a hostile force attempted an invasion of Canada? Could the enemy force its way into the interior of the country?

Invasion seems improbable, but it is not impossible at this day when every interest of Europe is fused in the melting pot of a terrible, menacing war. It's a big if—but if Canada were invaded—what?

Maclean's Magazine for October has a strong and authoritative article on what might happen, if the Dominion became the seat of hostilities. This article will deal with the subject from a purely military standpoint. It is the **one** war article that every Canadian will want to read.

If you are not a regular reader of MacLean's, start with the October number.

MacLean's Magazine - \$2.00 a year

MACLEAN PUBLISHING COMPANY, LIMITED
143-153 University Avenue, Toronto



CANADIAN ARTILLERY CORPS ON THE MARCH

THOSE WHO KNOW

the delicious uses of

MAPLEINE

will thank you for supplying them.

ORDER FROM
Frederick E. Robson &
Co., 25 Front St. E.,
Toronto, Ont., Canada,

Mason & Hickey,
287 Stanley St.,
Winnipeg, Man., Can.

CRESCENT MFG. CO.
SEATTLE, WASH.



OAKLEY'S
WILL-ZUHOZ
KNIFE
POLISH



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

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McDermed St., Winnipeg.

20th Century Retailing DEMANDS the
use of

ALLISON COUPON BOOKS



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

HERE'S HOW
THEY WORK:

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

For Sale Everywhere by Jobbers.

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.



Georgian Bay Apples

Famous the World over for keeping and for quality. Our Beaver Brand the best of these. We are packing and carefully grading this year. Our stock is fine this year. Can quote Fall and Winter in boxes and barrels. Quality never better and prices reasonable.

Winter stock, good per cent. of Spies, also good per cent. No. 1. Carlots our specialty. Write for prices.

Can also quote Crab Apples and Pears.

Beaver Brand Evaporated Apples. We can quote in large or small quantities. Where once tried, they are repeaters and sell themselves. Buy the best and sell more. Enquiries cheerfully answered.

ELLIS BROS.

Meaford, Ont. Box 130
Phone 79, Evap. 177, Residence 175

Apples

We will pack

10,000

barrels

of the celebrated
Georgian Bay Apples
this Fall. Place your
orders early.

LEMON BROS.

Owen Sound, Ontario

Don't
forget

"Aurora"

The best brand of
Valencias

J. J. McCabe

AGENT

TORONTO, ONT.



Let us prove to you in your own factory that we have a perfect seal for glass



With the cost nowhere in proportion to the satisfactory results obtained by their use, air-tight sealed glass containers are fast jumping into popularity in Canada, as they already have in the United States.

The unsightly tin has no longer a place on the shelf, for the general idea among the consumers is that it must contain cheap goods and they treat it like a "sight unseen" game.

The fruits or other products show to advantage in glass, and with the Anchor Cap Vacuum and mechanical seal there is no possible chance of spoilage or leakage. Tumbler, jar or bottle may be resealed by the housewife after being opened.

Seal your products under a vacuum and win the repeat orders of the trade.

Write for catalog and price list, or have our representative call.

Anchor Cap & Closure Corporation of Canada, Ltd.
Sudbury St. West, Foot Dovercourt Road
TORONTO, ONT.

NO DUST NO DIRT NO SIFTINGS

Nothing but pure, virgin tea leaves in

"SALADA"

TEA

The scrupulous cleanliness observed from the Gardens to the aluminum packages and the latest dust-extracting machinery in our factory, combine to produce a practically dust-free tea.

This is just one of the many reasons why "SALADA" is appreciated to such a degree by a discriminating public.

"SALADA"

MONTREAL

TORONTO

LONDON, ENG.



You can give

your customers a better quality at the regular price when you sell them

CHINESE STARCH

And they'll come back for more, for there is no other starch that will produce results equal to those obtained with Chinese Starch.

Show your next customer a package of Chinese Starch and explain to her that it is so made that the iron will not stick.

The pleasant, clean-smelling odor imparted by Chinese Starch is another reason why this is the most popular starch sold in Canada to-day.

Freight charges paid on all orders of 2 cases or more.

Ocean Mills - Montreal

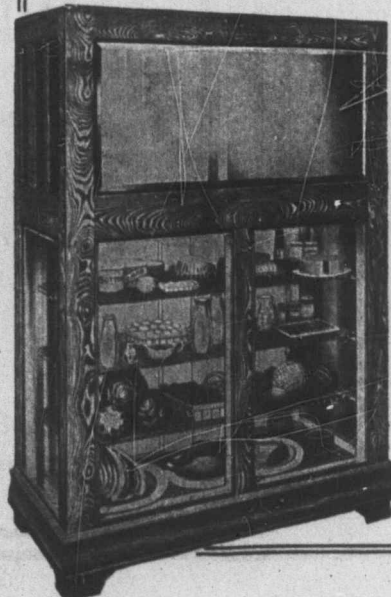
What chance for success has an army without good fighting equipment?

Likewise, what chance for success has a dealer without good store equipment? Practical and successful dealers know that a good Refrigerator plays the most important part in winning business battles—making sales and profits.

Eureka Refrigerators are built on the most scientific principles of cold, dry air circulation—they reduce loss from spoilage to a minimum. By installing a Eureka you will not only save many dollars, but you will have the benefit of the sales-pulling power of good display of perishables.

Eureka Refrigerators are backed by over 28 years' experience in refrigerator building and are absolutely guaranteed.

Catalog and prices on request.



Eureka Refrigerator Company

Limited

31 Brock Ave.

TORONTO

Let us introduce Colman's *SAVORA* to you
The new delicate, appetizing condiment

for meats, soups, fish, etc.—a condiment that combines delicate aroma with delicious flavor.

This new appetizer needs only to be tried to be appreciated—one taste will convince you that it will meet the popular approval.

Why not write a postal to-day, asking for a small trial order? Try a bottle yourself, at our expense.

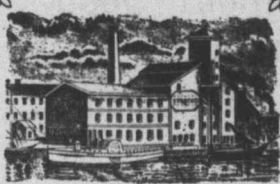


Magor, Son & Co., Limited

AGENTS FOR DOMINION OF CANADA

403 St. Paul St., Montreal

30 Church St., Toronto



**W. T. BENSON & CO.'S
CANADA
PREPARED CORN**
FOR CULINARY PURPOSES

This most delicious of all preparations for BLANC MANGE, PUDDINGS, CUSTARDS, INFANTS' FOOD, &c., is universally acknowledged to be superior to any preparation of a similar kind from the United States or Great Britain; is

GUARANTEED PURE

and superior to any similar preparation ever offered to the public; has taken **FIRST PRIZES** at all CANADIAN EXHIBITIONS and received the

PRIZE MEDAL

AT THE
International Exhibition, London, 1862
AND AT THE
Centennial Exhibition, Philadelphia, 1876

MANUFACTURED AND REFINED BY
THE CANADA STARCH CO., LIMITED
EDWARDSBURG WORKS
CARDINAL, ONT.
OFFICE: MONTREAL, QUE.
CANADA

Every housekeeper in Canada knows this familiar yellow package contains

**BENSON'S
PREPARED CORN**

and that it is the best summer food on your shelves. So she doesn't leave it there long.

Quick turnover gives you a splendid profit.

Made by

Canada Starch Co., Ltd.
Montreal Cardinal Brantford

CANADIAN GROCER

VOL. XXVIII

SEPTEMBER 25, 1914

No. 39

Some Extravagant Co-operative Statements

The Prospectus of the Householders' Co-operative Stores, Limited, of Toronto, Reviewed — New Concern Intimates it Purchases from Manufacturers and Then Criticises Wholesalers for Not Selling It—Sample of the House to House Canvas —Are Stores Opening Daily?

EVERY time the impression gets abroad that foodstuff prices are being unduly enhanced, some new concern with a cut-out-the-middleman policy jumps to the front and attempts to make the people believe they are being robbed. The present war and the unfounded campaign being waged in the newspapers against high food prices have naturally been the psychological moment for a number of such concerns. In Toronto to-day we find at least a couple taking advantage of the scare to establish their new-fangled methods of merchandising, and in the literature of one being distributed are to be found some very interesting and extravagant statements.

The first statement to be found in their prospectus is this: "The Grocer who condemns our plan is the enemy of Economy."

The next is really the interesting feature of the entire plan. It is pointed out that the customer gets 20 per cent. cash discount—and "you don't have to wait. It is paid immediately." This will surely make one gasp, and particularly the retail dealer who has only been making a gross margin of 20 per cent. Following this in big black type is a most magnanimous and fine-sounding offer: "We give all we can for what we get, instead of getting all we can for what we give." In fact, throughout the entire prospectus there is intended to be conveyed the impression that where the consumer is now dealing he or she is being charged excessive profits—which every dealer who has been through the mill knows to be absolutely false.

A Mighty Big Discount.

On the front page of the same piece of literature is to be found this: "You save 20 cents every time you spend a dollar. Is it worth while." It is only natural when one reads all these elaborate statements on the front page that 20

per cent. discount is being given off retail prices, that he should begin to suspect a nigger in the wood-pile somewhere. And sure enough as you turn over the pages of the prospectus there is to be found this statement: "The annual fee charged to all members—\$5—payable 25 cents each week for 20 weeks—enables us to meet all administrative expenses, leaving us free to conduct our business ENTIRELY IN THE BEST INTERESTS OF OUR MEMBERS." In their several places throughout the prospectus the public is urged to purchase their groceries from the Householders' Co-operative Stores, Limited, and thus save the 20 cents on the dollar.

But as a matter of fact, the house-

holder who pays his \$5 registration fee does not save the 20 per cent. He would have to buy at least \$25 worth of groceries before he got back the membership fee, providing in the meantime he did not become dissatisfied with the company and leave it entirely.

Reading further, we see: "In order to successfully combat the HIGH COST OF LIVING, AS WELL AS PREVENT UNDUE ADVANTAGE OF THE GENERAL PUBLIC BEING TAKEN BY MERCHANTS under the guise of scarcity of supply during the present European war, an association has been incorporated," etc. The insinuation that the great body of retail dealers all over the country is taking advantage of the situation in Europe to charge excessive prices is entirely unfounded and most ridiculous. Competition is too keen among the trade to get any such advantages.

But here are some assertions that the Householders' Co-operative Stores, Limited, will find some difficulty in reconciling. In the piece of literature before the writer it is intimated that the goods are purchased from the manufacturers direct. Here are the words: "As our membership is large we are able to purchase all goods in exceptionally large quantities at wholesale prices, and propose to add only the actual cost of distribution to our members. The strong position we occupy with the various manufacturers—PAYING SPOT CASH FOR ALL FOODSTUFFS—guarantees a lower purchase price than can be obtained by dealers buying on credit." Yet in a newspaper advertisement which appeared in the Toronto papers the same Householders' Co-operative Stores, Limited, lament the fact that the wholesale grocers will not sell to them. What is the need, we would ask, when they hold such a "strong position" with the manufacturers?

ANOTHER NEW IDEA.

There is still another retail concern in Toronto with new-fangled methods. The introduction in a circular sent out is the old familiar one. It reads: "In order to combat the high cost of living, etc." The plan of this concern is to issue membership tickets at the cash price of \$1, which entitles the customer to a share in the profits of "approximately 8%, or otherwise we take your money for our goods and give you back the interest on it."

Another statement says: "We give you \$2 worth of goods when you have spent \$25 in our store." The Trading Stamp Act distinctly states that it is illegal to give coupons, trading stamps or other devices which are not redeemable at any time. The Retail Merchants' Association have this matter in hand as well as that of the Householders' Association.

Still another mis-statement is here located: "With only a limited charge on our purchase price you will quickly realize SAVINGS RANGING FROM OVER 10 PER CENT. TO 30 PER CENT. ON EVERY PURCHASE." How, for instance, can savings of more than 20 per cent. be realized when only a discount of 20 per cent. is allowed off retail prices; and when at the same time the member has to pay a membership fee of \$5, the discount vanishes according to the meagerness of the orders.

The prospectus contains several extravagant statements intended to convey to the consuming public the alleged importance of the new concern. One statement is made that the concern is "daily" adding to its circuit of stores, but so far as is known there are at the time of writing only five stores in the city, and the prospectus was printed some three or four weeks ago at least.

The claim has, too, been made by an agent of the concern that the principle of the Householders' Co-operative Stores, Limited, was the same as that of the Old Country co-operative establishments. This is, of course, untrue. In the Old Country when one joins the society or association he has his share in the operation of the concern. But in the present instance the householder pays his \$5 membership fee, while the entire operation of the company remains in the hands of the promoters.

This agent was asked where the goods were being purchased since the wholesalers refused to sell them. His reply was, "from the manufacturer." But when a number of manufacturers were named over, none of whom sell anyone but the legitimate wholesaler, and when this fact was imparted to him, he began to hedge. He really didn't know where the goods were being bought, but if the manager were seen all information would be given. If this is a sample of the canvassing methods being used in their house-to-house canvass of the city, they are not very creditable. The same agent did not know whether the promoters had any previous experience as grocers. That, too, would have to be found out from headquarters, although he thought that some of the grocers whose stores had been taken over by the Householders' Co-operative Stores were being retained for a time at least. This man simply knew nothing about the service he was attempting to sell except that the member received the 20 per cent. discount and had to pay \$5 per year to join.

The advertisement which appeared in the papers giving publicity to those wholesale grocers who refused to sell the Stores has proven to be quite an interesting document. Among other things, a list of the wholesalers is given, with alleged extracts from letters or conversa-

tions setting forth the respective reasons why the business of this concern was turned down. Some wholesalers at least say that these reasons have been badly distorted, but nevertheless the retail trade is glad to know of the refusals. While it is known that still other wholesalers have turned a deaf ear to the request of this "consumer" concern, those wholesalers mentioned particularly in the advertisement are as follows:—

Armstrong & Paffard; Perkins, Ince & Co.; Parsons, Brown & Co.; H. P. Eckardt & Co.; James Lumbers Co.; Warren Bros & Co.; Eby, Blain, Limited; John Sloan & Co.; and Thos. Kinnear & Co.

The Retail Merchants' Association have the matter in hand at the present time, and it will be interesting to know the outcome of this new idea which is attempting to upset the old established methods of trading.

Business Men Help to Clear the Air

Edmonton Industrial Association Meets to Determine the Why of The So-Called Stringency—"Quit Talking Hard Times" Advises a Retail Grocer.

Edmonton, Alta., Sept. 24—(Special).—To determine as well as possible the cause of the alleged stringency, a large number of business men connected with the Edmonton Industrial Association assembled last week to make an interchange of views. So much enthusiasm was evidenced that some hundred men were unable to gain entrance to the crowded hall.

J. E. Nix, of the City Grocery stores, speaking on the subject of the money stringency from the retailer's standpoint, said: "Quit talking hard times. The present stringency is like a man with the smallpox; he does not worry about how he got it; it's how to remedy it he cares about. Mr. Nix stated that within five years Canada will be manufacturing many of the goods she now imports from the European powers engaged in war.

J. E. Brown, manager of Revillon Wholesale, read a long paper dealing with the various causes and conditions of the stringency. He claimed that the supply of credit, as far as wholesalers were concerned at least, was larger than the demand right now. Mr. Brown stated that any inkling of war, no matter how vague, always had the effect of causing a tightening up of the money markets of the world.

"The nations of the old world always have their ears to the ground listening for the rumblings of a declaration of war," he said.

He thought times were not as bad as they made themselves believe, and the situation, while grave, was the one best opportunity that Canada ever had to establish herself as a manufacturing nation.

John Downey, of the A. Macdonald Company, took objection to the war scare circular that had been signed by a dozen or more wholesalers of Edmonton, and circulated throughout not only Alberta, but east and west and into the United States, as he claimed the ill

effects of this was hard to estimate. He thought the Industrial Association should do something at once to offset the feeling that the circular had created among country merchants and the public, and suggested that another circular to set things aright should be set out immediately.

"In the city," he added, "the effects are not so serious as we are in a position, through our close contact with the situation, to relieve any feeling of great anxiety. However, in the country, where mail service is sometimes poor, and the people in many instances see the newspapers but seldom, the results may prove disastrous.

"With the Edmonton Industrial Association to-day rests the responsibility of bringing the attention of every citizen of Alberta to the true condition of affairs. The banks are still taking care of their customers, where proper credit arrangements have been made, the wholesaler still continues to take care of the retailer, and the merchant still continues to take care of the consumer.

"The merchants of Alberta who are conducting their business along proper sane business lines have no reason to feel alarmed in any way.

"The eyes of all Canada are at present centered on Alberta, where we have bountiful crops and every reason to feel encouraged and we must show the spirit of loyalty and strength, so as to encourage those who are situated less fortunately than ourselves."

H. M. E. Evans, dealing with the subject from the banker's point of view gave several facts concerning the financial problems at the present time.

Mr. Evans thought that the present conditions were made necessary by the rapid growth of the country and not by the war, and believed that Canada as a whole had come through the crisis so far, remarkably well. He thought it was not necessary to declare a moratorium in Canada; in fact, that would be the worst thing that could be done.

Reaction Carries Lemon Market Below Normal

Price Soared on First Reports of Only 10,000 Boxes in Sight When There Were Over 124,000 Boxes Unreported — Turn in Market Came Quickly—California Peaches Sold in Canadian Baskets—Cranberries Open at Low Price, with Prospects for Big Crop.

WHAT happened to the lemon market? This is a question which the people in the grocery and fruit trade are asking themselves. When the announcement of the war came there were reports to the effect that the stocks in hand would be quickly exhausted, and that there would be nothing coming forward. No market was more directly or quickly affected. Within a few days the price of lemons to the trade had doubled, and it looked as if there was going to be a famine; in fact, many of the men in the trade who were in a position to know something about the situation predicted it.

Then came the reaction; and the market has been reacting for some weeks, and is getting weaker all the time. Today the price of lemons is not only lower than it was before the war, but it is lower than prevailed at the same time a year ago. Montreal reports sales as low as \$3, which is an unusually low figure.

From the Fruit Trade Journal and Produce Record of New York we get a partial reply to the opening question. It explains where the avalanche started. It was authoritatively stated to the trade when war broke out that there were in sight in New York only 10,000 boxes, all of which were on the New York wharf waiting to be sold. The New York Fruit Exchange, under normal conditions, gets advice of every steamer that leaves Sicily with lemons, and is also notified from Sicilian ports of shipments made. The exchange claimed that there was no advice of anything else afloat. Yet suddenly there was an unexpected announcement by the importers that they had information that there were shipments coming; that they had had cables that steamers were en route with big consignments. There was a turn to the market at once. Before the end of the week it became known that there were 97,000 boxes in sight for New York, 6,000 boxes for Philadelphia, and 21,000 boxes for New Orleans. It also became known that there were other steamers afloat, but there was no definite information as to the amount of the cargoes. This meant that there were 124,000 boxes definitely in sight more than had been reported. Naturally the market reacted.

There had been a continuous and free volume of arrivals in New York, and through this port Canada has been able to get all the supplies required. With the British fleet taking command of the

seas and further assurance being given that the source of supplies would keep open, prices receded further, and the arrival of a lot of stuff of questionable quality at the end of the hot weather season weakened the market still more.

For October importers claim that there will be higher prices, as during that month it is very hard to get satisfactory supplies. Just at the present there are heavy shipments, but many of poor quality, and they bring low prices.

Since the outbreak of the war there have been no direct shipments made to Canadian importers and supplies have been received through New York. The difficulty has been and still is with the exchange and making settlements. New York supplies come on a basis of adjustment with the New York Fruit Exchange. Exporters at Sicilian ports are now taking orders from Canadian importers, but there still appears to be the difficulty of making settlement.

Canadian Peach Season Over.

It has been many years since there has been such a dearth of Canadian peaches as during the present summer, and the 22nd of September found about the last of the supplies on the market—the failure of the crop, as is already known to the trade, was due to severe spring frosts at the critical period.

The shortness of the crop led to some unusual steps being taken to supply the demand. Result—When there was not sufficient Canadian peaches there were California peaches in Canadian baskets. By this means sales were made on practically the same basis, the imported fruit being taken from the boxes in which it was received and placed in baskets, the price being adjusted to suit the market. This could be done this year, as the Canadian fruit was as high in price as the imported. However, the claim is made that the Canadian peach has a superior flavor, and the practice was not general.

Cheaper Cranberries.

Cranberries opened 1914.....	\$7.00
Cranberries opened 1913.....	8.00
Cranberries opened 1912.....	8.50

This should be a big season for cranberries. There is a saying "busy as a cranberry merchant," and it should have some significance this fall. When there are so many high prices prevailing for foodstuffs the figures quoted above should have a meaning for the grocer.

