

**PAGES  
MISSING**

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI.

PUBLICATION OFFICE: TORONTO, AUGUST 24th, 1917

No. 34

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The package may be imitated  
but the contents cannot

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CANADIAN GROCER

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

—the best liked “chew” in Canada

When you find veteran tobacco chewers asking for “KING GEORGE'S NAVY,” it is sure evidence of its customer-pleasing quality.

There are many chewers in your community who would appreciate KING GEORGE'S NAVY.

*And the profits  
are real good.*



Rock City Tobacco Co., Ltd.

## **PROHIBITION BY THE BRITISH GOVERNMENT**

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

### **MUNITIONS OF WAR**

This regulation precludes our manufacturing (for the present)

### **BOTTLE CAPS**

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

**BETTS & COMPANY, LIMITED**

1 Wharf Road . . . . . LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

# Just Give Borden's A Chance It Means Money For You



**T**HE persistent advertising of the Borden Eagle Brand has made the Trade Mark a symbol of all that is good in high-grade Milk Products. It is so favorably known in every community in Canada that it sells without urging.



**T**HE demand is created. All the dealer needs to do is to direct a little attention to these "Leaders of Quality" and he will quickly realize the big advantages of regularly featuring lines whose merits have gained nation-wide popularity.



**I**F you have still to learn the selling value of the Borden Milk Products, get a supply now and begin cashing in on these dependable money-makers.



*Ask your wholesaler*

## Borden Milk Company, Limited

*"Leaders of Quality"*

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

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



## Don't Compete With Yourself

There is only one well-known toilet bowl cleanser on the market,

# Sani-Flush



When you get behind *Sani-Flush*, you are pushing the one and only article for the purpose it fills so effectively. No scattering of sales among ten or a hundred rival brands. You know where you stand with *Sani-Flush*—repeat sales are assured.

*Sani-Flush* is a sanitary necessity. We are hammering home this fact to housewives. Turn the demand into sales by letting your customers know that you can supply *Sani-Flush*.

**HAROLD F. RITCHIE & CO., LTD.**

10-12-14 McCaul Street, Toronto, Ontario

## FINEST CRYSTAL GELATINES

Powdered and Sheet

## FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINES

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

SOLE AGENTS FOR CANADA

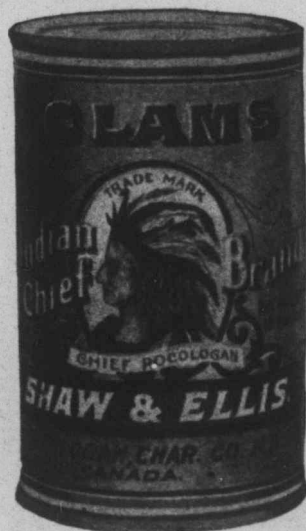
**F. S. Jarvis & Co.**  
18 TORONTO ST., - TORONTO

## Just the thing for the hot weather INDIAN CHIEF BRAND CLAMS

Tell the housewife about the hot weather advantages of these delicious and wholesome sea foods.

The fact that they are already cooked and require no boiling, will immediately appeal to her. And you can positively guarantee every can of Indian Chief Brand to be perfect, fresh and of highest quality.

Ask your jobber for a trial supply.



Packed by

**SHAW & ELLIS**

Pocologan, N.B.

## Use the JB. Combination Slicing Machine

Slices quickly and easily, and in any thickness desired.

Folds up when not in use.

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

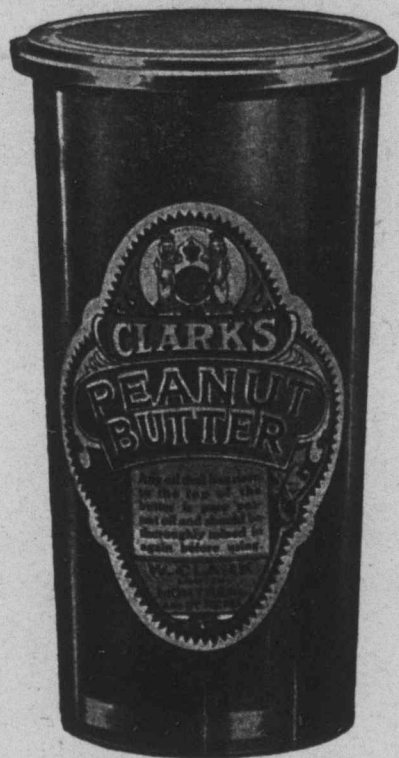
**Jacobs Brothers**

73 Warren Street  
NEW YORK

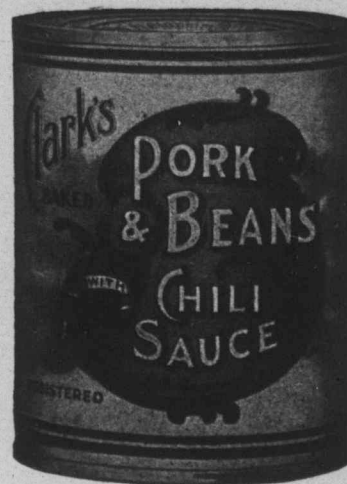


If any advertisement interests you, tear it out now and place with letters to be answered.

# CLARK'S PREPARED FOODS



Assure  
you  
PRIME  
QUALITY



## CLARK'S PORK AND BEANS

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

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

Etc., Etc., Etc.