Heavy shipments are now coming to hand of the Cape Cod berries, and they are of splendid quality, while the price is \$1 under the opening of a year ago and \$1.50 under the price of 1912. It is also reported that there is to be an unusually good crop of the Jersey berries, which will come in about a month later.

J. W. LAMOREAUX PASSES AWAY. With Tucketts, of Hamilton, For Some Thirty Years and Eventually President.

Hamilton, Ont., Sept. 26.—The death occurred last Sunday morning of one of Hamilton's best known business men in the person of James Wilmot Lamoreaux, president of the Tuckett Tobacco Company. He was connected with the Tuckett Company for thirty years, and had occupied the position as president of the Tuckett Tobacco Company, Limited, which is the controlling company of the three subsidiary companies: The George E. Tuckett & Son Company, Limited; the Tuckett Cigar Company, Limited, and Tuckett, Limited.

In addition to this connection with the grocery trade, Mr. Lamoreaux was president of West Hamilton Conservative Association, president of the Regal Shirt Company, Hamilton Mirror and Plate Company, Parisian Laundry, the past president of the Commercial Club, and past president of the Board of Education.

He was born in Pickering, Ont., 58 years ago, and ever since coming to Hamilton 30 years ago has been connected with the Tuckett Company.

THE U. S. POTATO CROP.

In the United States there were 3,708,000 acres planted to potatoes, and this year's production is estimated at 360,614,000 bushels by the Federal Department of Agriculture. This year's crop will exceed the average crop of the past five years by approximately 4,000,000 bushels. The nation's production last year was 331,525,000 bushels, was produced on 3,668,000 acres of land and sold for \$227,903,000, or an average of 90 cents per bushel.

J. Stewart, vice-president of Stuart, Ltd., fruit preservers, Sarnia, Ont., sailed for England Sept. 22, by SS. Royal George, on a business trip.

What "German Trade" Means to Canada

Only Two Per Cent. of Canadian Imports Are From Germany—Ten Years Ago German Imports Were Five Per Cent.—Effect of the Surtax, 1904-10, Shown—Opportunity for Great Britain to Regain What She Has Lost—Canada Should Develop Natural Resources.

Written after an interview with and embracing the views of Hamilton Wickes, British Trade Commissioner to Canada and Newfoundland.

SINCE the outbreak of the war in Europe there has been much said about German manufactured goods—the temporary disorganization to trade, of the cutting off of supplies, and the opportunities for Canadian industry to gain advantages by replacing these articles. Much more will undoubtedly be said upon the same subject. There is evidently an opinion prevalent that Canada is a large consumer of German manufactures; there is a tendency to speak of German imports in the same breath with British and American trade—the trade brand of the Fatherland has evidently been similarly effective in trade as has the talk of the German war machine in international politics; but with Canada has there been the same reason for its significance? Let us look at the situation as it actually is. We find much that is reassuring in relation to the elimination of German trade whether temporary or permanent—and we refer to German trade in itself, for the other countries involved in the war are practically all the allies of the Empire. But so far as a benefit to Canadian industry is concerned this will only come when we have the raw materials which Germany controlled in Europe—we got from Germany articles for which we had not the raw material or for which we had not sufficient demand to manufacture in marketable quantities.

The facts—when we have lifted the smoke of the war—reveal that of the

total imports of Canada, Germany supplies but 2 per cent. Ten years ago we got 5 per cent. of our total imports from Germany. To get down to statistics for a moment:

	Year.	Amount.	Ger.
Can. Imports	1903	\$241,214,961	5%
Can. Imports . . . *	1913	673,234,579	2%

*Calendar year.

While the Canadian imports from all countries increased \$450,000,000 those from Germany increased about \$2,000,000. Great Britain's import trade in the same period increased \$126,000,000.

Imports from Germany 1900 to 1903, \$10,143,300 per annum.

Imports from Germany, 1904 to 1910, \$8,143,300 per annum.

Imports from Germany, 1911 to 1914, \$13,859,000 per annum.

Imports for 1914 about \$14,500,000.

There seems to be a general opinion prevailing that German trade has been booming in Canada during the past ten years. Look at the actual figures and it is revealed that German trade, in proportion to the general development of imports, has been strangled—and the means of strangulation was the surtax against German goods which prevailed from 1904 to 1910. During the period 1903 to 1914 the total imports from Germany were \$112,500,000. Had the proportion of increase been as great for that period as it was from 1900 to 1903 the total would have been nearer \$250,000,000 and to-day instead of the \$14,500,000 which we imported last year we would probably be buying \$40,000,000 from the Kaiser's industrious people. These figures have been carefully prepared and are arrived at only after adding the German goods from German ports to Canada to those derived from other indirect sources, such as the United States, Great Britain, Belgium, etc.

Then we hear of plans of replacing the German goods and talk of industrial expansion on that account. If the war has the effect of eventually crowding the German goods off the Canadian markets—which must be taken with a grain of salt, for as water finds its level, trade will find cheap markets where will these goods be secured? This is a question

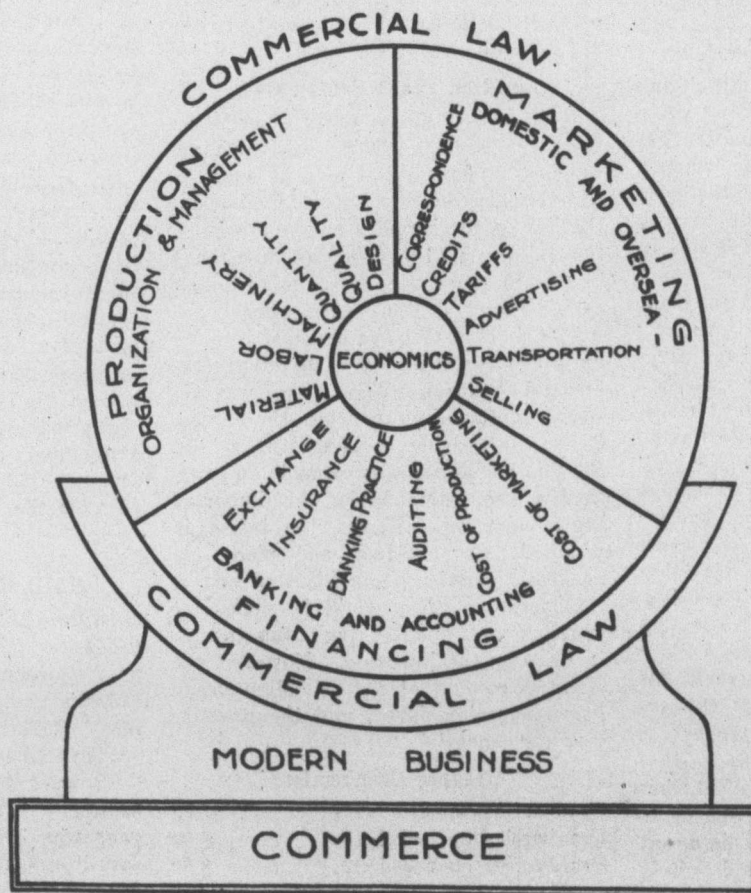


Chart prepared by Hamilton Wickes, British Trade Commissioner to Canada, illustrating the principles of modern industry and commerce. Production, marketing and financing are shown to be of equal importance, and under each head are the important factors in relation thereto. Production is elementary—the goods must be produced at a price to meet the market before there is a commercial proposition. Marketing and financing are then of like consequence. Under the present conditions, exchange, insurance, banking and transportation are problems to Canada, while marketing and design and pattern are the chief difficulties of England.

which is being much discussed here.

In the first place, it is pretty certain that when the Germans forced their goods over the tariff wall it was because they could not be manufactured in this country; the small amount of German imports in relation to those from other countries would also indicate the same thing. It seems the natural conclusion then, that the bulk of German goods will be replaced by other countries from which we have been importing similar lines. Where there are lines which could only be manufactured in Germany and where the raw material is available in Canada, then these goods could be turned out here in all probability. Let us, however, consider some of the fundamental principles behind the manufacturing proposition.

In the first place there is no country that can produce all kinds of raw material nor manufacture all it requires (and this does not only refer to a matter of raw materials). The nations are members of one family and though some may be on bad terms and may protect their own interests by tariffs, the fact remains that one is dependent on the other. Otherwise we would have each nation behind a Chinese wall.

There are many countries which can manufacture certain lines which cannot be manufactured by any other. There are many articles in which there is no competition between countries. There is certain steel which German steel firms get from England and other steel which the same English firms get from Germany. There are many examples to be seen on every hand.

Germany, however, in addition to lines in which she naturally took the position of world producer, has through imitation and cheap substitution worked up a large trade largely at the expense of the British manufacturers. Selling lines are immediately copied in the cheapest of materials, until to-day Germany stands as the great disturber of legitimate trade. The retailers stock the goods which are the lowest priced; the people buy them under the impression they are getting something cheap, and it is the poor and badly-off that suffer in the end.

This has been accomplished for the German manufacturer and trader by a great marketing system and by a wonderful system of securing information regarding good selling lines, which are immediately imitated and the imitations rushed into the market. But there is a method to this apparent industrial madness. Low as the price may be there is always a profit and when, by this medium of price, competition is forced out of the market, the price is raised to the former figure or higher, and the manufacturer makes a splendid harvest.

In considering the question of the replacing of German goods there then comes up the point as to the countries most able to do so from an industrial standpoint. Here there is the vital point as in connection with every manufacturing proposition—population and demand. The strength of the proposition depends not only on the ability to make the article but to make it in sufficient quantities to bring the cost to a commercial basis. For instance, in hardware, although the German imports are only \$1,120,000 out of the \$43,000,000 imported by Canada from all countries, in this figure is included over 100 different lines from one firm and one of those lines covers 350 varieties—and all are small shelf articles. Such articles could not be made in this country with the limited market, for Germany is probably supplying the world in many of these lines.

Again in textiles, if we were all willing to wear the same thing then there might be sufficient demand in Canada to encourage the industry; Canada can manufacture staple blues and blacks, but what of the multitudinous patterns in tweeds, etc.?

The whole basis of manufacturing is that of raw material and demand—and there must be sufficient demand to encourage the investment of capital.

In this connection let us consider the two principal items on the list of imports from Germany—dry goods and manufactures of metal, machinery and hardware, the former about \$4,000,000 and the latter about \$3,000,000. These figures look large, but considering them in relation to the totals—Canada imported in 1913 \$108,000,000 in dry goods and \$200,000,000 in manufactures of metal, machinery and hardware. A comparison of these figures shows how relatively small are the German imports and that they largely consist of goods which we could get from other countries—although not as low in price—but of better value. The tariff indicates that the bulk of them could not be successfully made in this country.

On the principle that these goods were brought from Germany because they could not be successfully made in this country where conditions are so different, it must not be considered that Canada is not going to reap a benefit from the present war. There will be some lines which Germany has been manufacturing which can be made here when the raw material is available and when there is a sufficient market guaranteed.

But it will be rather in the development of agriculture and natural resources that Canada will benefit from the war, for Great Britain will look more than ever to this country, if we set about the supply of the products of

which she is in need. Agriculturally Canada should develop first as the result of the war and secondly, in the lumber and other industries which manufacture from natural raw materials. On the principle of the necessity for a volume of trade there will have to be a development in foreign markets as well as our own to insure the success of some industries. Investigation of the possibilities of the flax production of the country in relation to the manufacture of linen and geological surveys to discover deposits of iron ore and other metals would be steps in the right direction.

Further, in connection with the statement regarding the necessity for getting a volume of business to insure the success of an industry, and in relation to the limited population of the country, Canada must consider the possibilities of the world market and this is very important at the present time.

The chart shown represents in theory the problems of any industry in relation to the world market. There are three factors of equal importance—production, marketing and financing. In the first place is production. If a manufacturer cannot produce as cheaply or more so than a foreign competitor then he is out of the field so far as export is concerned and cannot hold his domestic market unless there is a tariff protection. Then, having decided that he can produce, there is still marketing and financing. In both the respects Canadian manufacturers are generally at a disadvantage. England, on the other hand, has solved the problem of manufacture and can produce as cheaply as any country in like quantity, while the quality is superior. England in regard to financing facilities is not approached by any other country. It is in the organization of a marketing system by her manufacturers that she is behind.

England, at this time, with Germany suffering from a serious handicap, must give her attention to transportation problems and to studying the design and pattern of the goods required in the different markets—she must take a page from the German method in this regard, and try and realize the importance to the British manufacturer of expert information and advice as to how best (that is, economically) to market their productions.

Canada requires to lower rates for loading and handling her goods for export and to study problems concerned with transportation, exchange and insurance and after having solved the problem of production. For the present there is no "selling expense" in respect to her natural resources, for Britain stands ready to take everything she can produce at the proper price. Location

(Continued on page 30)

CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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

PUBLISHED EVERY FRIDAY.

TORONTO, SEPTEMBER 25, 1914

Prejudicing the Consumer.

SOME VERY UNREASONABLE statements are still being made by the daily press disparaging the retail grocery trade for raising the price of sugar to the consumer. These statements not only indicate gross ignorance on the part of the writers, but at the same time they do great harm to a legitimate trade, and honest traders and prejudice the consumer against the grocers. For instance, in a recent issue of the St. Thomas Journal is to be found the following:

"The news was spread by the grocers of the city to-day that hereafter sugar will be \$7.00 per cwt., which is a fifty-cent advance over the price that has obtained for about a week. This means that sugar is 7c a pound by the hundredweight but about 7½c per pound buying in dollar lots, the usual amount for the average housewife, the price being set at thirteen pounds for a dollar.

"Despite the oft repeated statements constantly appearing, of the promise of a lowering in the price and the apparent unreasonableness of the advance, it continues steadily."

In this item there is no intimation whatever that there was a rise in price of 50 cents to the dealer, who must of necessity protect himself whenever such advances occur. In fact, sugar is almost sure to go even higher on account of the refiners having now to pay so much more for their raws than heretofore. The rising market has been plain to any who have at all given the matter consideration. Yet the writer of the above item speaks of "the apparent unreasonableness of the advance." His only plea can possibly be that he didn't know any better, providing the statement was not deliberately untrue.

It is no difficult matter to demonstrate that the price of sugar to the St. Thomas consumer is more than reasonable. It actually means a loss on the basis of present prices. The quotation on the lowest priced sugar in Toronto at the time of writing is \$5.81 per hundred. Adding freight, the cost in St. Thomas would be at least \$5.85. Selling at \$7

the gross margin would be \$1.15 or a shade better than 16 per cent.—just about sufficient to cover overhead expenses. But if sugar were bought at \$6.35, which is about the price of the next lowest, the gross margin would be reduced to 65 cents or a little better than 9 per cent. This would mean a big loss, considering the part that sugar must bear in the overhead expenses of every retailer. A newspaper or any other concern that only made a gross margin of 9 per cent. when the operating expenses were 15 or 16 per cent., would not live very long to tell the tale.

Conditions made by the war have forced up sugar and the rise must naturally be borne by those who consume it.

Eggs With Tails.

FEW OF US ever imagined that the prosiac hen could be responsible for this tale that is going the rounds in a New England district. The story goes that a Plymouth Rock hen there lays eggs with tails. It is the property of John E. Wright, a farmer living near Sharpsville. The story is saved from being classed as a nature fake by the fact that Wright brought two of the eggs into Sharpsville to exhibit to his friends. The tails on the eggs are about three-quarters of an inch long and as thick as a lead pencil. There is no shell on the tail part of it. This portion is covered by a skin similar to that inside the egg. One of these eggs has been placed in an incubator and it will be interesting to note what sort of a chicken is hatched.

The suggestion is here thrown out that this information be withheld from our own Canadian hen. In stirring times like these we require her to do her duty in the old-fashioned way. There is no occasion now for experimenting in eggs with tails. Anyway new experiments have been the death of too many individuals in the past, and in times of war we want every available hen. Apart from all this is the tale to be believed? Is it possible for an egg to have an appendix?

The Farmer's Advantage.

FURTHER EVIDENCE of the possibilities of Canadian producers at the present time is to be found in the latest Weekly Report from the Trade and Commerce Department at Ottawa. It deals in part with the interrupted exports of Germany to the United Kingdom which amount to a considerable sum every year, and which must be supplied by other countries.

For the year ending December 31, 1912, the United Kingdom imported from Germany no less than 2,043,387 pounds, sterling, worth of live stock, grain and corn, none of which will be received until at least hostilities discontinue. This means some \$10,000,000 worth that must be secured by the United Kingdom elsewhere. Of this amount more than \$40,000 were paid for horses; over \$2,000,000 worth of barley was bought, more than \$3,000,000 worth of oats, \$1,000,000 worth of peas, \$2,000,000 worth of rye, \$650,000 worth of wheat, as well as flour, beans and other grains.

During the same period Germany sold the United Kingdom large quantities of flax, fish, pears, plums and raw hides, the latter amounting almost a million dollars.

Then in provisions it is shown that Germany was a big seller in a number of lines. More than \$500,000 worth of butter was purchased from her in the year mentioned, a million dollars worth of eggs, and quantities of hams and other meats. The total amount in everything during the year was no less than \$70,048,152 pounds sterling, or more than \$350,000,000 worth. Some of this trade must come to Canada.

These figures further demonstrate the importance of the farmer and producer during the great conflict now waging in Europe. The markets of the United Kingdom are open to Canada and the fact that Germany's export trade is bottled up should mean better prices for practically everything the tiller of the soil produces.

Editorial Briefs.

"BUSINESS AS USUAL" is the slogan of the hour.

MANUFACTURERS ARE getting busier every day. The war winds are surely blowing good this way.

THE GROCER who hasn't given himself a good vacation yet should buy his ticket soon. A good rest now is one of the surest ways of bringing Fall business in larger volume.

THE PUBLIC CAN ever be depended upon to bite at a proposition in which they get some of their money back, even if they have to pay a fee to get in on the deal.

THERE SEEMS TO BE a general feeling among Canadian merchants that rents should come down now that there is a more plentiful supply of business houses. Will the landlords loosen up a bit?

EVERY TIME THERE is a talk of high prices some new fangled concern tries to make the consumer believe he is being robbed and launches a free-for-all, money-back, cheap-John proposition dressed up in a novel role.

Proof of Prosperity.

THE WAR IS NOT depressing industrial conditions to the extent that might have been expected; certainly not to the extent that the public generally supposes. Some factories have closed, others are running on short time. The great majority of industrial plants, however, are running along "as usual" and some, as a matter of fact, have experienced an acceleration of activity as a result of the war. On the whole there is no foundation whatever for the pessimism expressed so openly in many quarters or for the fears unexpressed perhaps, but nevertheless influencing operations, that all business men more or less feel.

The Canadian Press Association has undertaken a valuable work in the compilation of statistics to prove the fundamental and tangible soundness of conditions. Through the instrumentality of the newspapers, information thus secured is being published broadcast. A brief summary of some of the information thus given out will perhaps help to dissipate the gloom clouds that still obscure the business horizon.

The Dominion Textile Co. have resumed full working time in the ten mills operated which give employment to 7,000. Before the war, the mills were running to about 70 per cent. capacity.

Dominion Canners, Limited, are operating their factory at Hamilton at maximum capacity.

E. D. Smith & Sons, Ltd., have increased their staff at Winona and expect a record output.

Lindners, Limited, Toronto, jam manufacturers, have started to run night shifts.

Full time has been resumed in the Montreal factory of the Canadian Consolidated Rubber Co. Employees in all of the other nine factories of the company have been running full time and increases to the staff may be necessary.

Canadian Flour Mills are running at full capacity. The 7,000 men employed in this industry are assured of steady employment throughout the war.

The Canadian Tungsten Lamp Co., Hamilton, reopened their plant a month earlier than had been intended and some night work is now being done.

The Canadian Sunbeam Co., Toronto, are running at full capacity and are planning to double the output.

The employees of Penmans Limited, Paris, are assured of continued employment, and in one department the staff will have to be increased.

R. P. Fairbairn Company, manufacturers of ladies' garments, Toronto, do not anticipate cutting down one hour of labor or dismissing one employee. The staff, in fact, is being slightly increased.

Night and day shifts are operating the plants of the Mercury Mills, Hamilton.

The Rudd Paper Box Co., have increased their staff about twenty per cent. since the breaking out of hostilities.

The Dominion Ostrich Feature Co. and the Empire Flower and Fancy Feather Co. have increased the number employed and overtime has been started in their factories.

The Renfrew Knitting Co. is running full-handed with as much overtime as the employees can stand.

And be it understood, these cases instanced are but a few selected from the number of firms running as in time of fullest prosperity.

Passing of the Toronto R.G. Association

Last Meeting After 28 Years—At Next Grocers Will be Members of Grocers' Section of the Retail Merchants Association—One of the Charter Members at Final Meeting—A Euchre Contest.

TORONTO, Sept. 24.—(Special).—The Toronto Retail Grocers' Association is prorogued. The last meeting of this historical body under the above name was held on Monday night last and when next the men connected with it assemble it will be the Grocers' Section, Retail Merchants' Association, Toronto Branch. Even if the meeting were the last, an onlooker would never have known it until the finish. The usual business was transacted and the questions that arose for discussion under "the good of the order" were of an illuminative character. Opinions were exchanged on trade questions and a generally profitable evening spent.

One of the important questions discussed was as to whether the retail trade had a right to advance prices on goods as soon as an advance was announced by the manufacturer. It was pointed out by one of the members, for instance, that certain manufacturers raised prices to the retail trade on goods which they had bought at the low prices before the war. Stamped on the goods the retailer had bought at the lower figure were the prices to the consumer. "Haven't we the right," asked a member, "to obtain the higher retail price based on the new price of the manufacturer? Haven't we the right as well to put our stickers on those goods if we want to?" It was the general impression that such an ac-

tion would come within the rights of the retailer, and in fact some of the grocers gave instances where that, despite the retail prices on certain packages, they were charging the higher figures. They claimed they had just as much right to advance their prices on goods bought at the lower market value as had the manufacturers.

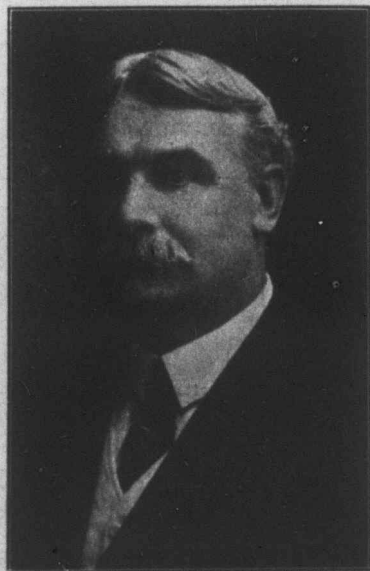
Before prorogation some of the older members were asked by President Carmichael for a few words on the change over to the ranks of the R.M.A. D. W. Clark, J. S. Bond, Donald McLean and Bailey Snow responded, and while all had memories of pleasant associations with the Toronto Retail Grocers' Association, yet they felt that with the other body their possibilities for progress would be widened. Mr. Clark has been a member of the old association for 28 years, or ever since it was founded. He is the only man in business to-day who has been a continuous member. Mr. Bond has been with it for more than 22 years, and was also one of the first few members of the R. M. A. He is now going back to his first love but always with pleasant remembrances of the Toronto R. G. A. Mr. McLean has spent 18 years with the Association and for the past 10 years has never missed a meeting while he was in the city. "It

looks like the dawn of better days," is the way he put it in referring to the change. Bailey Snow has been a member for 24 years. The president urged every member to follow up association work with the R. M. A. as a grocers' section, and if so, good results would be sure to accrue.

One of the hardest workers in the Toronto Retail Grocer's Association for many years has been Secretary C. F. Thorne. Mr. Thorne's past services have been very much appreciated by the members and they will be recognized fittingly.

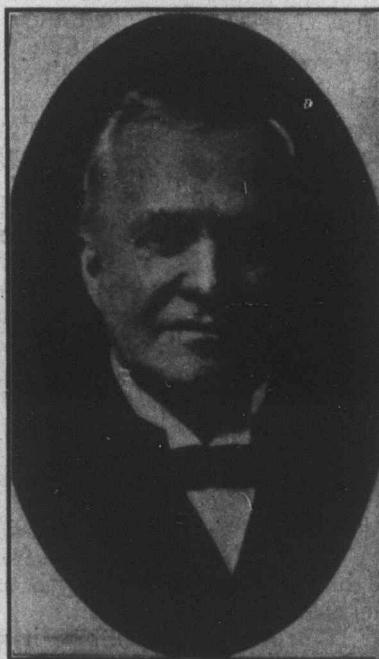
At the conclusion of the meeting a game of progressive euchre was played, the eventual winner being D. W. Clark, who carried off the cigars with a substantial lead. J. S. Bond and J. Davison finished even for second place, and in the draw Mr. Bond won the neck-scarf. No other than President Carmichael captured what is popularly known as the "booby" prize, but he drew a nice pair of suspenders, just the same. D. W. Clark and Donald Nicholson have so far proved themselves the champions since these euchre contests were first established.

The next meeting, which is the first under the Grocers' Section of the R. M. A., will be held on the second Monday in October in the R. M. A. rooms at 21 Richmond street, west.



D. W. CLARK,

Who has been a member of Toronto R.G.A. for 28 years.



J. S. BOND,

A member of the association for 22 years.



DONALD McLEAN,

With the old organization during past 18 years.

How Other Grocers Do Things



COMBINED PUBLICITY.

Under the heading, "London Merchants Guarantee Fair Treatment to Buyers," a large number of the business men of the Forest City have issued a statement through the London press to the effect that if the public deal with them they will be protected from high prices. This notice, which is, by the way, signed by a number of grocers, says: "We, the undersigned, representing the merchants of London, who desire to serve the best interests of the city and Dominion, pledge ourselves to do our utmost with a view to controlling retail prices in London, that they may not increase beyond the means of the citizens during the present war. It will be understood that prices may increase, but we as loyal citizens, promise to carry on our business with the least margin of profit possible.

"War was unavoidable, and Canada must do her share. We firmly believe that the merchant who attempts to gouge the public at a crisis such as this is as much a traitor to his flag as the man who sells the plans of a fortress.

"Despite the fact that the great nations of Europe are engaged in war, the people of Canada must eat, sleep, buy clothes and carry on the usual routine. War does not mean ruination unless unscrupulous merchants seek to wring

blood money out of the people. We are all going to stay in business and do everything we can to protect our business. It is entirely unnecessary to purchase all your stock at one time. Forget the war during business hours—Great Britain cannot lose."

This, with the probable exception of the references to "gouging the public" and the "wringing of blood money from the people" seems to be good publicity at the present time. No doubt less sensational phrases could have been found, but the tenor of the entire advertisement is to create a feeling of assurance among the people which just now is to be highly commended.

WAR PRICES IN PAPERS.

Editor Canadian Grocer.—I am giving below some information which may be of interest to your readers at a time when the daily papers are so busy writing of grocers selling goods at "war" prices.

The daily papers are now retailed for five cents per copy in Sudbury, although one cent per copy is plainly marked on the papers. These papers are delivered prepaid to any post office in Canada to newsdealers at the rate of 60c. per hundred, with a privilege of returning 10 per cent. of same if unsold; 5c. per copy for these must certainly be "war"

prices, if anything is. It seems to me that if the dailies would look after their own business and not yell any louder about the war than what is necessary, they would do a good deal towards helping to keep conditions normal in the grocery business.

Yours truly,
K. JOHNSON.

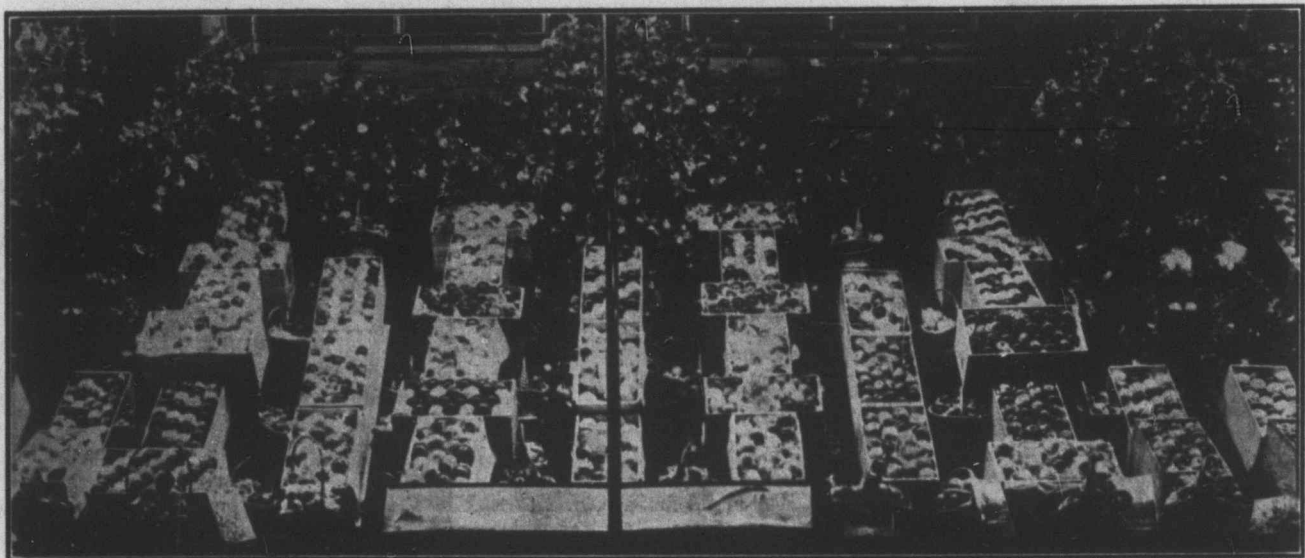
Kipling, Ont.

GERMANS CAPTURE TEA.

McMeekin & Co., London Tea Circular for August states:

"Fully three million pounds of tea were on board the "City of Winchester" captured by a German cruiser on the 6th August. The Admiralty, on the 31st, intimated that the vessel had been sunk, without furnishing the information as to when or where this happened."

It is estimated that there are 7,000 men employed in the flour mills of Canada. Considering the amount of flour that will be consumed in addition to the 1,250,000 barrels presented by the Dominion and Ontario governments, the flour mills should remain pretty busy for a long time.



Suggestion for a catchy fruit display that could be used to advantage just now.

CURRENT NEWS OF THE WEEK

Quebec and Maritime Provinces.

J. E. Bussiere, a grocer of Sherbrooke, Que., died last week.

J. J. Young, grocer, Bathurst, N.B., was recently succeeded by Miss M. A. Doucet.

J. H. Grimm, of the Maple Tree Producers' Association, Ltd., Montreal, Que., has donated 300 cases of Pride of Canada maple syrup to the Canadian Patriotic Fund to be used in support of families in Montreal and at Valcartier Camp.

Harry Bishinsky, a Montreal grocer, has petitioned the court that the Sunday closing by-law, No. 36, be declared void on the ground that such a law could only be passed at Ottawa. The regulation compels the closing of all grocery and other stores on the Sabbath.

The Walter Baker Co. have donated to the over-seas contingent of troops preparing to leave for the seat of war half a ton of Baker's cocoa, half a ton of No. 1 unsweetened chocolate in 1/2-lb. cakes, and 100 lbs. of chocolate to the Army Medical Corps at Valcartier. The office, factory and sales staffs have given a day's pay to the Patriotic Fund.

James McCormack, of McCormack Bros., fruit and vegetable wholesalers, Montreal, died on Sunday, September 13, aged 67 years. He had been associated in the business for over thirty years with his brother, M. McCormack, T. Johnston, who has been connected with Mr. McCormack for some time, will handle the business.

Ontario.

P. J. Brady, an Ottawa grocer, died last week.

J. B. Whaley, grocer, Toronto, has sold to Gordon Angus.

Sombra, Ont., merchants will close their stores three nights a week—Mondays, Wednesdays and Fridays, beginning October 1, at 6 o'clock sharp.

The Canadian Chicle Co., of Peterborough, Ont., has presented the Militia Department of the Dominion Government with a quantity of chewing gum.

Scott & Leonard, grocers, Toronto, have sold to McDonald & McCann. F. D. Vanderlip, also of Toronto, has sold his grocery business to George Sher.

The work of adding members to the Grocers' Section of the Retail Merchants' Association, Toronto Branch, is progressing most rapidly these days.

During the past two or three weeks some 200 grocers have come in, and they are still coming.

Merchants in Hamilton, Ont., are complaining that the landlords there are not disposed to lower rents. The grocers say they are being hit rather hard, because so many are not paying their accounts promptly, and they think the property-owners should help out the situation by lowering rents.

There was a movement on foot to lower the transient traders' license fee in Peterborough, Ont., but the Retail Merchants' Association objected at a meeting of the Finance Committee, and the council decided to let the fee stand as at present. Thos. Barrie, R. C. Braund and N. C. Cameron was the deputation. They pointed out that if the license were lowered it would leave an opening for outsiders to come in and take advantage of the local people.

Western Canada

The estate of B. Black, grocer, Winnipeg, has sold stock to M. Bloom.

Wright Bros., general merchants, Doremy, Sask., are succeeded by Molstad & Johnson.

JEWISH HOLIDAYS, 1914.

With the poultry market weak on account of poor demand and stocks of frozen supplies left over and with feed at a high price, it is important to the general merchant who deals in live poultry to pay particular attention to the Jewish holidays when there is a strong demand for live fowl and when better prices may be looked for. In addition to the Jewish New Year which has just passed, other feast days are:

DAY OF ATONEMENT—Wednesday, Sept. 30th.

Stock should arrive 25 to 28. Spring chickens and roosters will be mostly in demand.

FEAST OF TABERNACLES—Monday and Tuesday, Oct. 5 and 6. Ship poultry to arrive Oct. 1 to 3. Fowls, ducks and fat geese will be mostly in demand.

FEAST OF LAW—Tuesday and Wednesday, Oct. 13 and 14.

Stock should arrive Oct. 8 to 10. All kinds of choice poultry will be wanted.

The Robin Hood Milling Co., of Moose Jaw, Sask., has presented the Patriotic Fund with 2,000 bags of flour.

James Ramsey, president of James Ramsey, Limited, Edmonton, Alta., has offered to donate \$5,000 to a fund, if one is found to be necessary, for charitable purposes during the winter.

F. D. Cockburn, of Cockburn, Nolan Co., Ltd., brokers and importers, Winnipeg, was in Montreal and Toronto on a business trip last week, and has returned again to the West on Tuesday.

TARIFF ON BISCUITS.

Through a typographical error, when the new tariff following the war tax was published in Canadian Grocer, the general tariff on sweetened biscuits was given as 60 per cent. This should have read 30 per cent. Those who have the issue in question on file should make this correction.

WHAT "GERMAN TRADE" MEANS TO CANADA

(Continued from page 25.)

is important in relation to the question of transportation; manufacturers should find the f.o.b. prices at the nearby shipping ports and then compare their charges with those of other countries with which competition has to be met.

At this time it is a relief to know that there are very few articles turned out by Germany which cannot be replaced or duplicated. In dry goods there may be some difficulties with some embroideries, but for the most part they can be secured in Switzerland or in Nottingham, or substitutes can be bought. England will be prepared to replace the German hosiery, dyed with a dye as black as Hermsdorf—and not a German product. Investigations are now being made to discover means for the replacing of German chemicals. With gloves the situation is more serious, but Italy may be able to relieve the situation to some extent—leathers there might also be some trouble in the future. In hardware lines there is not an article that cannot be made in Canada, United States or England. In many instances, however, somewhat higher prices may be looked for.

Sugar Is Still on the Up Grade in Canada

Canada Refineries Advance 50 Cents and Are Even Again With St. Lawrence—Easier Situation in New York, but Sugar There is Still Much Higher Than Here—Tea Situation at Moment is Easier, but Future is Uncertain — Business Again Becoming Normal.

Publication Office, Toronto, Sept. 24, 1914.

THE trade has returned to a solid basis and conditions are almost normal. If anything the war effect at the present time is seen in a falling off in demand below the volume which would be passing usually at this time of the year. Country business is comparatively better than in the manufacturing centres. This is largely due to the fact that the change is chiefly noted in relation to luxuries and the goods sold in the country are at all times pretty much staples; also there is the favor that while manufacturing centres are feeling the war directly the farmers are getting high prices for their produce. Perhaps the situation can best be described in the words of a wholesaler who said: "We are down to brass tacks again and we have got to go out and get the business if we want it."

Recent developments in the war arena have not been so reassuring in relation to imported lines, and yet it is evident that so heavy has been the buying that it will take some startling change in the situation to scare the public into a run on the grocers again. Added to the difficulties in importing owing to the difficulties in financing has been the activity of the German naval power in the Bay of Bengal where a number of ships have been sunk. This will naturally have an effect upon the shipments of supplies from that part of the globe. In the face of this the weak demand has led to reductions in tea prices rather than advances which is only one indication of the difficulties of trying to foresee what the future may bring.

While the week has seen a decline in sugar in New York the contrary has been the case in Canada, which proves that Canadian refiners have been acting independently. Canada Refineries have come to the same basis as St. Lawrence, with Acadia still 40c in advance. Higher prices are probable rather than lower, despite the New York reduction of 75c.

New prices on salmon have been given out by the British Columbia Packers, indicating an advance as predicted of 57c on the tall tin, the price being 2.52½ with 2½ off for five case lots.

The Government of Greece has taken a hand in the current situation by increasing the retention tax by 15%, which means an advance of about ½c lb. above what had been expected. California raisins opened lower than had been expected, but the price has already been advanced somewhat; war is keeping apricots, prunes and peaches cheap.

The flour situation is interesting. The domestic demand is now falling off and when the millers catch up with orders they will have to depend on the export business. Conditions on the domestic side with lower prices for wheat are easier, but on the other hand the demand in England continues strong, and so long as export business is on this basis there is not likely to be any material reduction.

The moving of the Canadian troops has resulted in the Government taking over ships at Montreal and tying up export business. This has meant easier prices for cheese and butter. Provisions too are generally a little easier on lower prices for hogs, but this has been offset in the East by the placing of heavy orders by the Government for provisioning transports.

In fruits, lemons have receded to a position lower than usual at this time of the year. There is going to be a big crop of cranberries, and the opening prices are about a dollar a barrel under the average.

A surprise in the Toronto trade has been the arrival of shipments of jams from Scotland, for three wholesale houses. There is considerable speculation regarding the embargo about which nothing definite can be learned officially.

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—

Grapes in demand, 19c.
California peaches low.
Weak lemon market.
Plenty of good cheap cauliflowers.

PRODUCE AND PROVISIONS—

Bacon slightly firmer.
Butter, cheese and eggs easier.
Large fat fowl wanted.

FISH AND OYSTERS—

Dore and pike for Jewish holiday.
Labrador salmon cheaper.
Live lobsters up 3c.
Cape Cod shell oysters \$9 bbl.

FLOUR AND FEED—

Bran, shorts and feed flour in big demand.
Flour prices unchanged.
Rolled oats may be cheaper.

GENERAL GROCERIES—

Tapioca slightly cheaper.
New California raisin prices high.
Redpath's sugar up ¼c lb.
Coffee market quieter.
Alimentary paste up 1c lb.

ONTARIO MARKETS.

FRUIT AND VEGETABLES—

Potatoes will be cheaper.
Peaches about done.
Pineapples from the Azores.
Weather interferes with demand.

PRODUCE AND PROVISIONS—

Cheese and butter easier.
Eggs are somewhat firmer.
Hogs cheaper; provisions unchanged.

FISH AND OYSTERS—

Hot weather stops demand.
Oysters and smoked varieties dull.
No price changes.

FLOUR AND CEREALS—

Flour situation easier, but prices unchanged.
Mill feeds easier; bran \$1 cheaper.
Cereals in light demand.

GENERAL GROCERIES—

Tea easier; future uncertain.
Redpath sugar up 50c; situation firm.
Government of Greece holding currents.
Peels higher in price.

QUEBEC MARKETS.

Montreal, Sept. 24.—A reaction is now being felt following the boom of last month. It is natural, as both grocer and consumer have been buying some lines to last them weeks and months ahead. Now they are inclined to buy as little as possible, having fairly good stocks, and knowing that supplies are coming in without much interruption. The quietness is felt particularly in lines which experienced a boom a month ago,

CANADIAN GROCER

such as tea, coffee and sugar. A lessened demand for articles of luxury is being experienced.

Important features of this week's market are the naming of prices on California raisins, which are higher even than those imported from Spain, and will likely be still higher; and an advance of 50c cwt. in the price of Redpath's sugar. This advance occurred at a time when a weakness occurred in the primary raw sugar market, though it became necessary, as raw sugar cannot be bought to sell refined at prices which have been quoted by some refineries. In New York, the sugar market is displaying some weakness.