Good Business is always the result of Quality.

**W. CLARK LTD.**



**MONTREAL**

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



# WAGSTAFFE'S

New Season 1917

## Raspberry Jam

Now Ready for Delivery

---

The quality of Berries  
this season is excellent.

Get your orders in early.

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### WAGSTAFFE LIMITED

Pure Fruit Preservers

HAMILTON, CANADA

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

# These Premiums are for you!

*Learn how you can secure these good looking and useful articles*

Every grocer should take advantage of this splendid opportunity to boost his sales and his profits, and secure these beautiful premiums at the same time, by stocking the two big selling confections—

**O-PEE-CHEE CHEWING GUM AND MINTEES**

Space will not permit us to show you our complete premium line, but we will gladly send you our illustrated catalog which describes each one in detail.

And O-Pee-Chee Gum and Mintees are good, quick sellers—lines that keep the customers coming to your store right along. You make a big margin of profit on every order—and you secure the premium into the bargain!

Write that card now and let us give you all particulars.



**O-PEE-CHEE GUM**

A delicious, quick seller. Three attractive flavors: Spearmint, Peppermint, and Licorice.

Sell these lines once and you'll sell them constantly; your customers will ask you for them.

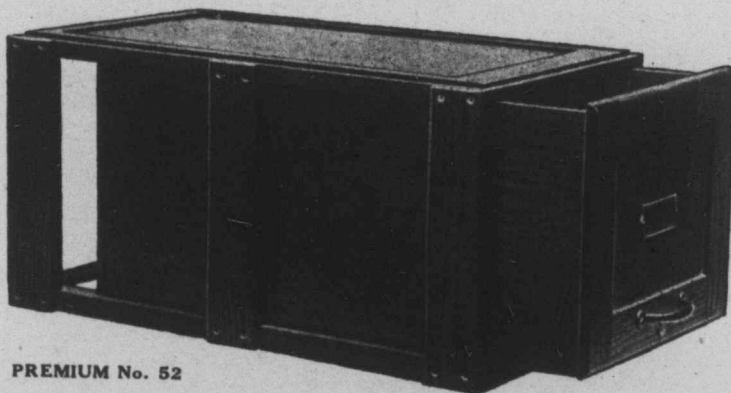
PREMIUM No. 59

**MINTEES**

A grand peppermint confection liked by everybody—young and old. Wrapped in tin foil, 20 5c rolls in display box.

**ELECTRIC READING LAMP**

*Given with 18 Boxes Assorted O-Pee-Chee Gum and Mintees*



PREMIUM No. 52

**MERCHANT'S FILING CABINET**

*Given with 14 Boxes Assorted O-Pee-Chee Gum and Mintees*



PREMIUM No. 49

**MERCHANT'S EIGHT-DAY CLOCK**

*Given with 12 boxes Assorted O-PEE-CHEE CHEWING GUM AND MINTEES.*

**O-Pee-Chee Gum Co.**  
 Limited  
 LONDON CANADA

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



Get your order in now for

# **E. D. SMITH'S BLACK CURRANT JAM**

## **100% PURE**

This year's crop! Sweet!  
Delicious! Customer-  
Satisfying! A true "E.D.S."  
Product!

Put up in attractively labelled con-  
tainers, which, in conjunction with  
the rich appearance of the jam itself,  
makes selling easy and good profits  
assured.

**STOCK NOW.**

## **E. D. Smith and Son, Limited**

**WINONA, ONTARIO**

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

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

# Mason & Hickey

## MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon and Vancouver. We are open to represent lines that do not compete with the following:

Arbuckle Bros., New York. Green Coffees.	W. K. Kellogg Cereal Co., Toronto and Battle Creek. Dominion Corn Flakes, Krumbles, Rice Flakes, etc.
Bailey Broom Co., Kingston. Brooms.	Kelly Confection Co., Vancouver. Molasses.
The Borden Milk Co., Montreal. Evaporated and Condensed Milk.	King Beach Mfg. Co., Mission City, B.C. Jams and Jellies.
Canada Nut Co., Vancouver. Peanut Butter.	W. S. Loggie & Co., Ltd., Chatham, N.B. Lobsters and Blueberries.
Canada Starch Co., Montreal and Brant- ford. Starch, Syrup and Glucose.	Manford Schier, Dunnville. Evaporated Apples.
Creamette Co., Minneapolis. Macaroni, Vermicelli, Spaghetti, Creamettes, etc.	National Licorice Co., Montreal. Licorice.
Crescent Mfg. Co., Seattle. Mapleine.	Nicholson & Brock, Toronto. Bird Seed and Bird Gravel.
The Dominion Sugar Co., Wallaceburg, Chatham, Kitchener. Sugar.	Procter & Gamble Distributing Co. of Canada, Ltd., Hamilton, Ont. Crisco, Soaps, Soap Powders, Oils and Flakewhite.
Essex Canning & Preserving Company, Essex, Ont. Canned Goods.	William Rogers & Co., Denia, Spain, Valencia Raisins.
Foster & Holtermann, Brantford. Honey.	W. A. Taylor & Co., Winnipeg. Horse Radish and Relishes.
Gorman, Eckert & Co., London. Olives, Spices and Extracts.	Thornton & Co., Malaga. Blue Fruits and Almonds.
Griffin & Skelley, San Francisco. Dried Fruits and Canned Goods.	Urquhart, Hensall, Ont. White Beans.
Harper-Presnail Cigar Co., Hamilton. Cigars.	J. H. Wethey, Ltd., St. Catharines. Mince Meat, Jams and Jellies.
Ingersoll Packing Co., Ingersoll. Cheese and Smoked Meats.	