Attention this week has been directed somewhat to the liners lying in Montreal harbor. The latter is closed to commerce, all ships having been taken over by the Government, presumably for the shipping of troops to the seat of war. Supplies for these boats have been enormous, and nothing but food of the best quality has been taken aboard. Each boat took on 2,000 lbs. of poultry, plenty of the best fruit, beef, lamb, and provisions. Some lines, notably bacon, seem to have become slightly dearer as a result.

Several small lines have experienced changes this week. English candles are up 1c. 1-lb. dog cakes of British make are up 10 per cent. Canadian alimentary paste advanced 1c lb. in sympathy with flour. Goose wheat, from which macaroni and similar foods are made, is reported to be scarce. Some lines of patent medicines have advanced, according to their constituents. Stocks of French goods will soon be short, as the exportation of eatables from France is prohibited. Six lines are already off the market. Borax is up 5 $\frac{3}{4}$ to 7 $\frac{1}{2}$ c, and saltpetre 7 to 8c lb. A small change is made in Clover Leaf salmon; the maximum price is the same, but the minimum price has advanced 2 $\frac{1}{2}$ c for 5-case lots. Epsom salts, which usually sell at 1c a lb. have been advanced from 3 $\frac{1}{2}$ to 5c per lb.

SUGAR.—The Canada Sugar Refineries (Redpath's) raised the price of their sugar on Monday on a par with St. Lawrence. This is due to the fact that Canadian refineries cannot buy and sell at to-day's prices. It is believed the price cannot go down for some time to come, yet the raw market in New York is considerably weaker, and New York refined has dropped from \$7.25 to \$6.75. This weakening is due to large crops in Cuba, and to the fact that the raw market was probably foisted up owing to the outbreak of hostilities. This is the first reaction since the war, and further developments will be watched with interest. Demand for sugar is easing up, which is welcome news to refiners, who

are anxious to close down their plants after getting stocks laid aside, in order to clean out the boilers, which they have been unable to do since war broke out.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	6 25
20 lb. bags	.....	6 35
2 and 5-lb. cartons	.....	6 55
Second grade, in 100 lb. bags	.....	6 20
Yellow Sugars—		
No. 3	.....	6 10
No. 2	.....	6 30
No. 1	.....	5 85
Extra Ground Sugars—		
Barrels	.....	6 65
50 lb. boxes	.....	6 85
20 lb. boxes	.....	7 05
Powdered Sugars—		
Barrels	.....	6 45
50 lb. boxes	.....	6 65
25 lb. boxes	.....	6 85
Paris Lump—		
100 lb. boxes	.....	7 00
50 lb. boxes	.....	7 20
25 lb. boxes	.....	6 30
Crystal Diamonds—		
Barrels	.....	6 90
100 lb. boxes	.....	7 00
50 lb. boxes	.....	7 10
Cartons and half cartons	.....	8 05
Crystal Dominoes, cartons	.....	9 15

DRIED FRUITS.—The California Association have issued prices on this year's raisins, which are considerably higher than those of last year, and are expected to advance again this week. Fancy seedless are quoted at 10c, and choice 9 $\frac{1}{2}$ c. By the end of week it is believed they will be up to 10 $\frac{1}{2}$ and 10c. The Association consist of six of the largest growers, who control the bulk of the crop, and are in position to make prices. This year's prices are higher than those for Spanish raisins. Little difficulty is being experienced now in securing shipments of raisins from Spain, and the first boat should arrive about Oct. 25. Price of Valencias will be about 6 $\frac{1}{2}$ to 7 $\frac{1}{2}$ c, according to brand and quality; 4 crown layer will be $\frac{1}{2}$ c above these prices. New currants will arrive about the same time as raisins, and price will be little above normal. New Filiatras will bring 7 $\frac{1}{2}$ c loose, and 9c packages.

EVAPORATED FRUITS.		Per lb.
Apples, 50-lb. boxes	.....	0 08 $\frac{1}{2}$ 0 09 $\frac{1}{2}$
Nectarines, choice	.....	0 11
Peaches, choice	.....	0 09 0 09 $\frac{1}{2}$
Pears, choice	.....	0 14 0 15
Apricots	.....	0 16 0 20
DRIED FRUITS.		
Candied Peels—		
Lemon	.....	0 18
Lemon	.....	0 12
Orange	.....	0 13
Currants—		
Amalias, loose	.....	0 07 0 11
Amalias, 1-lb. pkgs.	.....	0 08 $\frac{1}{2}$ 0 11 $\frac{1}{2}$
Filiatras, fine, loose, new	.....	0 07 $\frac{1}{2}$
Filiatras, packages, new	.....	0 09
Dates—		
Dromedary, package stock, per pkg.	.....	0 10 0 13 $\frac{1}{2}$
Farda, choicest	.....	0 11 0 14 $\frac{1}{2}$
Hallowee, loose	.....	0 05 $\frac{1}{2}$ 0 08
Hallowee, 1-lb. pkgs.	.....	0 07 $\frac{1}{2}$ 0 09 $\frac{1}{2}$
Prunes—		
40 to 50, in 25-lb. boxes, faced	.....	0 12 $\frac{1}{2}$ 0 13
50 to 60, in 25-lb. boxes, faced	.....	0 11 $\frac{1}{2}$ 0 12
70 to 80, in 25-lb. boxes, faced	.....	0 10 0 10 $\frac{1}{2}$
80 to 90, in 25-lb. boxes, faced	.....	0 09 $\frac{1}{2}$
95 to 100, in 25-lb. boxes, faced	.....	0 06 0 06 $\frac{1}{2}$
100 to 70, in 25-lb. boxes, faced	.....	0 10 $\frac{1}{2}$ 0 11
Raisins—		
Malaga table, box of 22 lbs., according to quality	.....	5 00 6 60
Muscata, loose, 3 crown, lb.	.....	0 08 $\frac{1}{2}$
Sultana, loose	.....	0 14 0 16
Lower grades Sultana, 1 lb. pkgs.	.....	0 15 0 18
Valencia, new	.....	0 06 0 06 $\frac{1}{2}$
Seeded, fancy	.....	0 10
Seeded, choice	.....	0 09

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

RICE.—Embargo was removed from rice for a short period to allow contracts to be filled. It is not expected that they will be half filled, as it is difficult to secure ships. Tapioca is down to 6 $\frac{1}{2}$ c,

for both pearl and seed. It is being imported freely now, coming from Brazil.

Rangoon Rices—		Per cwt.
Rangoon "B"	.....	3 75
"C.C."	.....	3 85
India bright	.....	3 90
Lustre	.....	4 00
Fancy Rices—		Per cwt.
Polished	.....	5 50
Pearl	.....	5 60
Imperial Glace	.....	5 90
Sparkle	.....	6 10
Crystal	.....	6 15
Snow	.....	6 20
Carolina head	.....	6 45
Carolina head	.....	8 10

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 $\frac{1}{2}$ lbs.).

Imported Patna—		Per lb.
Bags, 224 lbs.	.....	0 05 $\frac{1}{2}$ 0 07 $\frac{1}{2}$
Half bags, 112 lbs.	.....	0 05 $\frac{1}{2}$ 0 06 $\frac{1}{2}$
Quarter bags, 56 lbs.	.....	0 05 $\frac{1}{2}$ 0 06 $\frac{1}{2}$
Velvet head Carolina	.....	0 10 0 11
Sago, brown	.....	0 06 0 06 $\frac{1}{2}$
Tapioca—		
Pearl, lb.	.....	0 06 0 06 $\frac{1}{2}$
Seed, lb.	.....	0 06 0 06 $\frac{1}{2}$

MOLASSES.—Stocks in Montreal are big, and were bought at low prices, so that molasses should be cheap this winter. It is predicted, however, that prices will advance as winter approaches. The crop in the West Indies was a fairly large one. If molasses followed the price of raw sugar, it would be selling to-day at 45c gal. Those who have good stocks have good property.

Barbadoes Molasses—	Prices for Island of Montreal.	
	Fancy.	Choice.
Punchons36
Barrels39
Half barrels42

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

Corn Syrups—		Per lb.
Barrels, per lb. 3 $\frac{1}{2}$ c; 1/4 bbls., 4c; 1/4 bbls.	.....	0 04 $\frac{1}{2}$
Pails, 38 $\frac{1}{2}$ lbs., \$1.95; 25 lbs.	.....	1 40
Cases, 2 lb. tins, 2 doz. in case	.....	2 65
Cases, 5 lb. tins, 1 doz. in case	.....	3 90
Cases, 10 lb. tins, 1/2 doz. in case	.....	2 90
Cases, 20 lb. tins, 1/4 doz. in case	.....	2 85
Maple Syrups—		
Pure, per 5 $\frac{1}{2}$ lb. tin	.....	0 75
Pure, in 15 gal. kegs, 8c per lb., or per gal.	.....	1 00
Maple sugar, pure, per lb.	.....	0 10 0 11

COFFEE.—Jobbers find it difficult to talk about the market, not knowing if they can buy. If they can buy, it is hard to say what coffee will cost by the time it gets here. It can be purchased cheaper in the primary markets, but becomes much dearer owing to insurance, freights and war tax. Quietness fell on the market in the early part of the week, which was to be expected, following the run during the past month. Evidences are now seen of settling down to normal conditions. Those who sent in large orders during August were sent only half their order, and are taking the remainder now. This is helping things out somewhat.

Coffee, Roasted—		Per lb.
Bogotas	.....	0 30 0 34
Gautemala	.....	0 25 0 32
Jamaica	.....	0 25 0 32
Java	.....	0 34 0 39
Marcabo	.....	0 24 0 27
Mexican	.....	0 30 0 34
Mocha	.....	0 32 0 36
Rio	.....	0 20 0 23
Santos	.....	0 23 0 26
Chicory, per lb.	.....	0 12 0 15

NUTS.—Wholesalers are having difficulty in securing supplies of nuts, with the exception of walnuts and shelled almonds, which will arrive around November, the latter selling at about 40c lb. While cables to Spain for raisins have arrived safely and been replied to, those

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sent to Malaga for nuts seem to have gone astray.

Shelled walnuts, per lb.	0 50	0 52
Shelled almonds, 28-lb. boxes, per lb.	0 52	0 54
Finest filberts	0 15	0 16
Pecans—		
3 crown	0 17	0 18
Large	0 18	0 20
Giants	0 20	0 21
Almonds	0 20	0 21
Walnuts, Grenoble	0 16	0 17
Brazils, new	0 14	0 16
Peanuts, No. 1, 13c; No. 2	0 11	0 11
Peanuts, No. 3, 9½c; No. 4	0 09	0 09

SPICES.—Cream of tartar, which is imported from France, has run out entirely. It is an important item, as it is used extensively in making pastry. The price has reached 60c, which is now nominal. No changes are reported in other spices, the high prices made at the beginning of the war being maintained.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins. dozen.
Allspice	0 15-0 18	0 60-0 70	0 70-0 80
Cassia	0 22-0 25	0 72-0 90	0 80-0 90
Cayenne pepper	0 30-0 35	1 02-1 15	1 10-1 25
Cloves	0 35-0 40	1 15-1 30	1 25-1 40
Cream tartar—Supply all sold.			
Ginger, Cochin	0 21-0 23		
Ginger, Jamaica	0 25-0 30	0 80-1 05	0 95-1 10
Mace	0 85-1 10		
Nutmegs	0 20-0 35	1 02-1 20	1 10-1 25
Pepper, black	0 23-0 25	0 80-0 90	0 90-1 00
Pepper, white	0 31-0 32	1 05-1 10	1 10-1 20
Pastry spice	0 25-0 32	0 85-1 10	0 95-1 15
Pickling spice	0 20-0 25	0 75-0 90	0 80-0 95
Turmeric	0 20-0 22		
Lower prices for pails, boxes or ballers when delivery can be secured.			
Cardamom seed, per lb., bulk	2 00	2 50	
Caraway—			
Canadian		0 12	
Dutch		0 20	
Cinnamon, Ceylon, lb.		0 60	
Mustard seed, bulk		0 18	0 22
Celery seed, bulk		0 25	0 45
Cayenne chillies		0 25	0 30
Shredded coconut, in pails		0 20	0 25

DRIED VEGETABLES. — Present stocks are nearly exhausted, there being not two weeks' supplies in Quebec. Prices quoted last week are good again this week, though considerably higher prices are being asked in some quarters. New crop will arrive about October 15, and will arrive on a bare market. Peas are scarce, the new crop being short, and there are no old peas on the market. New peas arrived this week, and are not choice boilers, being buggy. Some German peas, imported before war, are on the market, and are bringing higher prices than the new Canadian crop.

Beans—		
Hand picked, per bush.		3 70
Canadian, white, per bush.		3 60
Yellow, per bush.		3 85
Yellow eyes, per bush.		4 35
Lima, per lb.		0 10
Peas, per bushel		3 40
Peas, Imperial green, per bush.		3 50
Barley, pot. per bag		3 30
Barley, pearl		5 00

TEAS.—Wholesalers are not anxious to buy now that supplies are coming in fairly freely, which is in marked contrast to their attitude at the opening of the war, when they were willing to pay any price. Most of the grocers must have taken on too large stocks when the rush occurred, and are now not in need of further supplies. In the meantime (it is observed that two of the steamships sunk by the German cruiser Emden at least—the Kabinga and the Clan Matheson—were carrying large supplies of tea. It was thought that this route was clear of German ships. Supplies are coming in from London, and the City of Norwich has arrived direct from India at Boston.

The Japanese situation is peculiar. Latest cable advices state that the home market is cleared of all grades, and this cable is corroborated by the fact that orders have been turned down at enhanced prices during the past week. Considerable tea has been donated to the Allies for use of troops. It is not thought that any Japanese teas will be offered on this market at less than 20c lb. Supplies of better grades are coming in. Ceylon blacks are easier in Ceylon, but transportation makes the price up. Black teas, however, may be reasonably cheap

ONTARIO MARKETS.

Toronto, Sept. 24.—Trade in Toronto is feeling natural reaction after the war demands, and practically all lines are affected, although there have been no price reductions, and rather the contrary has been the tendency. Country business has been holding up better than the city, for the reason that farmers are getting good prices for their goods, and, generally speaking, they do not live as close to their incomes as people in the cities, nor do they consume the same proportion of the higher-priced luxuries. Then, too, the fact that a number of lines have been cleared up also interferes with volume of business. Wholesalers generally are watching their accounts closely, and are encouraging hand-to-mouth buying, which seems to also be the idea of the retailers under the existing conditions.

As regards imported lines, the situation is unsettled. On the one hand, there is the interference of Germany with trade in the Bay of Bengal, which has caused some uneasiness, while at the same time tea has weakened, and these conditions do not seem to agree. In addition to difficulties of transportation there are also handicaps in financing, as exporters in foreign countries are demanding cash credits on a London basis, which means that importers in some cases must pay for their goods before they see them.

SUGAR.—That Canadian sugar refiners have not been following the American market since the outbreak of the war has been more strongly emphasized than ever this week, when in the face of material weakness in New York for both raw and refined the situation on this side of the line has gained strength, and the Canada Refineries have advanced half a cent a pound to the level of the St. Lawrence Refineries; at the same time the Acadia Refineries have held their position at 40c cwt. above this figure. On the present basis there is no sign of weakness in Canada, despite the reduction of ¾c in New York. With the prevailing price of raw there is yet more chance of there being an advance than a decline, and there is nothing in the

trade to indicate the latter. The weakness in United States is said to be due to unlooked-for falling off in domestic demand, which had been expected to maintain strength when British offers fell off. Canadian refiners are improving their position in relation to orders, but even yet there is not sufficient volume to meet demand, and shipments are still being made on a proportionate ratio, although the ratio is being increased.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 31
20 lb. bags	6 41
10 lb. bags	6 46
2 and 5 lb. cartons	6 60
Second grade granulated, 100-lb. bags	6 21
Nova Scotia refined, 100-lb. bags	6 60
Extra Ground Sugars—	
Barrels	6 60
50 lb. boxes	5 21
25 lb. boxes	6 41
Powdered Sugars—	
Barrels	6 51
50 lb. boxes	6 71
25 lb. boxes	6 91
Crystal Diamonds—	
Barrels	6 95
100 lb. boxes	6 85
50 lb. boxes	6 95
Paris Lump—	
100 lb. boxes	6 85
50 lb. boxes	6 95
25 lb. boxes	7 11
Cartons (20 to case)	8 51
Cartons (50 to case)	8 51
Crystal Dominoes, cartons	9 11
Yellow Sugars—	
No. 1	5 41
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEAS. — Situation has materially eased during the week for the time being, but there is nothing to clear the atmosphere so far as the future is concerned, and definite information as to what is being done in the markets of Colombo and Calcutta is difficult to get. It is evident, however, that operations at these export markets are much curtailed. A letter received in Toronto from a firm in Calcutta, although late in arriving, has some interesting information. It states that the difficulty will mainly be with financing, as many of the big Russian houses financed their dealings through German banks. Then it is also pointed out that transportation companies are reluctant about taking consignments, and that the Government has taken a number of boats for transport purposes, while boats of foreign countries are in great danger of seizure, and are being held in various ports. The present easing seems directly due to release of shipments from London and a falling off in demand. Advices from Japan indicate that there are difficulties in that quarter also to get shipments made. Prices of Indians and Ceylons are reported about 4c above the basis in force before the war, and Japans 2c to 3c. However, some firms are reported to have made material reductions during the past few days and to be selling at considerably smaller advance.

Some of the importers who are watching the situation closely are considering the possibilities of a war tax being imposed by the Government. It is stated by one dealer that this is almost certain to be done in the event of the Government wishing to increase the revenue—

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and this increase appears to be necessary. That coffee should have been taxed and that tea should not was a surprise in many quarters. Tea is generally considered as much cheaper from the standpoint of beverage production than coffee, and besides is more generally used. While, of course, the imposition of a war tax would mean an immediate and direct increase in price to this extent, there would be considerable effect from the fact that buying would undoubtedly be curtailed for a period until present stocks are pretty well exhausted throughout the different branches of the trade.

DRIED FRUITS.—There has been a new development in the currant situation during the week, which has had the result of increasing prices somewhat. This has been the imposition of an increased retention tax in Greece by the Government, with the result that instead of 35 per cent. of the output being taken over by the Government the proportion will be 50 per cent. Thus the output of currants will be reduced by 15 per cent., and prices have been advanced 2s. cwt. Until this was announced the currant prices had been about the same as a year ago, the increased cost of transportation, exchange and insurance being offset by cheaper prices prevailing for stocks. Valencia raisins are expected to be about 1/2c above a year ago, the increase being due to war conditions. The Thompson Line steamer is expected to sail this week with these stocks, which should be received in October. Prices have been announced for California raisins, and they were somewhat cheaper than had been expected; however, there have been some advances made already, and the market is firming up. War conditions are responsible for an easy market for apricots, peaches and prunes. Peels have been advanced in price about 2c from the low figure. Dried apples are cheaper.

Apples, evaporated, per lb.	0 08 1/2	0 10
Apricots—		
Standard, 25 lb. boxes	0 11 1/4	
Choice, 25 lb. boxes	0 11 1/4	
Candied Peels—		
Lemon	0 14	0 16
Orange	0 14	0 16
Citron	0 20	0 22
Currants—		
Filiatras, per lb.	0 09	0 09 1/2
Amalas, choicest, per lb.	0 09 1/2	0 09 1/2
Fatras, per lb.	0 10	0 10
Vostizzas, choice	0 11 1/4	0 11 1/4
Vostizzas, shade dried	0 13	0 13 1/4
Cleaned, 1/2 cent more.		
Dates—		
Faris, choicest, 12-lb. boxes	0 09	0 09 1/4
Faris, choicest, 60-lb. boxes	0 09 1/4	0 09
Package dates	0 07 1/2	0 09
Hallowees	0 06	0 06 1/4
Prunes—		
30-40s, California, 25 lb. boxes	0 13 1/4	0 14 1/4
40-50s, 25 lb. boxes	0 12 1/4	0 13 1/4
50-60s, 25 lb. boxes	0 12	0 12 1/4
60-70s, 50 lb. boxes	0 10	0 10 1/4
70-80s, 50 lb. boxes	0 09 1/4	0 10
80-90s, 50 lb. boxes	0 09	0 09 1/4
90-100s, 50 lb. boxes	0 07 1/4	0 08
25-lb. boxes 1/4c more.		
Peaches—		
Standard, 50-lb. boxes	0 06 1/2	0 06 1/2
25-lb. boxes 1/4c more.		
Raisins—		
Sultana, choice, new	0 10	0 11
Sultana, fancy, new	0 12	0 14
Valencia	0 09	0 09 1/4
Seeded, fancy, 1 lb. packets	0 09 1/4	0 09 1/4
Seeded, choice, 1 lb. packets	0 09 1/4	0 09 1/4

Seeded, choice, 12 oz.	0 08 1/2	0 09 1/4
Seedless, 16 oz., packets	0 10 1/4	0 11
Seedless, 12 oz., packets	0 10	0 10

RICE AND TAPIOCA.—Market is firm, and some quotations have been fractionally advanced. Strength is given to situation by capture of steamers in Bay of Bengal by German cruiser, which is likely to have effect of curtailing shipments.

Rice—		
Rangoon, per lb.	0 04	0 04 1/4
Rangoon, fancy, per lb.	0 04 1/4	0 05 1/4
Patna, per lb.	0 05	0 05 1/4
Japan, per lb.	0 06 1/4	0 07 1/4
Java, per lb.	0 07	0 08 1/4
Carolina, per lb.	0 11	0 12 1/4
Sago—		
Brown, per lb.	0 06	0 06 1/4
White, per lb.	0 06	0 06
Tapioca—		
Bullet, double goat	0 10 1/4	0 10 1/4
Medium pearl	0 07	0 07 1/4
Seed pearl	0 07	0 07 1/4
Flake	0 07	0 10 1/4

BEANS.—Although stocks of beans are not heavy, and the situation is anything but weak, there are some lower prices being quoted. There is considerable range for which the attitude of different jobbers is largely responsible.

Beans—		Per bushel.
Canadian primes	3 50	4 00
Lima, per lb.	0 10	0 10
Peas, blue, Canadian, per bush.	3 00	3 25
Peas, whole, white, per bush.	3 00	3 25

SPICES.—With spices now going to the consumer the demand has gone out of the trade, but situation remains firm on the higher prices. Peppers continue particularly strong. Material advances have been made in prices for herbs, etc. Prices of extracts have been increased, the 10c line going from 75c to 85c, and the pure selling at 25c, from \$2.20 to \$2.25.

Spices—		Compound, per lb.	Pure, per lb.
Allspices, ground	0 12	0 12	0 18
Allspice, whole	0 17	0 17	0 17
Cinnamon, whole	0 21	0 21	0 26
Cinnamon, ground	0 19	0 19	0 26
Cinnamon, Batavia	0 26	0 26	0 36
Cloves, whole	0 28	0 28	0 33
Cloves, ground	0 21	0 21	0 33
Cream of tartar	0 25	0 25	0 35
Curry powder	0 27	0 27	0 27
Ginger, Cochin	0 14	0 17	0 23
Ginger, Jamaica, ground	0 17	0 20	0 27
Ginger, Jamaica, whole	0 24	0 27	0 27
Ginger, African, ground	0 18	0 18	0 18
Mace	0 00	0 00	0 06
Nutmegs, brown, 64s, 62c;			
80s, 42c; 100s			0 37
Nutmegs, ground, bulk, 47c;			
1 lb. tins			0 27
Pastry spice	0 12	0 12	0 22
Peppers, black, ground	0 12	0 12	0 22
Peppers, black, whole	0 20	0 20	0 22
Peppers, white, ground	0 19	0 27	0 37
Peppers, white, whole	0 31	0 31	0 33
Pickling spice	0 17	0 17	0 17
Turmeric	0 20	0 20	0 28

NUTS.—Shipments are being made, but arrangements for financing are not satisfactory, exporters demanding cash credits, which means that the money must be available in London on shipment being made. This importers have to pay for the goods before they see them. This means higher prices, but at the same time demand is not strong, and orders are being curtailed.

In shell—		Per 100.
Almonds, Tarragona	0 17 1/4	0 18
Brazilia, medium, new	0 10 1/4	0 11
Brazilia, large, washed, new	0 12 1/4	0 13
Chestnuts, peck	1 75	1 90
Pilberts, Sicily, new	0 14	0 15
Peanuts, Jumbos, roasted	0 12 1/4	0 13 1/4
Peanuts, hand-picked, roasted	0 10 1/4	0 11
Peanuts, fancy, roasted	0 09 1/4	0 10
Peanuts	0 17	0 18
Walnuts, Grenoble	0 17 1/4	0 18
Walnuts, Bordeaux	0 18	0 18
Walnuts, Marbols	0 19	0 19
Shelled—		
Almonds	0 85	0 85
Pilberts	0 10 1/4	0 11 1/4
Peanuts	0 10 1/4	0 11 1/4

Pecans	0 66	0 60
Walnuts	0 66	0 60

SYRUPS.—There is a fair business in syrups, although the cool weather has been deferred. Business should pick up materially from now on. Molasses also are beginning to move better.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 05	2 05
5 lb. tins, 1 doz. in case	3 00	3 00
10 lb. tins, 1/2 doz. in case	2 90	2 90
20 lb. tins, 1/4 doz. in case	2 85	2 85
Barrels, per lb.	0 03 1/4	0 03 1/4
Half barrels, lb.	0 04	0 04
Quarter barrels, lb.	0 04 1/4	0 04 1/4
Pails, 38 1/2 lbs. each	1 05	1 05
Pails, 25 lbs. each	1 40	1 40
Molasses, per gallon—		
New Orleans, barrels	0 28	0 28
New Orleans, half-barrels	0 28	0 28
West Indies, barrels	0 24	0 24
West Indies, half barrels	0 24	0 24
Barbadoes, fancy, barrels	0 45	0 45
Barbadoes, fancy, half barrels	0 47	0 48
Maple Syrup—Compound—		
Gallons, 6 to case	4 40	4 80
1/2 gals., 12 to case	4 70	5 40
1/4 gals., 24 to case	4 70	5 40
Pints, 24 to case	2 60	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	6 45	6 60
Gallons, 6 to case	6 00	6 00
1/2 gallons, 12 to case	6 85	7 25
Quarts, 24 to case, in glass	7 00	7 25
Pints, 24 to case	4 00	5 90
Maple Sugar—		
Pure, per lb.	0 12 1/4	0 12 1/4
24 twin bars	1 00	1 00
40 and 48 twin bars	3 00	4 85
Maple butter, lb. tins, dozen	1 90	1 90

COFFEE.—Demand for coffees is only fair, following rapid action for a couple of weeks. Mochas and Javas are scarce, particularly the former, but for the most part there is no serious holding up of supplies on account of the bulk of Canadian shipments coming from South America.

Coffee, Roasted—		
Egostas	0 25	0 30
Guatemala	0 25	0 32
Jamaica	0 24	0 28
Java	0 28	0 32
Maricao	0 25	0 30
Mexican	0 25	0 30
Mocha	0 30	0 34
Rio	0 22	0 22
Santos	0 22	0 26
Chicory, per lb.	0 10	0 13

CANNED GOODS.

TORONTO.—The British Columbia Packers' Association has announced new prices on salmon, which are, as predicted, 57c above those of a year ago. Already the Fraser River sockeye supply has been about sold out, and a start has been made on the late run sockeye. The prices are:

1 lbs. tall	\$2.52 1/2 doz.
1 lbs. flat	2.72 1/2 doz.
1/2 lbs. flat	1.57 1/2 doz.

Opinions in the trade are that the new prices on canned tomatoes to be announced about the 1st of October will be somewhat higher than a year ago. At the same time, it is believed that every effort will be made to keep the price down in view of the fact that the consuming public are not in a position to pay high prices under the existing conditions. The warm weather improved the tomato outlook considerably, but it must always be taken into consideration that an early frost will seriously injure the output.

It is expected that there will be a stronger demand than usual for the better class of Canadian canned peas on account of the French goods being out of

CANADIAN GROCER

the market. Other lines of canned goods should be little affected one way or the other by the imports from France being cut off.

MANITOBA MARKETS.

WINNIPEG, Sept. 24.—There is a wider variety to price changes this week than for sometime past. The movement has been downward as well as upward, and such movement has been almost unheard of since early in August when war was declared.

SUGAR.—There was an advance of 50 cents on Tuesday. The market continues strong, and it is expected that there will be a further advance in the near future—that is when the refiners start using the higher priced raws for manufacture. Orders are still being curtailed by wholesalers to about half the quantity requested. This, of course, is due to the fact that their supplies are being held down to an almost impossible small point by the refiners.

	Per cwt. in sacks.
Sugar, Eastern—	
Extra standard granulated	6 70
Extra ground or icing	7 20
Powdered	7 00
Lumps, hard	7 65
Montreal yellow	6 30
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 10
Barrels, per cwt.	6 95
Halves, 50 lbs., per cwt.	6 10
Bales, 20 lbs., per cwt.	6 15
Powdered, barrels	6 40
Powdered, 50s	5 75
Powdered, 25s	7 05
Icing, barrels	6 70
Icing, 50s	6 95
Icing, 25s	7 10
Icing, balls	7 00
Cut loaf, barrels	6 80
Cut loaf, 25s	7 05
Cut loaf, 50s	7 30
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case.....	3 60
5-lb. tins, 1 doz. to case, per case.....	4 00
10-lb. tins, 1/2 doz. to case, per case.....	3 75
20-lb. tins, 3 tins to case, per case.....	3 70
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are as case higher.)	
Molasses—	Per gal.
Barbadoes	6 83
New Orleans	6 34
Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial 1/2 gal., 1 doz.	5 55
New, pure, 1/4 gal., case	9 00
New, pure, 1/2 gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—Currants at present are very scarce, and the shortness of the supply is being more felt daily. As a result prices have been advanced about 1c during the week. There is every prospect, however, that reasonable supplies will reach Winnipeg about October 1, and it is expected these will be sold at slightly reduced prices. One-lb. packages will likely be quoted at from 9 1/4 to 9 1/2c and 2-lb. packages at 19c. New crop currants are not likely to arrive until about Nov. 1. Then, however, prices should be even lower than those quoted above, for the expected October shipment.

Apples, evaporated, new, 25s	0 11 1/2
Apricots, choice, 25's	0 13 1/2
Apricots, choice, 10's	0 14 1/2
Apricots, standard, 25's	0 13
Currants—	
Dry clean	0 10
Washed	0 10 1/2
1 lb. package	0 12
2 lb. package	0 23 1/2
Vostizans, 1 lb.	0 12 1/2
Dates—	
Hallowi, loose, per lb.	0 06 1/2
Hallowi, 1 lb. pkgs.	0 07 1/2

Fard dates, 12-lb. boxes	1 10
Peaches—	
Standard, 25-lb. boxes	0 06 1/2
Choice, 25-lb. boxes	0 07 1/2
Choice, 10-lb. boxes	0 08 1/2
Extra choice, 25-lb. boxes	0 08 1/2
Prunes, in 25-lb. boxes—	
80 to 100	0 08 1/2
80 to 90	0 08 1/2
70 to 80	0 09 1/2
60 to 70	0 10
50 to 60	0 10 1/2
40 to 50	0 11 1/2

Raisins, Valencia—	
Extra select Valencia, 28's, box.....	2 15
Raisins, Sultanas—	
California	0 09 1/2
Smyrnas	0 12 1/2
Raisins, Muscatels—	
3 crown loose, 50's	0 06 1/2
3 crown loose, 25's	0 08 1/2
Choice, seeded, lb.	0 09 1/2
Extra fancy seeded, lb.	0 09 1/2
Raisins, Australians—	
Lexias, 55-lb. boxes	0 06 1/2
12-oz. packages, fancy	0 07 1/2
12-oz. packages, choice	0 07 1/2

TEAS AND COFFEES.—Much the same condition obtains here as last week. Teas are steady at the old prices, due more to competition than to conditions on the primary market. Coffee remains steady, the primary market still being weak.

BEANS.—Another advance has been struck here, varying from 5 to 10c. Austrian hand picked are now quoted at \$3.65, and Canadian hand picked at \$3.60. The advance of course is due to the heavy demand for this product for army purposes. Rumors of wet weather having a somewhat harmful effect upon the coming crop has also tended to bring higher prices.

Beans—	
Austrian, hand picked	3 65
Canadian, hand picked	3 60
3 lbs. picker	3 40
Barley—	
Pot, per sack, 96 lbs.	3 60
Pearl, per sack, 96 lbs.	5 00
Peas—	
Split peas, sack, 98 lbs.	3 30
Whole peas, bushel	2 25

ALBERTA MARKETS.

By Wire.

Edmonton, Sept. 26.—The advancing sugar market, jobbers say, is quite justified by advances in raws. Higher prices are expected to prevail. It seems probable that the majority of winter import orders will be held up, as it is exceedingly difficult to get goods via Pacific owing to the Government withdrawing liners for transport purposes. There is a smaller trade in cereals owing to the extra heavy business last month. Canned goods are a bit slow, but fresh fruit is coming heavily. Owing to the Pacific situation, Austrian beans are off, and Ontario beans have advanced 20 cents. Lemons have dropped again.

Produce and Provisions—	
Butter, creamery, per lb.	0 26
Butter, dairy, No. 1, 2c; No. 2.....	0 16
Cheese, per lb.	0 17
Lard, pure, 5's, per case	7 60
Lard, pure, 8's, per case	7 45
Lard, pure, 10's, per case.....	7 40
Lard, pure, 20's, each	2 45
General—	
Beans, Ontario, per bushel	3 25
Beans, Austrian	3 25
Coffee, whole roasted, Rio	0 18 1/2
Evaporated apples, 50's	0 11
Potatoes, new, per bushel	0 45
Rolled oats, 20's	0 79
Rolled oats, ball	3 40
Flour, 98's, \$3.55-\$3.65; rolled oats, 80's ..	2 80
Rice, per cwt.	4 30
Sugar, standard, gran., per cwt.....	7 80
Sugar, yellow, per cwt.	7 15
Canned Goods—	

Apples, gala, case	1 85
Corn, standard, per two dozen.....	2 15
Peas, standard, 2 dozen	1 95
Plums, Lombard	2 20
Peaches	3 15
Strawberries, \$4.70; raspberries	4 20
Potatoes, standard, per dozen.....	2 45
Salmon, sockeye, 4 doz; talls, case, 1s ..	9 50
Cohoos, 1's, \$7.25; humpbacks, 1's.....	4 50
Fruits—	
Lemons	7 00

SASKATCHEWAN MARKETS.

Regina, September 24 —(Special).—Business continues uninterrupted by the war, and as season advances, wholesalers, retailers, producers and consumers are all settling down. No changes have occurred in staple lines this week, although a report has been received from New York stating that raw sugar has declined somewhat on the New York market, and is now being quoted at about \$5.90, as compared with \$6.27 one week ago. This, dealers declare will not necessarily mean that the price of refined sugar will drop here, for our prices are still lower in comparison with those quoted on the New York market. It is thought, however, that the drop in the raw material will, if it continues, affect the refined sugar market at New York. Prices are being quoted on this year's crop of evaporated fruits from California. A drop of four cents is noted in apricots. Creamery butter is quoted at 30 cents, an advance of two cents over one week ago. Eggs are wholesaling at 25 cents per dozen.

Produce and Provisions—	
Butter, creamery, per lb.	0 29
Butter, dairy, No. 1	0 27
Cheese, per lb.	0 17 1/2
Eggs, fresh, per doz.	0 25
Lard, 3's, per case	7 60
Lard, 5's, per case	7 45
Lard, 10's, per case	7 40
Lard, 20's, each	2 50
General—	
Beans, Ontario, per bushel	3 65
Coffee, whole roasted, Rio	0 22
Cream of tartar, lb.	0 52
Cocoanut, lb.	0 20 1/2
Evap. apples, 50's	0 12 1/2
Potatoes, new, per bushel.....	1 75
Rolled oats, 20's, 82c; 40's, \$1.60; 80's ..	3 10
Rolled oats, ball of 80 lbs.	3 10
Flour, 98's,	3 45
Rice, per cwt.	4 50
Sugar, standard, gran., per cwt.....	7 07
Sugar, yellow, per cwt.	6 67
Walnuts, shelled, 5c; almonds.....	0 53

NEW BRUNSWICK MARKETS.

(By wire.)

St. John, Sept. 24.—Business continues promising with local dealers. There has been no noticeable cessation and merchants do not expect any. Collections could no doubt be much better. A stronger hand has been put on credits on all sides and many "slow pays" have met with a refusal of renewals. Markets for most part are firm, but little changed. Flour and sugar are unchanged though both are firm. American pork is easier and lard is also lower, pure being 13 3/4 to 14c, and compound 11 1/4 to 11 1/2c. Local competition has forced down prices. Cream tartar is now at 50 to 53c, with stocks scarce. Molasses are a shade higher. Potatoes being received in large quantities and have dropped to \$1.25 to \$1.35 barrel. Other vegetables are plentiful.

No Ships Now Available for Export of Flour

Government Has Taken Vessels for Transport of Troops—This and Lower Prices for Wheat Makes Domestic Situation Easier, Although Prices Are Upheld by Foreign Demand.

MONTREAL.

FLOUR.—Despite the drop which took place in the wheat market last week the price of flour was not affected, and since then the market has firmed. The big rush had the effect of emptying the mills, and most of them are behind with their orders. While export business has been slack since the war broke out, it is not unlikely that the inability to secure ships at Montreal may affect the market a little. A week ago, the Government took over all the ships in Montreal harbor, for the purpose, it is believed, of carrying troops to Europe. In the meantime, all export business is suspended. Prices remain the same, and as long as the wheat market goes up and down, it is unlikely that a change will take place.

Manitoba Wheat Flour—	Per bbl.
First patents	6 70
Second patents	6 20
Strong bakers'	6 00
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	Car lots. Small lots.
Fancy patents	6 35 6 60
90 per cent.	6 00 6 20
Straight roller	5 80 6 00
Blended flour	5 85 6 35

CEREALS.—A check seems to have taken place in the advance in the price of oats. Rolled oats, 90s are still quoted at 3.02½, and oat meal ten per cent. more. Business is a shade quieter, due to the overloading which took place last month. Oats are cheaper, but rolled oats are the same. It is believed that by the first of next month a change downward will have taken place. It will be easier to predict when the new oat crop arrives here.

Cornmeal—	Per 96-lb. sack.
Kiln dried	2 45 2 75
Softer grades	2 20 2 35
Roller Oats—	90's in jute.
Small lots	3 12½ 3 50
25 bags or more	3 02½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Roller Wheat—	100-lb. bbls.
Small lots	3 50
Hominy, per 96-lb. sack	2 70

MILL FEEDS.—Feeds, bran, and shorts are all firm, and the demand is big. It was so big last week, some of the mills were unable to cope with it.

Mill Feeds—	Car lots, per ton
Bran	25 00
Shorts	27 00
Middlings	29 00
Wheat moulés	30 00
Feed flour	35 00
Mixed chop, ton	38 00
Crushed oats, ton	36 00
Barley, pot, 96 lbs.	3 00 4 00
Oats, chop, ton	36 00
Barley chop, ton	36 00

TORONTO.

FLOUR.—With the millers catching up in their domestic orders, with wheat weaker and with the present demand quiet after the first war flurry, the flour

situation tends to be easier, although there are no changes in the prices. On the other hand a strengthening factor is that there continues to be a strong demand in England and so long as this lasts the prices may be expected to maintain their level. Very soon the millers will have to depend on this export demand and so long as it continues there may be little change expected. Much will depend upon the war developments and prospects regarding the length of campaign. An interesting feature of the export business is that while there is buying by exporters the fact remains that during the week there was an increase in contents of the elevators at Fort William of between six and seven million bushels. This is taken by some dealers to indicate that speculative influences are at work and that exporters when they sell a bushel of wheat buy two more with the idea of getting something like a corner on the market in the hope of higher prices with a continuance of the war. Altogether the market is uncertain and changes may be looked for at any moment.

Manitoba Wheat Flour—	Small lots. Car lots.
First patent	6 80 6 60
Second patent	6 30 6 10
Strong bakers'	6 10 5 90
Flour in cotton sacks, 10c per bbl. more.	
Winter Wheat Flour—	Small lots. Car lots.
Fancy patents	5 80 5 30
90 per cent.	5 10 4 80
Straight roller	5 00 4 80
Blended flour	5 35 4 95

CEREALS.—Reports indicate prices continuing firm, although business is comparatively quiet on expected reaction after first war buying flurry. Cash prices for oats continue pretty firm although there is some easiness in futures.