# Mason & Hickey

287 STANLEY STREET

WINNIPEG, CANADA

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



WESTERN CANADA

ESTABLISHED 1907

# Service:

## The Service that will give you big results in the Western Field

That is what we offer you, Mr. Manufacturer. With Five Offices located in the principal wholesale centres of the West we are strategically located to handle your proposition successfully.

Our salesmen are hustlers. They are always "on the job," winning new territory and consolidating old. They've got the CONNECTION that SPELLS SUCCESS for the lines we represent.

Let us hear from you now. Give us particulars of your line and let us show you how to introduce it properly to the Western Market.

A post card will do.

## W. H. Escott Co., Limited

Western Canada Manufacturers' Agents  
and Grocery Brokers

Head Office: 181-183 Bannatyne Ave. E., Winnipeg

**BRANCHES:**

W. H. ESCOTT CO. LIMITED - REGINA, Sask.  
W. H. ESCOTT CO. LIMITED - SASKATOON, Sask.  
W. H. ESCOTT CO. LIMITED - CALGARY, Alberta  
W. H. ESCOTT CO. LIMITED - EDMONTON, Alberta

*Our branches are real live wires.*

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

To Manufacturers and Shippers  
*Foreign and Domestic*

# DONALD H. BAIN CO.

**Wholesale  
Grocery Commission  
Merchants, Manufacturers'  
Agents and Importers**

<b>WINNIPEG</b> MANITOBA	<b>REGINA</b> SASKATCHEWAN	<b>SASKATOON</b> SASKATCHEWAN	<b>CALGARY</b> ALBERTA
<b>EDMONTON</b> ALBERTA	<b>LETHBRIDGE</b> ALBERTA	<b>VANCOUVER</b> BRITISH COLUMBIA	

We maintain large Warehouses, Offices and Efficient Selling Staffs at all the above-mentioned Jobbing Centres and are in daily touch with all the Wholesale Grocery Jobbing Trade in the Provinces of

**Manitoba, Saskatchewan, Alberta  
and British Columbia**

If you wish to secure

***Live, Reliable Representation and Results***

Communicate with us.

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



# THE ROBERT GILLESPIE CO.

Maltese Cross Building

**WINNIPEG**

A reliable firm of  
**Importers, Brokers, Manu-  
facturers' Agents, Grocery,  
Drug and Confectionery  
Specialists**

fully competent to handle your product and to handle it under the proper auspices that guarantee good results.

We respectfully solicit your business and are confident that you will find our service entirely satisfactory. The principals of the firm call on the trade regularly, thus ensuring manufacturers the best possible service.

**GET PARTICULARS OF  
OUR DISTRIBUTION.**

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

Cable Address: "MACK"

Codes Used: A.B.C. 4th & 5th, Armsby—Private

# W. L. Mackenzie & Co.

Limited

## Manufacturers' Agents and Commission Merchants

Head Office:

141 Bannatyne Avenue East

Winnipeg

Branch Offices at Regina, Calgary, Edmonton and Saskatoon

ESTABLISHED 1880

Western Canada's Oldest Firm of Grocery Brokers

*The Leaders in 1880—The Leaders To-day*

### Looking for good Western representation?

If you wish to connect permanently with the markets of Western Canada, then communicate with us.

We have a record of success in the Western field, and have built up a big business for European manufacturers.

We devote every energy to the successful marketing of our clients' products and we get results.

Send us your address and we will give you particulars of our service.

#### C. and J. JONES

Wholesale Commission Brokers and Importers

WINNIPEG

VANCOUVER

### Put Your Product Before the Western Consumer

The Western market is a rich field of selling certainties worthy of your most careful consideration.

You'll get the best possible results when you introduce your line under the auspices of the C. S. Turner Co.—an organization fully equipped in every detail for **STORING, FORWARDING and DISTRIBUTING.**

We'll be glad to send you all particulars of our service, our financial stability, etc.

*Send us a card.*

C. S. TURNER COMPANY, 147 BANNATYNE AVE. E., WINNIPEG



# Distribution in Western Canada

## A message to manufacturers

If you are interested in getting service and results in the Western Canadian territory, let us show you how we can give your line the proper representation.

We represent Pugsley, Dingman & Co., Ltd., Toronto; John Taylor & Co., Ltd., Toronto; Shurly & Derrett, Ltd., Toronto, and several other prominent British, American and Canadian firms.

Our salesmen are constantly in touch with the trade throughout the Western Provinces.

The service we give extends beyond the usual prescribed limits. Our record of success in handling our present lines is our best guarantee that we are capable of giving you the real, live selling service that a progressive manufacturer requires.

*Drop us a line and let us go into the proposition carefully with you.*

## F. D. Cockburn Co.

GROCERY BROKERS AND MANUFACTURERS' AGENTS

149 Notre Dame Ave. E.

Winnipeg, Canada

# Manufacturers!

## Are You Getting Your Share of Western Business ?

THE rapid growth and development of Western Canada mean that there is good business in this territory for the Manufacturer who has a meritorious product and who presents it to the trade through the medium of an efficient sales organization.