Barley, pearl, 96 lbs.	5 00
Ruckwheat grits, 96 lbs.	5 50 6 00
Corn flour, 96 lbs.	2 50 3 00
Cornmeal, yellow, 96 lbs.	2 65 2 75
Graham flour, 96 lbs.	3 00 3 20
Hominy, granulated, 96 lbs.	3 00
Hominy, pearl, 96 lbs.	3 00
Oatmeal, standard, 96 lbs.	3 65
Oatmeal, granulated, 96 lbs.	3 65
Peas, Canadian, boiling, bush.	3 00
Peas, split, 96 lbs.	5 00
Rolled oats, 96-lb. bags	3 50 3 70
Rolled wheat, 100-lb. bbl.	3 80 4 00
Rye flour, 96 lbs.	2 80
Wheatlets, 96 lbs.	4 00
Whole wheat flour, 96 lbs.	4 00

MILL FEEDS.—For the season there is abnormally good pasture. Warm weather following heavy rains brought on conditions which eased up demand for mill feeds very materially. Result is that while shorts are still pretty firm there is a noticeable weakness for bran and price has dropped a dollar.

Mill Feeds—	Mixed cars, per ton
Bran	24 00 26 00
Shorts	27 00 29 00
Middlings	29 00 31 00
Wheat moulés	30 00
Feed flour, per bag	1 C.

WINNIPEG.

FLOUR AND CEREALS.—No price change whatever has come in flour or in cereals during the week, and while it is impossible to tell with any certainty what the future will bring, there seems a likelihood that prices will hold steady for sometime. Wheat has been fluctuating on the market, but this is a usual occurrence and millers are not following any small changes.

A drop in the price of wheat last week had the effect of causing some farmers to put their crop in the elevators instead of marketing it. This is a usual condition, however, every year a small percentage of the farmers hold back their crop in the hope of getting better prices. The obligations of many, however, prevent them taking such action.

On the whole wheat is coming in satisfactorily. The bank clearings show clearly that more has been marketed to date than to the corresponding date last year. All these things suggest steady prices.

Manitoba Wheat Flour—	Per bbl.
First patents	6 40
Second patents	5 80
Strong bakers'	5 10
Cereals—	
Rolled oats, per 96 lbs.	2 80
Oatmeal, fine, standard and gran'd, 96 lbs	2 80

STRICT EYE ON CREDITS.

Brantford, Ont., Sept. 23.—At the regular monthly meeting of the Grocers' and Butchers' Association held last week the matter of giving credit was again discussed. Some of the merchants say that while some of their customers are trying to pay up, many are expecting the same amount of goods and credit as in good times when there was plenty of work and they were earning full wages. The grocers were unanimous in saying that they could not and will not continue to give much credit, as it is impossible for the average merchant to carry them any further, as their own credit is limited. The merchants realize that times are not of the best, yet they do not pretend to be a charity organization, and cannot see any reason why they should be expected to hand out their goods without being paid for them, as they certainly have to pay for all the goods they get.

George W. Brittain, member of the retail grocery firm of E. T. Brittain & Sons, Toronto, died last week.

Hot Weather Hindered Preserving Sales

Noticeable Falling Off in Demand for Fruits and Vegetables Used for Preserving and Pickling During Hot Days—Cranberries Plentiful—Peaches Are About Done.

MONTREAL.

FRUIT.—At the fruit auction held on Monday, price of fruit was low, owing to the absence of Jewish merchants, who were celebrating New Year's Day. California peaches went as low as 80c box, Tokay grapes, \$2.75, crate; pears 2.75 box, average price for apples, \$1.75-3.00 per bbl. Niagara grapes are in big demand for table use, and are cheap, selling as low as 19c per basket of 6 lbs. No baskets of peaches were offered, and Canadian peaches will be off the market shortly. Duchess apples have practically disappeared. Farmers are refusing to ship apples at the prevailing prices. Lemons are away down, Verdellis selling as low as \$3. They have not been selling well, but the heat this week will help the sale. Cantaloupes and water melons are nearly off, and Western melons are arriving worth 1.50 crate.

Apples—	
Peach	2 75
Wealthies, No. 1	3 00
St. Lawrence, No. 1	3 50
Wolf River	3 00
Dutchess, bbl.	2 50
Bananas, crate	2 00
Cranberries, bbl.	7 50
Grapefruit, 54-64-80-96 size, case	3 50
Grapes, Cal., box	2 75
Grapes, Can., small basket	0 19
Lemons, Messina—	
Extra fancy, 900 size	3 00
Limes, small boxes	1 25
Oranges—	
California, late Valencia, 176-200-216-300	3 80
California, 126-150 size, box	3 80
California, 5-box lots	3 25
California cantaloupes, per crate of about 45	4 80
Watermelons, Western, crate	1 50
Peaches, per box	1 40
Plums, per crate	1 50
Plums, Canadian, basket	0 50
Peaches, Canadian, basket	1 00
Pears, basket	0 60
Pears, Cal., box	3 25
Pears, Tokay, box	2 75

VEGETABLES.—Wax and green beans are selling as low as 65c per bag of 17-20 lbs. They will last a little longer, and might be cheaper. The late bean crop is expected this week. Beets, turnips and carrots are worth 75c a bag. Corn brings 10 to 18 cents, and is expected to be a little dearer next week. Cauliflower season is on. They are plentiful and cheap, bringing 75-1.50 doz. Good cucumbers are selling for 15-20c, and are cheap, some having been bought at 25 to 30c a bag. Preserving cucumbers are bringing 20c per doz. Celery is arriving in good quality and quantity. Head lettuce will go up, good lettuce being scarce; will soon be arriving direct from Boston. Spanish onions getting cheap, now being worth 3.00 a case; red 2.00 per 100 lbs. Parsley sells as low as 10c, but good stuff brings 15c. Green peppers are cheaper than a week ago. Sweet potatoes slightly easier, 1.50 per hamper. Rhubarb getting scarce, and sells easily. Montreal tomatoes plentiful, bringing 50c case.

Beans, wax and green bag	0 17	0 20
New beets, bag	0 75	0 75
Cabbage, per dozen	0 25	0 30

Corn, dozen	0 10	0 15
Carrots, bag	0 75	0 75
Cauliflower	0 75	1 50
Cucumbers, dozen	0 10	0 10
Celery, bunch	0 50	0 50
Egg plant, per dozen	0 50	0 50
Lettuce, head, per doz.	0 40	0 40
Curly lettuce, per doz.	0 20	0 20
Mushrooms, lb.	0 30	0 40
Onions—		
Spanish, per crate	3 00	
Spanish, in crates	1 25	
Native, per doz. bunches	0 50	
Red, 100-lb. bags	2 00	
Parsnips, bag	1 00	
Parsley, doz. bunches	0 15	
Peppers, green, 3/4 qt. basket	0 50	
Potatoes—		
Montreal, new, bag	0 75	1 00
Potatoes, new, sweet, Jersey, hpr.	1 50	
Rhubarb, dozen	0 40	
Spinach, Montreal, in boxes	0 50	
Turnips, bag	0 75	
Tomatoes, Ontario, basket	0 50	
Tomatoes, Montreal, box	0 50	

TORONTO.

FRUIT.—Summer weather in the preserving and pickling season had a very unfavorable effect upon the fruit market and the buying was unusually light for the time of the year. It was emphatically evident that the housewife does not like working over a preserving fire while the temperature is getting up towards the nineties. Fall fruits were in good supply. Cranberries are now plentiful at \$7, and there will be a big crop both of the Cape Cods and the Jerseys. Some very attractive pines from the Azores have been received and are bringing fancy prices. Lemons are even cheaper at present than before the war. This is the hard month of the year for lemons with a falling off in the demand and a big range in the quality. Higher prices may be expected in October. Oranges are continuing at easy prices. Cantaloupes are getting a little dearer. Grapes are coming very plentifully and at satisfactory prices. The Canadian peaches of which there was a very short crop are about off the market.

Apples—		
Canadian, basket	0 15	0 20
Crab, basket	0 20	0 25
Dutchess	0 25	0 30
Bananas, per bunch	1 80	2 40
Cantaloupes—		
Canadian, 11-qt. basket	0 25	0 35
Bushel basket	0 50	0 75
Cocoanuts, sack	3 75	
Cranberries	7 00	
Grapes—		
Moore's Early, 6-qt. bblts.	0 25	
Tokays	2 00	
Oranges—		
California, late Valencias	2 75	3 25
Lemons, Verdilla	4 25	5 00
Limes, per 100	1 25	
Plums	0 35	0 60
11 qt. baskets	0 65	0 85
6 qt. baskets	0 35	0 40
Pears—		
Bartlett's, basket	0 50	0 75
Clapps Favorite	0 40	0 50
Finnish Beauties, basket	0 40	
Keefers, basket	0 20	
Peaches, Can., extra fancy	1 25	1 40
Peaches, Colorado, box	1 60	
Pineapples, Azore, case 10	3 50	4 50
Watermelons	0 25	0 40

VEGETABLES.—Vegetables which usually sell at this time of the year for pickling have been in poor demand on account of the hot weather. In other lines there is a fair business. Tomatoes are getting a trifle dearer and sweet potatoes are somewhat cheaper. Canadian potatoes will be a good crop fol-

lowing the rains which came just in time to materially improve the situation. The price may be expected to get smaller in about a week. Cauliflower, egg plant and water-cress are some of the offerings to vary the program.

Beets, Canadian, bag	0 75	0 75
Beans, Canadian, basket	0 25	0 35
Cabbage, Canadian, case	1 00	1 25
Carrots, bag	0 75	0 75
Cauliflower, doz.	1 50	
Egg Plant, 11 qt. basket	0 25	0 35
Cucumbers—		
Slicing	0 20	
Medium pickling sizes	0 35	0 75
Gherkins	1 00	1 25
Celery, doz.	0 35	0 60
Corn, per doz.	0 06	0 08
Mushrooms, per lb.	0 60	0 75
Water Cress, 11 qt. basket	0 50	0 50
Onions—		
Spanish, big crate	3 50	
Can., 75-lb. bags	1 50	
Green peppers, basket	0 45	0 50
Red peppers	0 75	1 00
Potatoes, Canadian, per bag	0 85	0 90
Parsley, basket, 11-qt.	0 30	0 35
Tomatoes, Canadian, basket	0 20	0 30
Turnips, bag	0 20	0 30
Sweet potatoes, hamper	1 50	1 75

WINNIPEG.

FRUITS.—In some lines the market has been flooded during the week, bananas, for instance, selling away down. The situation here, however, has now steadied. Generally there is a downward tendency to prices. Washington apples are being quoted at \$1.25. Lemons, California, are down to \$8 and California oranges have dropped further to \$3.50. Grapes also are quoted on a much lower basis, Tokays moving at \$2.50 and Ontario basket grapes selling at 30c.

The question of cost of getting goods is not solely responsible for prices at the present time. The need for economy which many are feeling, makes it impossible for them to buy any expensive fruits, and that their stocks may move and not rot on their hands, wholesalers have been forced to put the price of some lines lower than their proper level. Other lines, such as grapes, have dropped naturally, the supply being more plentiful.

Apples—	
Washington	1 25
Apples, bbls.	4 00
Crab Apples	1 35
Bananas, lb.	0 04 1/2
Lemons—	
California	8 00
Messina	8 00
Oranges—	
California Valencia's	3 50
Peaches, Fresh California	0 90
Plums, Fresh B.C.	0 90
Pears	2 75
Grapes, Ontario, basket	0 30
Cal. Tokays	2 50

VEGETABLES.—Outside of the arrival of one or two new lines this market is without any feature. During the week sweet potatoes were received from New Jersey and are being quoted at \$4.75. B.C. celery has come upon the market. Present quotations being 7c per lb.

Head lettuce, Minnesota, hampers	3 50
Head lettuce, Cal., crate	4 00
Onions—	
Cal., 100-lb. sacks	2 25
Parsley, per doz. bunches	0 40
New potatoes, per bush.	1 25
Sweet potatoes	4 75
Tomatoes, Ont., basket	0 40

Exports Held Up and Prices Are Easier

Action of Government in Taking Boats for Special Service Has Effect in Produce Market—Cheese and Butter Easier, But Eggs Are Firm—Hogs Easier and Provision Business Quiet.

MONTREAL.

PROVISIONS.—Bacon is a little firmer owing to the large supplies being supplied to the troopships which are now being held in Montreal harbor. It is being quoted at 19-20. The local demand, however, has been rather small, though this spell of warmer weather may stimulate things. Lard is enjoying a limited sale.

Hams—		Per lb.
Medium, per lb.	0 19	0 20
Large, per lb.	0 18 1/2	0 19
Bacon—		
Plain, bone in	0 24	
Light, per lb.	0 22	
Boneless	0 26	
Peameal	0 27	
Cooked Meats—		
Hams, boiled, per lb.	0 29	
Hams, roast, per lb.	0 29	
Shoulders, boiled	0 27	
Shoulders, roasted	0 28	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 1/2	
Long clear bacon, 80-100 lbs.	0 14 1/2	
Flanks, bone in, not smoked	0 15 1/2	
Barrelled Pork—		Per bbl.
Heavy short cut mess	0 32	
Heavy short cut clear	0 32	
Clear fat pork	31 00	
Clear pork	30 00	
Lard, Pure—		Per lb.
Tierces, 350 lbs., net	0 13 1/2	
Tubs, 50 lbs., net	0 14 1/2	
Boxes, 50 lbs., net	0 14	
Pails, wood, 20 lbs., gross	0 14 1/2	
Pails, tin, 20 lbs., gross	0 14 1/2	
Cases, 10-lb. tins, 60 in case	0 14 1/2	
Cases, 5 and 5-lb. tins, 60 in case	0 14 1/2	
Bricks, 1 lb., each	0 15	
Lard, Compound—		
Tierces, 375 lbs., net	0 10 1/2	
Tubs, 50 lbs., net	0 11	
Boxes, 50 lbs., net	0 11	
Pails, wood, 20 lbs., net	0 11 1/2	
Pails, tin, 20 lbs., gross	0 11 1/2	
Cases, 10-lb. tins, 60 in case	0 12	
Cases, 5 and 5-lb. tins, 60 in case	0 12	
Bricks, 1 lb., each	0 13	
Hogs—		Per cwt.
Dressed, abattoir killed	14 00	14 80

BUTTER.—Owing to export business being interrupted due to all ships having been taken over by the government presumably for carrying troops, the market has been decidedly easier during the past week.

Butter—		
Finest creamery, new milk	0 29	0 30
Dairy butter	0 23	0 24

CHEESE.—Market has declined for the same reason as butter—that ships for export purposes cannot be secured. The market will be easier next week if ships are not secured in the meantime. The main factor is the British market. Demand locally small, and little going West.

Cheese—		
New make	0 16	0 16 1/2
Old specials, per lb.	0 15	
Stilton	0 18	

EGGS.—Market very quiet, as is usual at this time of the year. Presumably the shortage of ships for export is also having its effect on this market.

Eggs, case lots—		
New laid	0 32	
Selects	0 30	
No. 1s	0 25	
Splits	0 20	0 23

HONEY.—Reported that Quebec crop good, but this does not count for much when the crop in Ontario has been a failure. New crop except in combs has not yet arrived, but is being offered. Price is fairly firm. Supplies of old honey sufficient to supply present demand.

Honey—	White Clover	Buckwheat
Barrels	per lb.	per lb.
Tins, 60 lbs.	0 11 1/2	0 08
Tins, 30 lbs.	0 12	0 09
Tins, 5 and 10 lbs.	0 12 1/2	0 10
Comb, 13-14 oz. section	0 12 1/2	0 10

TORONTO.

PROVISIONS.—Although there is a further easing of prices in hog market and demand for meats is not strong prices remain unchanged although the tendency is somewhat easier.

Hams—			
Light, per lb.	0 20	0 20 1/2	
Medium, per lb.	0 20	0 20 1/2	
Large, per lb.	0 18	0 19	
Bacon—			
Light, per lb.	0 20	0 20 1/2	
Medium, per lb.	0 20	0 20 1/2	
Large, per lb.	0 18	0 19	
Breads—			
Breads, per lb.	0 24	0 25	
Boneless, per lb.	0 25	0 26	
Pea meal, per lb.	0 25	0 26	
Bacon—			
Breakfast, per lb.	0 20 1/2	0 21	
Roll, per lb.	0 15 1/2	0 16	
Shoulders, per lb.	0 14 1/2	0 15	
Pickled meats—1c less than smoked.			
Dry Salt Meats—			
Long clear bacon, light	0 14 1/2	0 15	
Cooked Meats—			
Hams, boiled, per lb.	0 29 1/2	0 29	
Hams, roast, per lb.	0 27	0 28	
Shoulders, boiled, per lb.	0 23	0 24	
Shoulders, roast, per lb.	0 23	0 24	
Barrelled Pork—			
Heavy mess pork, per bbl.	25 00	25 00	
Short cut, per bbl.	30 00	30 00	
Lard, Pure—			
Tierces, 400 lbs., per lb.	0 12 1/2	0 13 1/2	
Tubs, 50 lbs.	0 13	0 13 1/2	
Pails, wood, 20 lbs., gross	0 13 1/2	0 14 1/2	
Pails, tin, 20 lbs., gross	0 13 1/2	0 14 1/2	
Bricks, 1 lb., per lb.	0 14 1/2	0 15 1/2	
Lard, Compound—			
Tierces, 400 lbs., per lb.	0 09 1/2	0 10 1/2	
Tubs, 50 lbs., per lb.	0 10	0 10 1/2	
Pails, 20 lbs., per lb.	0 10 1/2	0 11	
Hogs—			
F.O.B., live, per cwt.	8 90		
Live, fed and watered, per cwt.	9 25 1/2		
Dressed, per cwt.	14 00	14 25	

BUTTER.—Despite continued easiness in this market and falling prices at outside points the prices hold in Toronto although there is a much easier feeling. Fact that there is nothing being done in export is no doubt a factor. In country where butter was being held a few weeks ago there is to-day a tendency to sell freely where there is a demand but the latter is often lacking. Lower prices seem likely.

Butter—		
Creamery prints, fresh made	0 30	0 31
Separator prints	0 27	0 28
Dairy prints, choice	0 26	0 27
Dairy, solids	0 22	0 24
Bakers	0 18	0 20

CHEESE.—With export business cut off on account of action of government in taking charge of boats, market is in a very uncertain state. During week a raise of 1c lb. took place but the strength was only temporary and quotations quickly receded to old level. What

developments of next few weeks may be is difficult to foretell.

Cheese—		
Old, large	0 17	0 17 1/2
Old, twins	0 17 1/2	0 17 1/2
New, large	0 15 1/2	0 16
New, twins	0 16	0 16 1/2

EGGS.—Outside influences do not seem to affect this market and prices are even firmer than a week ago despite weakness at outside points. Some dealers quote 32c for new laid in cartons, 31c for selects and 23c for trades.

Eggs, case lots—		Per dozen.
Strictly new laid in cartons	0 30	0 31
Selects	0 29	0 30
Straights	0 26	0 27
Trade eggs	0 21	0 22

POULTRY.—The outlook in the poultry business is anything but bright. Farmers find feed high and the demand is very weak on account of people taking few "luxuries." Then, too, frozen stocks are heavy and packers are trying to get rid of this supply. Jewish holidays made good business last week and more festivities about the end of the month should help at that. Poultry is now getting to the basis where it ceases to be a luxury but is rather a reasonably priced food.

Fresh Stock—		Live.	Dressed.
Fowl	0 05	0 10	0 14
Spring chicken, lb.	0 11	0 13	
Turkeys, young	0 15	0 18	
Turkeys, old Tom	0 13	0 15	
Ducklings	0 08	0 10	0 14

WINNIPEG.

PROVISIONS.—The general tone of the market is strong and business is reported good. There has been no change in cured meats and lard is steady at the advanced prices, quoted last week.

Cured Meats—		
Hams, per lb.	0 22	
Shoulders, per lb.	0 15	
Bacon, per lb.	0 25	
Long clear, D.S., per lb.	0 14	
Mess pork, bbl.	28 00	

Lard—		
Tierces	0 11 1/2	
Tubs, 60s	7 05	
Pails, 20s	2 42	
Cases, 5s	6 97	
Cases, 3s	7 05	

BUTTER.—While prices are steady there is a tendency upwards and a slight advance may be struck within the week. Supplies on the whole are satisfactory.

Butter—		
Creamery, Manitoba	0 29	
Dairy	0 19	0 24
Cooking	0 12	0 16

CHEESE.—The high prices have brought out good supply of cheese. Orders too are large, and it does not seem likely that there will be an immediate change here.