WE have capable, responsible men doing detail work throughout Manitoba, Saskatchewan and Alberta, who cover this territory thoroughly. We are getting good business for firms we represent, and can get it for you.

Write us and let us explain our system in detail.

We have Good Trackage, Storage and  
Distribution Facilities.

## WATSON & TRUESDALE

Wholesale Grocery Brokers  
and Manufacturers' Agents

120 LOMBARD STREET  
WINNIPEG, MANITOBA

References: Bank of Montreal

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

## *A message to manufacturers:*

Don't overlook the great importance of proper Western representation when planning your selling campaigns.

Put your products in the care of a reliable institution equipped with every facility for successfully pushing your line and showing you the results you look for.

We are now representing some of the most progressive manufacturers in Canada and the United States, and can give you the very same service, provided your product doesn't clash with what we now handle.

*Write us for full particulars.*

***C. H. Grant Co.***

*Wholesale Commission Brokers and  
Manufacturers' Agents*

*1206 McArthur Building Winnipeg*

## We would like to be your Western Sales Agents

¶ And we solicit your ACCOUNT because we are confident that we can make a big success of it.

¶ We have also the largest STORAGE, DISTRIBUTING and FORWARDING business in Western Canada.

¶ Give us particulars of your product, and learn all about our facilities.

*"Always on  
the job"*

**The H. L. Perry Co.**  
214-216 Princess Street Winnipeg

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





## Have your line properly represented in the West

**W**E have every facility for successfully handling your products.

*Fifteen Years' Experience. Long Established Prestige. Strong Representation. Best Warehouse Accommodation.*

If you wish to reach the big Western Market you should get in touch with us now. We handle some of the best known products—products with a national reputation—so that yours will be in good company from the very first.

We sell

**Christie's Biscuits and  
Robertson's Confectionery**

direct to the Retailer.

Ask for full particulars of our selling organization.



# Scott-Bathgate Co., Limited

GROCERY BROKERS AND COMMISSION MERCHANTS

149 Notre Dame Avenue E., Winnipeg

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

# EL ROI-TAN PERFECT CIGAR

## TO THE MANUFACTURER

**We offer the best medium for**

placing your goods with the retail trade in Hamilton and Western Ontario. No competitive lines carried. Special salesman for introductory work.

**FEARMAN BROS., LIMITED**

*Manufacturers' Agents*

93 McNab Street North

Hamilton, Ontario

**MANUFACTURERS :**

Do you require first class representation? Write us. Satisfaction guaranteed.

**GEO. W. GRIFFITHS & CO., LTD.**  
Manufacturers' Agents and Commission Brokers

402 Chamber of Commerce  
Winnipeg - - Manitoba

### G. B. Thompson & Co.

Wholesale Commission Broker  
and Manufacturers' Agent

W- can handle a few more good lines.  
Storage Warehouse and Transfer Track.

137 Bannatyne Ave. East, WINNIPEG  
Established 1898

### Stewart Menzies & Company

Lombard Building, 70 Lombard St.

TORONTO, ONT.

*Manufacturers' Agents,  
Import and Export Merchants.*

**REPRESENTING:**

James Keiller & Son, Ltd., Dundee  
and London (Eng.)

Marmalade, Preserves and Confectionery.

E. Lazenby & Son, Ltd., London,  
Eng.

Pickles, Sauces, Vinegar, etc.

John Knight, Ltd., London, Eng.

Toilet and Laundry Soaps.

Becker, Shillan & Co., London, Eng.  
Produce, Nuts, Oils, etc.

Foster Clark, Ltd., Maidstone, Eng.

Custard Powder, Health Salts,  
Eiffel Tower Lemonade, etc.

Creswell Bros., London, Eng.

Sponges and Chamois Leathers,  
etc.

The Oversea Export Co., Ltd.,  
Christiania, Norway.

Norwegian Sardines and Canned  
Fish.

Thoresen & Co., China.

Chinese Produce.

*Special attention to British and  
Foreign Agencies.*

Cable Address "Stumen," Toronto

## There's the Farmer

**P**ROSPEROUS and thrifty, yet withal a spender. A motor car, if he feels like it. A good barn, a disposition towards pedigreed stock, good implements, and a buyer of man-saving machines.

Then there's his family—all with ready money all the year round, thanks to better marketing methods and facilities.

This farmer and his family read farm papers—pay good money for such a paper—because they want its help, direction and information.

And they most certainly read the advertisements with deep attention in

### The FARMER'S MAGAZINE

Half of Canada's population is rural, and farmers have a greater purchasing capacity than the average town or city family.

Go after the farmer's trade through his own medium.

*N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.*

Published by

The MacLean Publishing Co., Ltd., 143-153 University Ave., Toronto

## GEO. MUSSON & CO.

*Grocery Brokers and  
Manufacturers' Agents*

**TORONTO, CANADA**

Established 1876.

Correspondence Solicited.

## More Dollars

You can make "Dollars Grow" out of your spare time. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited  
Dept. M, 143-153 University Avenue, Toronto, Can.



# Our service covers Canada— Our experience makes for success

Putting your product in charge of such a reliable organization as that of Maclure and Langley, Limited, is a step towards real selling and a firmer hold on the country's markets.

Our sales-creating service is an asset worth connecting with. Our warehouses are located at Montreal, Toronto and Winnipeg—where we can fill orders promptly and satisfactorily.

We represent some of the best known British and Foreign, as well as Canadian manufacturers, to whom we can refer you, and have exceptional facilities for introducing import lines on the Canadian market.

Why not put yours among them? It will thus be in good company and will be introduced under the proper success-making auspices.

Write us now describing your line. Provided it doesn't conflict, we'll be happy to push it for you, giving you the results you look for.

*Just a line to*

## **Maclure & Langley, Limited**

**12 Front Street East, TORONTO, CANADA**

# ANSWERING THE COUNTRY'S CALL

**THE CANNERS AND PACKERS** of food products, by putting up this season's pack in glass with a vacuum under **ANCHOR CAPS**, are lessening the danger arising from short crops.

**ANCHOR CAPS** are air and liquid-tight, thereby preserving the wholesome quality of the goods.

**ANCHOR CAPS**, WHEN SEALED properly, never come off during shipment, which means there can be no leakers or soiled packages to contend with.

**ANCHOR CAPS** are applied so quickly, so easily and so securely that the packer is increasing production, lessening labor and saving time, as well as putting on the market the most attractive package that has ever been presented to the public.

Anchor Cap & Closure Corporation  
OF CANADA, LIMITED

FACTORY AND  
GENERAL OFFICES



50 Doverscourt Road  
TORONTO, ONTARIO

## A delicious, easily prepared summer dessert for every customer

There's a purity and a delicate flavor about "Cox's" *Instant Powdered Gelatine* that makes it the favorite summer dessert in thousands of Canadian homes.

Make this summer an unusually profitable season by stocking Cox's Instant Gelatine. Every sale will leave you a neat profit and win you still more customer-confidence and appreciation. Order your supply now.



# COX'S

British Made

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



## ONTARIO

Special Offerings in  
**Raisins                      Teas**  
**Beans                      Split Peas**

**W. H. Millman  
& Sons**

Wholesale Grocery Brokers  
**TORONTO**

**Loggie, Parsons  
& Co.**

Merchandise Brokers and  
 Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

"We cover Canada 3 times a year."

Foy Bldg., 32 Front Street W.  
**TORONTO                      ONTARIO**

**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**

**Hamblin-Brereton  
Co., Limited**

Wholesale Grocery and Confectionery  
 Brokers

**KITCHENER                      WINNIPEG                      CALGARY**

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

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

May we send full particulars.

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

**Maclure & Langley, Limited**  
 Manufacturers' Agents

Grocers, Confectioners  
 and Drug Specialists

12 FRONT STREET EAST                      TORONTO

*Washington's*

**COFFEE**

W. GEO. VARTY, Agent  
 29 Melinda St., Toronto. Phone M. 7098

OPEN FOR AGENCY FOR THE  
**CITY OF OTTAWA**

Satisfaction Guaranteed.  
 Best of Reference.

**M. M. WALSH**

310 BAY ST.                      OTTAWA

**W. F. ELLIOT**

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

**FORT WILLIAM, ONT.**

Established 1909.

MARITIME PROVINCES.

BROOMS WANTED.

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

**SUPPLIES, LIMITED,**

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

**More Lines Wanted**

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

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

"On the Job All the Time."

If you want results write me.

**A. Lalonde**

Post Office Box 123.                      TIMMINS, ONT.

**OATS, PEAS, BEANS, ETC.**

handled in any quantities to best advantage by

**ELZEBERT TURGEON**

Grain and Provision Broker

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

Selling Agent for

The Maple Leaf Milling Co., Ltd., Toronto

**DON'T STOP ADVERTISING.**

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

## QUEBEC

**ROSE & LAFLAMME  
LIMITED**

Commission Merchants  
 Grocers' Specialties,

**MONTREAL                      TORONTO**

**H. D. MARSHALL**

Wholesale Grocery Broker

OTTAWA                      MONTREAL                      HALIFAX

**BEANS AND PEAS**

We buy and sell. References Bank of Montreal.

**Universal Importing Co.**

BROKERS

St. Nicholas Bld.                      Montreal

There are 2 kinds of Aggressiveness

**1st. is Objectionable  
2nd. is Desirable**

We furnish the latter kind only

**C. B. HART, Reg.**

Wholesale Grocery & Merchandise  
 Brokers

489 St. Paul Street W., Montreal

OPEN FOR AGENCY FOR THE  
**CITY OF MONTREAL**

Complete Trade Connection.

Reference—Home Bank of Canada.

**JOHN E. TURTON**

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

**QUEBEC'S RESPONSIBLE BROKERS**

We offer our services in marketing your  
 products, as we are open for one or two  
 more good agencies for produce, grains or  
 grocery lines, etc. Write for particulars.

**BEANS AND CORN A SPECIALTY  
ALFRED T. TANGUAY & COMPANY**

Commission Merchants and Brokers,  
 91 DALHOUSIE ST.                      QUEBEC CITY

*Buyers and Sellers of*

**All Kinds of Grains and  
Seeds**

**Denault Grain and Provision Co.  
LIMITED**

SHERBROOKE, P.Q.

# THISTLE FISH

THE THISTLE  
CANNING CO.



## FINNAN HADDIE KIPPERED HERRINGS, ETC.

THE THISTLE  
CANNING CO.



*Canned on the sea-shore, right where the fish are caught.  
Scrupulously clean—full weight—every particle eatable.*

### PARTICULARLY TASTY

Only the choicest portions of the fish are used. Even the fish themselves are selected. When you buy "THISTLE" Brand you get the best parts of the finest fish caught in St. Mary's Bay.