Cheese—		
New, large	0 15 1/2	
New twins	0 17	

EGGS.—Again there has been an advance of 1c. The quality of eggs being received is high, but the supplies are not as large as could be desired.

CANADIAN GROCER

Made in
Canada

Lawrason's Snowflake

A World
Of Cleanliness

Made in
Canada



ORDER TO-DAY
DELIVERY
GUARANTEED

Ammonia

MADE IN CANADA

Cleanses and sterilizes
Saves the average family
\$5 to \$10 a year

THE HIGH
QUALITY IS
GUARANTEED

War will not effect the cleans- ing power of Snowflake

(—nor yet delivery)

Every package of Lawrason's Snowflake Ammonia ordered between now and the middle of next July will be shipped promptly.

Though, like most manufacturers, we did not anticipate the European war, which has cut off a great deal of raw materials as well as finished products, we are well prepared for such an emergency.

Following our policy of keeping on hand a large quantity of raw materials at all times, we now have a

stock which will ensure prompt delivery of all orders for nearly a year without depreciating in any way the high quality that has made Lawrason's Ammonia the most popular household cleanser of Canada.

Plan an increased business for Snowflake Ammonia. Order your supply now. We have a special co-operative plan which should interest you. Ask about it.

S. F. LAWRASON & CO.
LONDON, ONT.

War and Weather Factors in the Fish Market

Hot Spell Interfered With Fall Demand for Smoked Varieties And For Oysters—Smoked Fish Cheaper on Account of War Interfering With Export Trade—Live Lobsters Up 3c Lb.

MONTREAL.

FISH AND OYSTERS.—Halibut, haddock, and steak cod are all a cent higher. Brook trout is easier at 28c, and only few selling. Smoked eels off the market. Halibut was scarce last week, but the usual supply came to hand this week. It usually is up at this time of the year, and with haddock is enjoying the best demand. Big quantities of dore and pike sold for the Jewish New Year festival. A few frozen halibut sold last week while the fresh were scarce. Pickled Labrador salmon will be cheaper this year. Labrador herrings half bbls. down to \$3.25. Dried codfish, hake, and pollock, which are usually shipped in large quantities to West Indies from Gaspé, cannot be shipped this year, owing to the war, and are being brought into this market, where the demand is not big; consequently the price is down.

Cape Cod shell oysters are now coming in by freight instead of by express, which makes a difference in price of \$3 per bbl. They are now quoted at \$9. The warm weather of the past two days is holding back this business, but it is expected to be in full swing by the end of the month. Live lobsters advanced 3c lb. this week, owing to scarcity.

TORONTO.

FISH AND OYSTERS.—Unseasonably hot weather had effect of deferring fall improvement in fish business and result is that while there is a fair volume passing in the fresh lines as there has been all summer there is very little demand for the salt or smoked lines. In the latter weather was a great handicap for it is not feasible to handle them on ice and otherwise the temperature was much too high. Prices remain unchanged for the time being.

Hot weather has also interfered with the oyster business which should be beginning to get brisk at this season and the demand is weak. It looks as though there would have to be some educative work done this season to bring home to the consumers the fact that oysters are not a luxury but a comparatively reasonably priced food.

FRESH FISH.

	Montreal	Toronto
Halibut, fancy, express, per lb.	0 12	0 12
Haddock, fancy, express, lb.	0 08	0 07
Steak cod, fancy, express, lb.	0 08	0 08
Market cod, per lb.	0 08	0 08
Flounder, fancy, express, lb.	0 07	0 06
Gaspé salmon, per lb.	0 17	0 17
B. C. salmon, per lb.	0 18	0 18
Chilled salmon, per lb.	0 18	0 18
Dressed bullheads, per lb.	0 12	0 10

Brook trout, per lb.	0 28	
Whitefish, per lb.	0 12	0 12
Lake trout, per lb.	0 12	0 12
Bluefish, per lb.	0 12	0 12
Herrings, per 100 count	4 00	
Herring, lb.	0 08	
Dore, per lb.	0 12	0 12
Mackerel, per lb.	0 10	
Swordfish, per lb.	0 11	
Striped bass, per lb.	0 15	0 15
Pike, per lb.	0 08	0 08
Perch, per lb.	0 08	0 07
Sea bass, lb.	0 08	
Carp	0 08	
Eels	0 08	0 10

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	0 09	0 08
Haddies, 15-lb. and 30-lb. boxes, lb.	0 07 1/2	0 06
Haddies, fillets, per lb.	0 11	0 12
Haddies, Niobe, boneless, per lb.	0 10	
Herring, Clisoc, per lb.	1 80	
St. John bloaters, 100 in box	1 20	1 20
Yarmouth bloaters, 60 in box	1 20	1 20
Smoked herrings, medium, box	1 16	
Smoked boneless herrings, 10-lb. box	1 20	
Kippered herrings, selected, 60 in box	1 20	1 25
Smoked salmon, per lb.	0 25	0 25
Kippered herrings, ordinary, 60 in box	1 10	1 20
Clisoc herrings, basket of 15 lbs.	1 75	1 80
Smoked halibut	0 20	

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	0 12	0 12
Red, steel heads, per lb.	0 12	0 12
Red, steelkeys, per lb.	0 10	0 11
Red, Cohoes or silvers, lb.	0 10	0 11
Pale, qualla, dressed, per lb.	0 07	0 07 1/2
Pale, qualla, dressed, per lb.	0 07	0 07 1/2
Halibut, white western, large and medium, per lb.	0 07 1/2	0 08
Halibut, eastern chicken and medium, per lb.	0 09	0 09
Mackerel, bloater, per lb.	0 07	0 08
Haddock, medium and large, lb.	0 05 1/2	0 07
Market codfish, per lb.	0 05	0 05
Steak codfish, per lb.	0 06 1/2	0 07
Canadian soles, per lb.	0 08	0 08
Blue fish, per lb.	0 16	0 17

FROZEN—LAKE AND RIVER.

White fish, large, per lb.	0 10	0 11
White fish, small tullibees, per lb.	0 05 1/2	0 07
Lake trout, large and medium, lb.	0 11	0 12
Dore, dress or round, lb.	0 08	0 10
Pike, dressed and headless, lb.	0 06 1/2	0 07
Pike, round, per lb.	0 06	0 08

PICKLED FISH.

Salmon, Labrador, tierces, 200 lb.	21 00	
Salmon, Labrador, bbls., 200 lbs.	14 00	
Salmon, Labrador, half bbls., 100 lbs.	8 00	
Salmon, B.C., bbls.	15 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lb.	12 00	
Sea trout, Labrador, bbls., 200 lb.	11 50	
Sea trout, Labrador, half bbls., 200 lb.	6 50	
Mackerel, N.S., bbls., 200 lb.	12 00	
Mackerel, N.S., half bbls., 100 lb.	7 00	
Mackerel, N.S., pairs, 20 lb.	1 75	
Herrings, Labrador, bbls.	6 00	
Herrings, Labrador, half bbls.	3 25	
Herrings, Nova Scotia, bbls.	6 00	
Herrings, Nova Scotia, half bbls.	3 25	
Lake trout, half bbls.	8 00	
Quebec sardines, bbls.	5 00	
Quebec sardines, half bbls.	2 75	
Tonges and sounds, per lb.	0 10	
Scottish herrings, imported, half bbls.	8 00	
Holland herrings, imp'd milkers, hf bbls	7 00	
Holland herrings, mixed, half bbls.	0 85	
Holland herrings, mixed, kegs	0 75	0 65
Lochfyne herrings, box	1 35	

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 50	
Dried pollock, medium and large, 100 lb.	6 50	
Boneless codfish, 100-lb. case.	7 50	
Boneless codfish, 2-lb. blocks, 20-lb. box, per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. box, per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes.	0 10	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, 1/4-lb. each, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

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

OYSTERS, CLAMS, MUSSELS AND SHELL FISH.

Oysters, per gal.	1 00	2 10
Cape Cod shell oysters, per bbl.	9 00	

Malpeque, shell oysters, selected J.A.P., per bbl.	10 00
Malpeque, shell oysters, C.C.L., bbl.	12 00
Clams, per bbl.	7 00
Mussels, per bbl.	6 00
Live lobsters, medium and large, lb.	0 20
Boiled lobsters, medium and large, lb.	0 16
Soft shelled crabs, doz.	
Winkles, bush.	
Little Necks, per 100	

CRITICIZES CLERK'S SALE.

Editor of the Canadian Grocer:

Dear Sir,—In glancing over your columns of August 14th, page 37, I noticed in the Clerks' Department an article headed "A Resourceful Clerk." While I am heartily in accord with the first paragraph, for I consider a clerk is not up to his business, unless able to explain to his customer the advantage she would have by purchasing an article she was not looking for, I must say that I cannot feel the same toward the second paragraph, with reference to the clerk's actions in eliminating the three-for-a-quarter price.

I consider that the clerk is working under a wrong principle. For instance, if it were in my case that my wife was trading at that store and the clerk took advantage of her to make the larger sale merely explaining that she would have an extra tin if one was not enough, I should feel inclined to try another store. I consider that nothing more or less than suggesting that she was incapable of knowing her own requirements. And in many cases he would have been told so by his customer.

I think it would be much better to be straightforward in the matter and above board in all cases, by merely explaining (if such were the case) that factory prices were holding much firmer, and a further advance was daily expected, which prevented goods of that nature being sold at 3 for a quarter. As in many cases if one were not enough two would be too much, and the balance would be a loss to the customer. Two for 20 cents would not benefit the customer financially the point she was trying to attain, and on discovery of such would only tend to make her feel that such a clerk outwitted her for once.

Any merchant who would consider a clerk smart under such conditions ought to be watched very closely.

Why not say 2 for 18 or 19, which would not teach the clerk deception, or explain that 10 cents per tin was the lowest they could be sold for?

A REGULAR SUBSCRIBER.

What will keep
the wheels of
business going?



The good crop returns of Western Canada mean a supply of ready cash, and a steady demand for manufactured products. Despite the European crisis, business conditions are improving and wide-awake manufacturers are finding it profitable to get their lines into the vast Western market.

We are prepared to sell goods for direct shipment to the wholesale trade, or to carry stocks on consignment. Seven large track warehouses right in the great distributing centres, and our staff of efficient salesmen who make daily calls, will keep your lines prominently before the trade from Lake Superior to the Pacific. We have the knowledge of conditions, the experience, the facilities, the connection and the financial standing to handle successfully your particular lines.

For terms and particulars write.

Nicholson & Bain, Wholesale Commission Merchants and Brokers **Winnipeg, Man.**

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

A tip on the side, Mr. Grocer

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

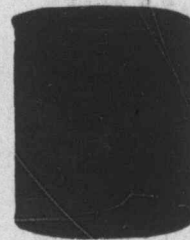
PRICES:

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

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

Malcolm's Condensing Co.

St. George, Ontario



Hirondelle

(Swallow)

Macaroni

Spells

Economy

for your customers. That's why it is having such a tremendous increase in sales. Are you profiting by this demand? Remember these brands are CANADIAN.

Hirondelle

(Swallow)

L'Etoile

(Star)

Manitoba hard wheat only is used in their manufacture. This fact, combined with scientific knowledge and most up-to-date equipment, produce their perfection. WHY import from France or Italy when the best can be secured here without duty charges? Though our capacity is taxed, we are filling orders at the regular price.

C. H. Catelli, Limited Montreal

AGENTS

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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	\$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	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

COOK'S FRIEND BAKING POWDER.

In Cartons—	
No. 1 (25c size), 4 doz.	\$ 2 25
No. 1 (25c size), 2 doz.	2 25
No. 2 (10c size), 6 doz.	0 80
No. 2 (10c size), 3 doz.	0 50
No. 3 (5c size), 4 doz.	0 45
In Tin Boxes—	
No. 13, 1-lb., 2 doz.	3 00
No. 14, 8-oz., 3 doz.	1 75
No. 15, 4-oz., 4 doz.	1 10
No. 16, 2½ lbs.	7 ¢
No. 17, 5 lbs.	14 00

ROYAL BAKING POWDER

Sizes	Per doz.
Royal—Dime	\$ 0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 55
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

100 books and over, each	0 03¼
500 books to 1,000 books,	0 03
For numbering cover and each coupon, extra per book,	¼ cent.

CEREALS.

	Per case.
Biscuit Flour (Self-rising), 2 doz. to case, weight 70 lbs.	\$2 88
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.	3 30
King's Food, 2 doz. to case, weight 95 lbs.	5 20
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 30
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 30

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars.	
	Per doz.
Strawberry, 1914 pack	\$2 20
Raspberry, red, heavy syrup	2 10
Black Currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10
Aylmer Pure Jellies	
Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

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

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ¼'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35

Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Iceings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	1 00
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes..	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes..	0 37
Lunch bars, 5-lb. boxes..	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 4 bars per box	0 90

EPP'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
 In ¼, ½, and 1-lb. tins, 14-lb. boxes, per lb. 0 35
 10c tins, 3 doz. in box, doz. 0 90

JOHN P. MOTT & CO.'S.

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 & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.
 Elite, 10c size (for cooking) doz. 0 90
 Mott's breakfast cocoa, 2-doz. 10c size, per doz. ... 0 85
 Nut milk bars, 2 dozen in box

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.
 Preserved— Per case.
 Eagle Brand, each 4 doz. ... \$ 6 25
 Reindeer Brand, each 4 doz. 6 25
 Silver Cow Brand, each 4 doz. 5 60
 Gold Seal Brand, each 4 doz. 5 60
 Mayflower Brand, each 4 doz. 5 60
 Purity Brand, each 4 doz. 5 60
 Challenge Brand, each 4 doz. 4 85
 Clover Brand, each 4 doz. 4 85
 Evaporated (Unsweetened)—
 St. Charles Brand, small, each 4 doz. 2 00
 Peerless Brand, small, each 4 doz. 2 00
 St. Charles Brand, Family, each 4 doz. 3 90
 Peerless Brand, Family,

each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each, 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each ¼ doz.	4 75
"Reindeer" Coffee and Milk, "large," each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. tins, 2 doz. to case, weight 35 lbs.	39
1 lb. tins, 4 doz. to case, weight 80 lbs.	38

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	22
1 lb. tins, 2 doz. to case, weight 40 lbs.	20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	32
1 lb. tins, 2 doz. to case, weight 40 lbs.	30
2 lb. tins, 1 doz. to case, weight 40 lbs.	30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.
 1 lb. tins, 2 doz. to case, per lb. 27
 Shipping weight, 50 lbs. per case.

MINTO BROS.

MELAGAMA COFFEE.

Ground or bean— W.S.P. R.P.	
1 and ½	0 25 0 30
1 and ½	0 32 0 40
1 and ½	0 35 0 45
1 and ½	0 38 0 50
Packed in 30's and 50-lb. case.	
Terms—Net 30 days prepaid.	

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	\$1 15
2 oz. bottles, per doz., weight, 4 lbs.	2 20
2½ oz. bottles, per doz., weight 6 lbs.	2 50
4 oz. bottles, per doz., weight 7 lbs.	4 00
8 oz. bottles, per doz., weight 14 lbs.	7 50
16 oz. bottles, per doz., weight 23 lbs.	14 40
32 oz. bottles, per doz., weight 40 lbs.	28 80
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

Mapeleine— Per doz.	
2-oz. bottles (retail at 50c) 4 50	
4-oz. bottles (retail at 90c) 6 80	
8-oz. bottles (retail at \$1.50) 12 50	
16-oz. bottle (retail at \$3) 24 00	
Gal. bottles (retail at \$30) 15 00	

Paterson's Worcestershire Sauce

It gives new delight to the plainest fare

For meats, fish, soups, gravies, etc., there is nothing that surpasses the piquant deliciousness of this popular-priced sauce. Paterson's Worcestershire Sauce is a quick, profitable seller.

Ask your wholesaler for prices.

ROWAT & CO.

GLASGOW, SCOTLAND



CANADIAN DISTRIBUTORS:

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

Help your customers reduce expenses

One pint of delicious Jelly for only 5c.



Bee Brand Jelly Powder is a big seller everywhere. Extensive consumer advertising is creating demand. A trial will convince. Bee Brand stands comparison with 10c lines. Ask your wholesaler. Responsible agents will hear of a good proposition.

FORBES & NADEAU, Montreal, Que.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK
 By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

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

THIRTEEN CHAPTERS

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

ABSOLUTELY NEW JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO



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., and Vancouver, B. C.; T. A. MacNab & Co., St. John's, Newfoundland.



Carlots of Ontario Apples

All Standard Winter Varieties—Right Prices

Around Aylmer the apple crop is unexcelled—shipping facilities are the best, refrigerator cars always at hand. Write to-day re prices, etc.

EGGS! EGGS!

Let us quote on all grades of fresh and storage eggs.

The H. M. Hambidge Co.
Wholesale Apple and Egg Merchants

AYLMER, ONTARIO

Note: Arrangements made for enclosures of pears, produce, canned goods, etc., when desired.

GELATINE.

Knox Plain Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine, per doz.	1 10

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.	
No. 1, 4 doz. in case.	0 60
No. 2, 2 doz. in case.	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz in case.	4 00
No. 12, ½ doz. in case.	6 50

EBY-BLAIN, LIMITED, TORONTO. ANCHOR BRAND.

Ammonia Powder—"Anchor" Per case.	
50 cases, 6 doz.	\$2 50
10 cases, 3 doz.	2 50
5 case lots, freight prepaid, Ontario points ..	2 25

Baking Powder—"Anchor" Per doz.

4 oz. tins, cases 4 doz.	0 67½
6 oz. tins, cases 4 doz.	0 90
8 oz. tins, cases 3 doz.	1 20
12 oz. tins, cases 3 doz.	1 65
16 oz. tins, cases 2 doz.	2 00
2½ lb. tins, cases 1 doz.	4 50
5-lb. tins, cases 1 doz.	8 40

Chocolate—Unsweetened—"Anchor"

10c cakes, boxes 2 doz.	0 90
Cocoa—"Anchor" Per doz.	
10c tins, cases 4 doz.	0 90

Coffee—"Anchor" Per lb.

¼s, tins, cases 4 doz.	0 36
¼s, tins, cases 2 doz.	0 35
1s, tins, cases 1 doz.	0 35
Coffee—"Anchor" Per lb.	
1 lb. tins, whole or ground, cs., 30 lb.	0 36
2 lb. tins, whole or ground, cs., 30 lb.	0 35

Cream of Tartar—"Anchor" Per doz.

2 oz. pkgs., box 4 doz.	\$ 0 90
3 oz. pkgs., box 3 doz.	1 35
¼ oz. pkgs., box 4 doz.	1 75
½ oz. pkgs., box 4 doz.	3 50
1 oz. tins, box 4 doz.	3 75
1 oz. tins, box 2 doz.	6 00

Flavoring Extracts—"Anchor"

20c bottle \$ 1 15
¼ oz. bottle 2 50
4 oz. bottle 4 00
8 oz. bottle 7 50
16 oz. bottle 14 40
32 oz. bottle 28 80
80 oz. bottle 60 00

Flour—Potato—"Anchor" Per doz.

Cases 2 doz.	1 20
1cings, Prepared—"Anchor"	
10c pkgs., cases 3 doz.	1 00
Mustard, D.S.F.—"Anchor"	
50c tins, boxes 4 doz.	0 50
10c tins, boxes 4 doz.	0 95
Per lb.	
¼s, tins, boxes 12 lbs.	0 40
½s, tins, boxes 12 lbs.	0 39
1s, tins, boxes 12 lbs.	0 38
Rice, Special Grain—"Anchor" Per doz.	
Cases 2 and 4 dozen.	0 90
"Anchor" Brand Per case.	
Shaker Table Salt, free running, cases 2 doz., case.	1 60

"GOLD MEDAL" COFFEE.

Whole or Ground— Per lb.	
½ lb. tins, cases 30 lbs.	0 37
1 lb. tins, cases 30 lbs.	0 36
2 lb. tins, cases 30 lbs.	0 35

"GOLD MEDAL" ROLLED WHITE OATS.

25c pkgs., cases 12 pkgs.	2 50
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"KING" NAPHTHA BORAX WASHING COMPOUND.

5c pkgs., cases 50s 1 90
5c pkgs., cases 100s. 3 75
10c pkgs., cases 3 doz. 3 50

"KOLONA" CEYLON TEA.

Per lb.	
40c black, green or mixed, ½ and 1 lb. pkgs.	0 30
50c black, green or mixed	0 35
60c black, green or mixed	0 42
80c black, green or mixed	0 55
Per doz.	

"Meat of Wheat" Breakfast Food, cases 2 doz.	1 45
"Wheat - Os" Breakfast Food, cases 2 doz.	1 45

Per doz.	
"Piccaninny" pancake and buckwheat	1 00

LAPORTE, MARTIN, LIMITED. Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., case.	6 00
Efficace	6 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 100 pts., cse.	10 00
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CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 11
Cs. 200 3½ lb. pieces, cs.	5 50
Cs. 12 3 lb. bars, lb.	0 11½

ALIMENTARY FASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 08½
Box, 25 lb., loose	0 08

Imported Peas "Soleil."

Per case	
Sur Extra Fins, 40½ Flac, cs.	\$11 00
Sur Extra Fins, 100 ¼ kilo, cs.	17 00
Extra Fins, 50 1 kilo, cs.	15 50
Extra Fins, 100 ½ kilo, cs.	16 00
Tres Fins, 100 ½ kilo, cs.	14 50
Fins, 100 ½ kilo, cs.	12 50
Moyens, No. 2, 100 ½ kilo, cs.	10 00
Moyens, No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	7 00
24 pints	7 50
24 ½ pints	5 00
Tins—	
20s, ½ gal.	3 00

CANNED HADDIES

"THISTLE" BRAND.

A. P. TIPPET & CO., Agents	
Cases, 4 doz. each, flats, per case	\$5 46
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ¼ lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ¼-lb. tins, \$1.25; 1-lb. tins, \$2.25.

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

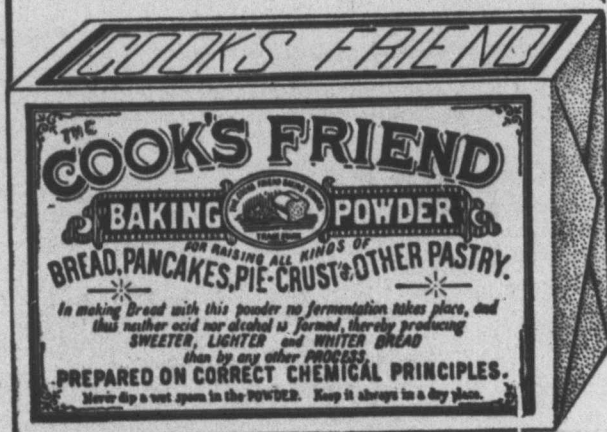
LONDON N., ENGLAND

Customers get quality
and quantity at a smaller
price in every package of

Cook's Friend

the Baking Powder that has given the better satisfaction to thousands for over 50 years. Cook's Friend brings with it a good profit and steady sale.

W. D. McLaren, Limited, Montreal



Quality and Quantity

Will Always Win

That's why our new piece

NIGHT STICKS

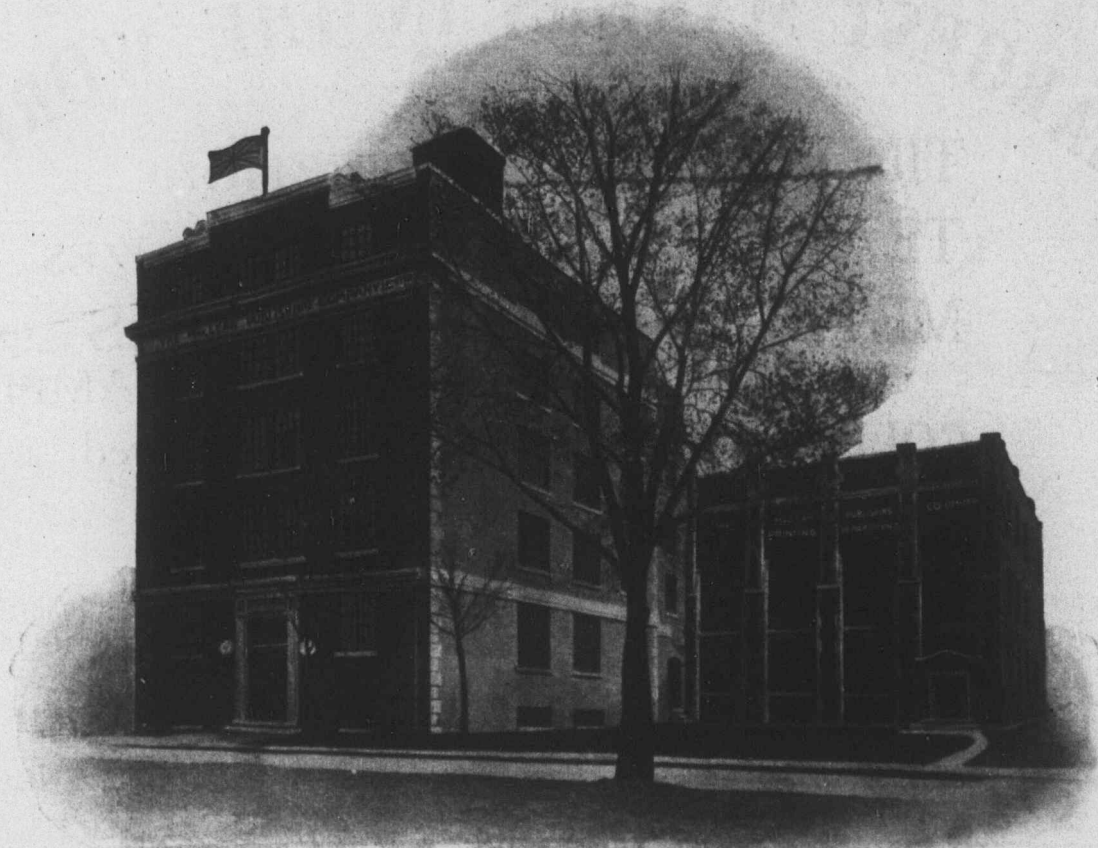
is selling so well.

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

Order from your
Wholesale Confectioner.

Manufactured by

National Licorice Company
Montreal



MacLean Publishing Co. in New Quarters

AT the end of August the offices of the MacLean Publishing Co. were moved into the new building, which has been in course of construction for the past year. The above illustration shows the present plant of the MacLean Publishing Co., the new building to the front and left, the old building to the rear and right of picture.

The old building was built a little over four years ago, being used for business offices and the mechanical departments as well. Capacious enough to house the organization comfortably at the time of its occupation, this building ordinarily would have served as the home of the MacLean Publishing Co. for many years. The aggressive policy of the company, however, led to unprecedented expansion, each of the fourteen papers composing the "MacLean group," showing a rapid growth. The staff necessarily grew until the building was found quite inadequate and accommodation had to be found outside for some departments. The erection of a new building on the north-west corner of the lot was then started.

Under present arrangements the new building is occupied by the editorial and business offices. The ground floor is occupied by the business, accounting, circulation and subscription departments, together with the offices of some of the executive officers, including the president, Col. MacLean. The floors above are occupied by the staffs of the various papers, including the business managers, editors, advertising men, advertising copy writers and artists. The old building will from now on be given over entirely to the mechanical and stock departments.

The new building is the result of very careful planning. It is airy, well-ventilated and, above all else, light. There are thirteen large windows on each floor, so that the space within is flooded with light and the facilities for ventilation are equally unexcelled.

For the convenience of visitors the location of the various papers may be given as follows:

First floor (above ground floor).—On right: Canadian Machinery, Power House, Canadian Foundryman, Marine Engineering, Dry Goods Review, Men's Wear Review. On left: Hardware and Metal, The Sanitary Engineer, Bookseller and Stationer, Printer and Publisher and Canadian Grocer.

Second floor.—MacLean's Magazine, The Farmer's Magazine, The Financial Post, Ad. Service and Art Department.

Friends of the MacLean papers are cordially invited to visit the new headquarters of the company.

CRANBERRIES

Finest Cape Cods
\$7.00 Bbl.

This price is low. Should warrant liberal sales. Can be retailed 10c. qt.

Tokay Grapes
Colorado Peaches
Sweet Potatoes

WHITE & CO., Ltd., Toronto

Do You Want More Money?

Of course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from \$5 to \$20 a week, according to the time given.

IF YOU ARE NOT AFRAID OF WORK you can make \$5 a week, giving 3 hours a week to taking subscriptions to

MacLean's Magazine

We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

MACLEAN PUBLISHING CO., LTD.
 143-143 UNIVERSITY AVENUE, TORONTO

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, 3 lbs., 20 to case...	0 11¼
Cases, 5 lbs., 12 to case...	0 11¼
Cases, 10 lbs., 6 to case...	0 11

F. O. B. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., ¼-lb.	\$1 50
D. S. F., ½-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

VERMICELLI AND MACARONI

C. H. CATELLI CO., LIMITED.

Hirondelle Brand.	
Prices for Quebec.	
1 lb. pkgs. loose.	
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases....	7 6½
Egg noodles, case 10 lbs., loose; cases 60 pkgs. ½ lb. each	7½ 7
Marguerite Brand.	
Same assortment as above	6½ 6
Catelli Brand.	
Vermicelli, Macaroni, Spaghetti, 30 lbs. (loose)....	5½
30 lb. cases, 1 lb. pkgs.	5½

Terms, Net 30 days. Ontario.

L'ETOILE (STAR) BRAND.

Freight Prepaid.	
1 lb. pkg., 25 cases or more	.07½
1 lb. pkg., less than 25 case lots .....	.07½
5 lb. box, loose, per lb. ....	.05½
10 lb. box, loose, per lb. ....	.05½
21 lb., loose, long, per box	1.50
Terms, net 30 days.	

WHITE SWAN LYE

Single Cases, 4 doz.	\$3 40
3 case lots, 4 doz.	3 30
5 case lots, 4 doz.	3 20
Shipping weight 50 lbs. per case.	

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.	
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	\$ 0.90
1st Price.	

JELL-O.

Assorted case, contains 2 doz	1 80
Straight.	
Lemon, contains 2 doz.	1 80
Orange, contains 2 doz.	1 80
Strawberry, contains 2 doz.	1 80
Chocolate, contains 2 doz.	1 50
Cherry, contains 2 doz.	1 80
Peach, contains 2 doz.	1 80
Weight, 8 lbs. to case, Freight rate, 2nd class.	

JELL-O ICE CREAM POWDER.	
Assorted case, contains 2 doz	2 50
Straight.	

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

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

RICHARDS' PURE SOAP.

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

Richards' Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:
 Less than 5 cases \$5 90
 Five cases or more 4 95

STARCH.

THE CANADA STARCH CO., LTD., EDWARDSBURG

BRANDS and

BRANTFORD BRANDS

Boxes.	Cents.
Laundry Starches—	
40 lbs., Canada Laundry....	.06¼
40 lbs., Boxes Canada white gloss, 1 lb. pkg. ....	.06¼
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07¼
48 lbs., No. 1 white or blue, 3 lb. cartons .....	.07¼
100 lbs., kegs No. 1 white .....	.06¼
200 lbs., bbls., No. 1 white .....	.06¼
20 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. ....	.07¼
48 lbs. silver gloss, in 6-lb. tin canisters .....	.08¼
36 lbs., silver gloss 6-lb. draw lid boxes .....	.08¼
100 lbs., kegs, silver gloss, large crystals .....	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ...	.07¼
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 .....	.07¼
40 lbs. Canada pure corn starch .....	.06¼
(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. ....	.60
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06¼
First Quality White Laundry—	
3-lb. canisters, ca. of 48 lbs. ....	.07
Barrels, 200 lbs. ....	.06¼
Kegs, 100 lbs. ....	.06¼
Lilly White Gloss—	
1-lb. fancy cartons cases 30 lbs. ....	.07¼
8 in case .....	.07¼
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08
Kegs extra large crystals, 100 lbs. ....	.07
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07¼
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.07¼
(20-lb. boxes ¼c higher than 40's.	

It's knowledge that directs the successful Grocer in stocking up with **Brunswick Brand Sea Foods**



—a knowledge born of experience that it only pays to handle canned fish that have "made good."

You will always be on the safe side if you sell "Brunswick Brand" because it is the Quality Brand.

Only the most carefully selected fish, caught in famous Passamaquoddy Bay, are used in the packing of Brunswick Brand. Our plant at the water's edge is operated under the most ideal conditions.

Why not get in line to-day and get your share of the good profits that are being made on these trade-winning lines?

CONNORS BROS.
Limited
Black's Harbor, N.B.

OCEAN MILLS, MONTREAL.

Chinese starch, 16 oz. pack., 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack., 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack., 4 doz. per case, \$3.12; Ocean Blanc Mange, all flavors, 8 oz. pack., 4 doz. per case, \$4; Ocean Borax, 8 oz. pack., 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 packages, per case, \$3; Ocean Baking Soda, 16 oz. pack., 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack., 3 doz. per case, \$6.75; Ocean Baking Powder, 8 oz. pack., 5 doz. per case, \$6.50; Ocean Baking Powder, 4 oz. pack., 4 doz. per case, \$3; Ocean Baking Powder, 3 oz. pack., 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lbs. tin, 10 tins per case, 50; Chinese Washing Powder, 8 oz., 120 pack., per case, \$4.25; retail at 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size), 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz., per case, \$7.20.

SOUPS—CONCENTRATED
CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Consomme, Tomato.
No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

COW BRAND BAKING SODA.
In boxes only.

Packed as follows:
5c packages (96)\$3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 } Packages, Mixed. 3 30
½ lb. 60 }

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

2-lb. tins, 2 doz. in case...\$2 65
5-lb. tins, 1 doz. in case... 3 00
10-lb. tins, ½ doz. in case.. 2 90
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Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs.... 4 ¼
Falls, 38½ lbs. 1 95
Falls, 25 lbs. each 1 40

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(5, 10 and 20-lb. tins have wire handles.)

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Saskatchewan, per case ... 2 60
Alberta, per case 2 70
British Columbia, per case. 2 40

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Saskatchewan, per case ... 3 65
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British Columbia, per case. 3 55

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SAUCE.

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cases, doz. 0 90
Pint bottles, 3 doz. cases,
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H. P. Sauce— Per doz.
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Tumbler, glass 1 15

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5's, per pall 0 45
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Tumbler, glass, doz. 1 15

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

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WANTED—ENERGETIC MAN TO SECURE subscriptions and renewals to Maclean's Magazine and The Farmer's Magazine. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ontario.

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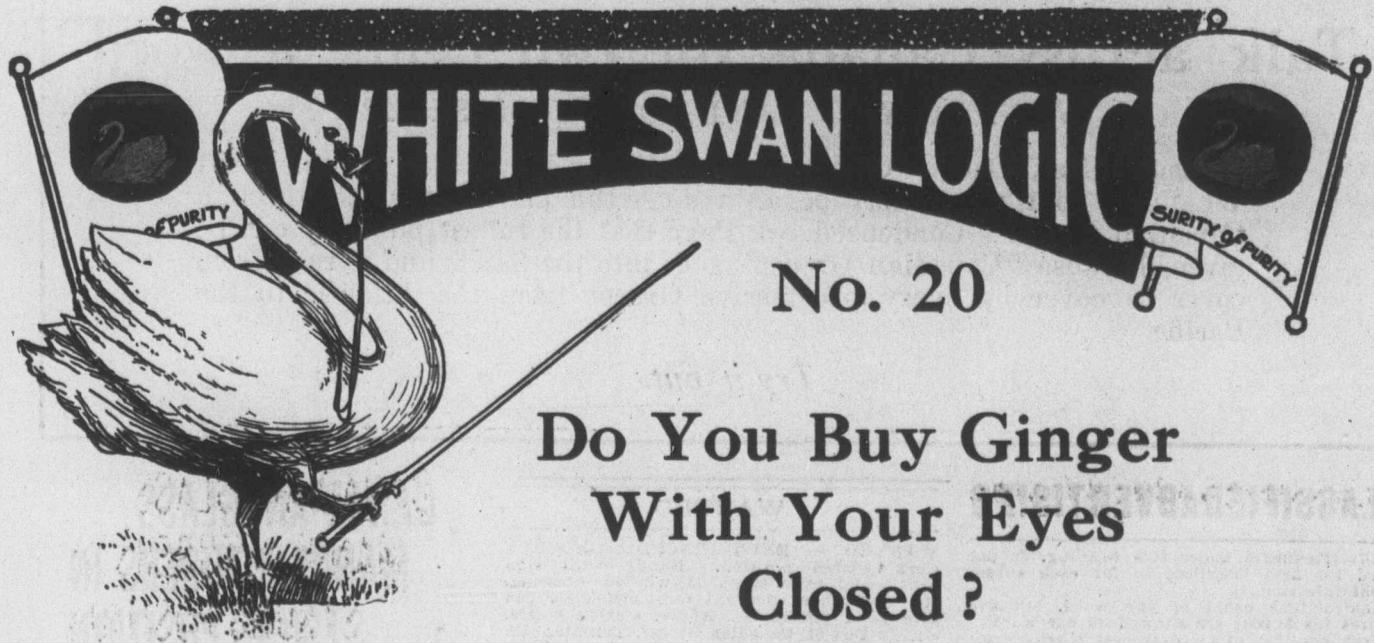
Although many Canadian Manufacturers dependent more or less upon foreign markets for their supplies are handicapped by present conditions, a notable exception is the Dominion Glass Company, the largest manufacturers of glassware in Canada.

This company, which operates a string of factories, employing thousands of workmen, throughout the country, has large and complete stocks of raw materials on hand—enough to supply all requirements of the Canadian market in their particulars lines.

An official of the Company stated that their present facilities are more than ample to take care of all Canadian Glass business, and for the past few years they have in addition, been doing a considerable export trade. They manufacture an enormous variety of ware, making all kinds of bottles, jars, table ware and lighting goods; in fact, almost everything in glassware, except Window Glass.

The Company intends to continue operating their plants as fully as possible, and hopes that Canadian consumers will co-operate to this end by giving preference to glassware made in Canada. Consumers will be pleased to learn of this industry's satisfactory position, and that the war does not mean a general increase in prices of these important commodities, nor a shortage in their supply.

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To be absolutely certain that your ginger and all other spices are pure, insist on the *Government Form of Warranty*.

Every package of White Swan Spices bears this Government Form of Warranty—and only White Swan.

Write for catalog and prices.

WHITE SWAN
SPICES AND CEREALS, LIMITED
TORONTO, ONT.



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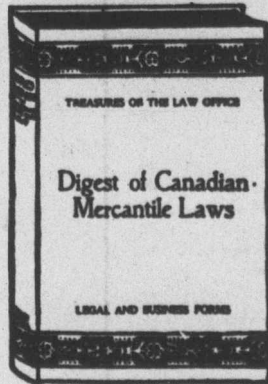
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If you endorse a cheque which bank cashes, are you liable to the bank for the amount, if the cheque were forged or raised?—173.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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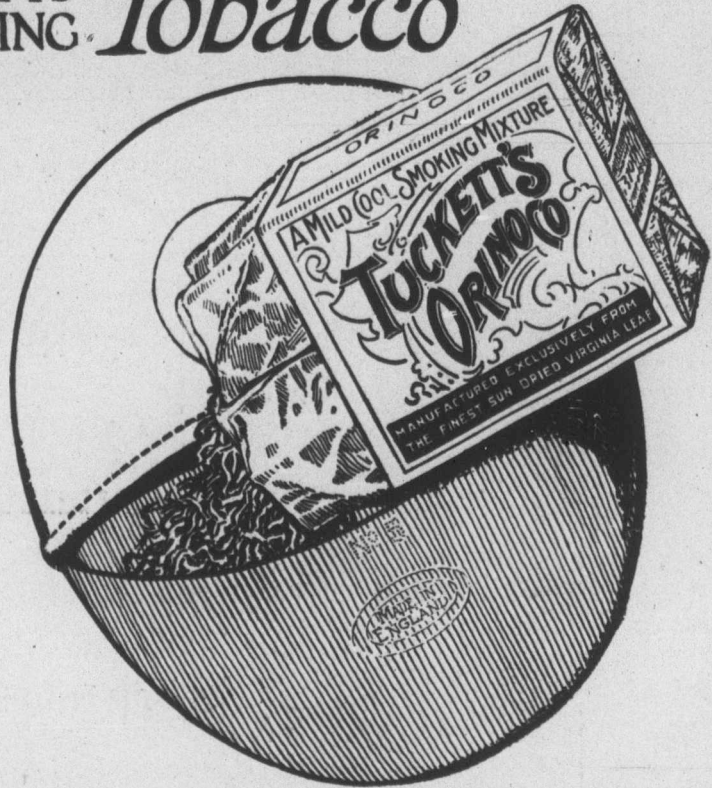
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