This is the most economical form of fish food—

*Absolutely no waste.*

*Every tin guaranteed.*

*For Sale By All Wholesale Grocers.*

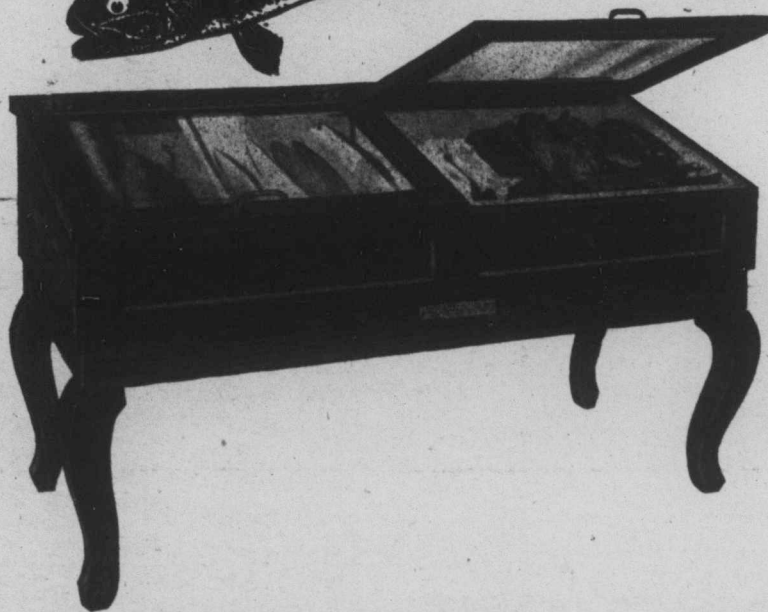
### Be Sure To Ask For "Thistle" Brand

**Sole Agents: ARTHUR P. TIPPETT & Co., Montreal, Toronto**



## Fish Cases

Be prepared for big demand for fish from your customers.



The consumption of fish is increasing daily, and you want your share of this business.

Get one of our Fish Cases and display the fish to advantage, which means increased sales.

**Dimensions of this display case 54 x 24—15" high—legs 18" high.**

Also furnish storage fish box, made plain oak, plate glass top. Write for fish folder.

See our exhibit at Fair, Industrial Building, West end.

### John Hillock & Co.

154 George Street  
TORONTO

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



We have the organization to market any first class Grocery or Confectionery line at the lowest possible expense, having our own representative in every Province in the Dominion.

Here are a few of our foreign agencies:

CLARKE, NICKOLLS & COOMBS, LTD. London, Eng.	- - -	Confectionery Bakers' Supplies
J. H. VAVASSEUR & CO., LTD. London and Colombo, Ceylon	- - -	Cocanut
JOHN BROMLEY & SONS Leeds, England	- - -	Coffee Extract
CEREBOS, LIMITED London, Eng.	- - -	Health Salt, Table Salt and Bisto
MIDLAND VINEGAR CO., LTD. Birmingham, Eng.	- - -	H.P. Sauce and Pickle
PLAISTOWE & CO. London, Eng.	- - -	Peels
CAREY & CO. Alicante, Spain	- - -	Shelled Almonds
FINSLER & HEARNE, LTD. London, Eng.	- - -	Fruits, Nuts, etc.

*Correspondence re agencies invited.*

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

NEW YORK  
TORONTO

HALIFAX  
WINNIPEG

MONTREAL  
CALGARY

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

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

From the largest Onion growing section in Canada.

*Correspondence invited.*

**Leamington Onion Association**

Leamington, Ontario

**E. E. ADAMS, SALESMAN**

**Your Customers Will Appreciate  
The Big Value of Babbitt's**



WHEN you offer your customers Babbitt's Cleanser at 5 cents a tin when both its size and its quality proclaim it as a 10-cent article, your customers give you credit for wanting to give them the very best value that the market affords. Their sense of appreciation gives them a feeling of confidence in you and your store.

SO we say that besides giving you a worth-while profit on its own sales, Babbitt's Cleanser is a real business builder.

IF you are not selling Babbitt's, get a trial supply now and begin at once.

Premiums Given for the Trade Marks.

**Wm. H. Dunn Limited, Montreal**

General Representatives for Canada

**DUNN-HORTOP, LIMITED. TORONTO,  
SPECIAL AGENTS**



**Cow Brand  
Baking Soda  
A High Quality Favorite**

It pays to sell Cow Brand. Back of every sale is a record of over seventy years' satisfaction.

**Church and Dwight**

LIMITED

Manufacturers

MONTREAL



**The Reliable  
Salt**

The Salt that your customers know is always just right.

Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

**Windsor  
Table  
Salt**  
*Made in Canada*  
THE CANADIAN SALT CO. LIMITED

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





"Every Grain Pure Cane"

## The best liked sweetener on the market

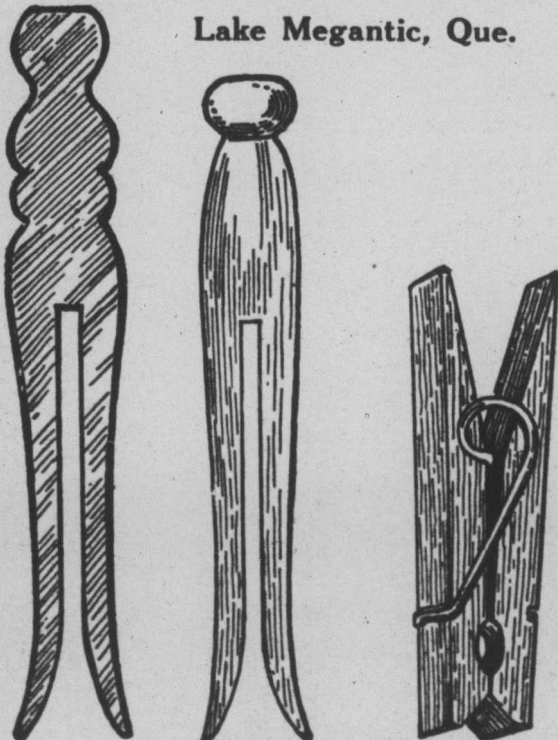
Prove that Royal Acadia Sugar is a highly profitable line to carry by suggesting it in your daily displays.

There is no higher grade of refined sugar made. Sold in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co.,  
LIMITED  
HALIFAX, CANADA

The Megantic Broom Mfg., Co., Ltd.  
Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

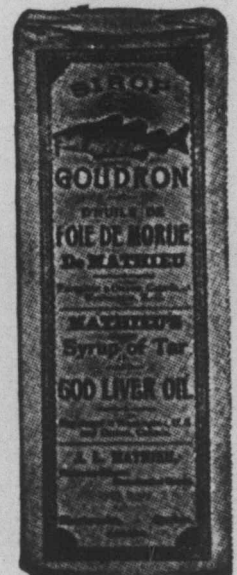


Write to us when in need of Clothes Pins.

## You will find these two well worth featuring

A little display of *MATHIEU'S NERVINE POWDERS* and *MATHIEU'S SYRUP OF TAR AND COD LIVER OIL* in your show case or on your counter will win you much additional profit. Both can be honestly recommended for guaranteed goodness and quick results.

**J. L. Mathieu Co.**  
PROPRIETORS  
SHERBROOKE - QUEBEC



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

# ARE YOU

coming to the Toronto Exhibition this year?

Why not do so, as a trip through the different buildings of Toronto's Big Fair is a real education and a very pleasant holiday.

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

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

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

Push Ocean Blue with confidence, and you will secure the confidence of your customers.

# OCEAN BLUE

sells on *merit, quality, value.*

**Order from your Wholesaler.**

**HARGREAVES (CANADA) LIMITED**  
The Gray Bldg., 24-26 Wellington St. W., Toronto  
**WESTERN AGENTS**—For Manitoba, Saskatchewan and Alberta.—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon.—Creeden & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



**This Pottery** →  
**is needed in every home**



Show every housewife coming into your store how easily she can overcome high winter prices on butter, eggs, fruits, vegetables, etc., by stowing them away in this high-grade, sanitary pottery.

She will appreciate the suggestion and you'll make lots of profit on every sale.

Look at these prices:

$\frac{1}{2}$ gallon to 6 gallons inclusive, 12c. per gallon.	
8 gallon.....	} at 15c per gal.
10 gallon.....	
12 gallon.....	
15 gallon.....	} at 18c per gal.
20 gallon.....	
25 gallon.....	} at 20c per gal.
30 gallon.....	
35 gallon.....	} at 24c per gal.
40 gallon.....	
50 gallon.....	

75 to 500 gallon sizes, made to order only.

**The Toronto Pottery Co., Ltd.**

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

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



*A Satisfied Customer is  
Your Best Advertisement*

# Robinson's "Patent" Groats and Robinson's "Patent" Barley

Satisfy every customer and bring them in again for a further supply. For quality and value, these two world-famous cereals are absolutely unbeatable.

It pays to feature Robinson's. The satisfaction they give will extend the housewife's confidence to other lines you sell. So keep your stock up.

**MAGOR, SON and COMPANY, LIMITED**

191 St. Paul Street West, Montreal

30 Church Street, Toronto

*Agents for the Dominion of Canada.*

# NIAGARA

RED and WHITE

## GRAPE JUICE

### Trade Prices

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

*Mail us your order. Samples on request.*

### DROP SHIPMENTS

Orders for five case lots or more, any assortment will be shipped direct from Niagara Falls—freight prepaid to any point in the provinces of Ontario or Quebec.

**NIAGARA FALLS WINE COMPANY**  
T. G. BRIGHT & COMPANY, LIMITED, Proprietors - NIAGARA FALLS

*Established 1874*

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

# CANADIAN GROCER

Vol. XXXI.

TORONTO, AUGUST 24, 1917

No. 34

## A Grocery Store on the Road

Being on the Spot With the Goods in the Farming Sections Proves Effective—Bringing the Store to the Farmer an Effective Way of Meeting the Dangerous Competition of the Mail Order House—Holding Trade by Going After It.

IT is pretty well admitted that the rural parcel post was instituted with half an eye to the convenience of the farmers, and the balance concerned with the convenience of the Mail Order House. Be that as it may it is unquestionably true that the Mail Order House has found the parcel post one of the most successful agencies for furthering their business.

Neither the townsman nor the farmer are always far sighted enough to see where this leads them, nor how destructive an influence it may be toward their home town. It is probably the easiest way of buying. It is certainly easier to drop a letter into a box at the end of the driveway and walk down a day or so later to take a parcel out of this same box than to take a long, dusty drive to town, when there are a thousand and one other things crying to be done.

The farmer not unnaturally follows the line of least resistance, and in many cases

the town merchant follows the same line and lets him do it without any argument. And there you have started a habit that grows.

There are, however, merchants who are adopting measures to get after this trade. To see that it is not diverted from the community.

### Meeting Mail Order Service.

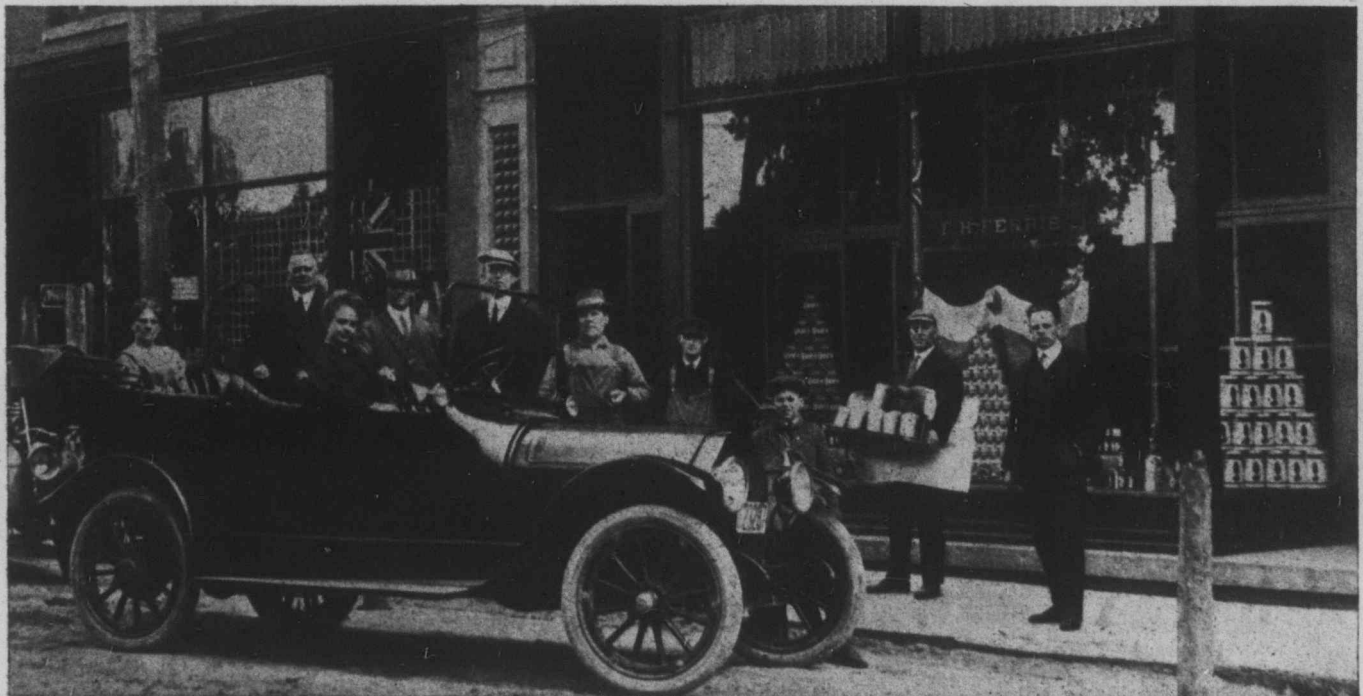
F. H. Ferriss, of Harrow, Ont., is one of those merchants who is aggressively campaigning against the Mail Order competition, not by attacking them in words, but by the simple and effective expedient of providing the same service that the mail order house has been giving. Mr. Ferriss realizes that it is not always possible to induce the farmer to come to the store. There are seasons when he is actually too busy. There are times when, like other individuals, he lacks the energy. Perhaps he may save up his order for his

periodic trip. There is more than a chance, however, that at least part of this business will find its way through the parcel post from the large city store.

Mr. Ferriss thought the matter out this way. The mail order house get that business because they go after it. That's a pretty good idea, and its an idea that can be worked without great difficulty.

### Putting Stores on the Road.

With this idea in mind Mr. Ferriss put two waggons on the road, each taking a separate route through the adjoining country section, and each serving a large and prosperous farming community. In appearance these waggons are not unlike the familiar bread waggon. But instead of the piled-up loaves of bread these waggons are arranged inside to carry a complete grocery stock. In that way Mr. Ferriss has the drop on the mail order store. He has the goods right there to



The store of F. H. Ferriss at Harrow, Ontario. Mr. Ferriss, his family and the staff of the store are shown in the photo.



show. Which is a more effective argument than the most glowing descriptions of the mail order catalogue. Of course, the field of operation of such a scheme is of comparative limited extent. These waggons cover a radius of 24 miles but that is about all the territory out of which a store could naturally expect to draw trade. This method cannot be expected to solve the whole problem, but it will fairly satisfactorily solve it for the individual store. That has been proved.

In how far is an activity such as this a

money producer? Well, there is the business to be done, and a very good business. It costs some money to do it undoubtedly, but it is retaining a trade, that without this activity would in all likelihood drift away, and is showing a comfortable margin of profit.

Moreover, it is an advertising medium not to be despised. The store is in constant touch with many people through the instrumentality of these waggons, who are thus made firm friends of the store instead of casual acquaintances. That is

an asset worth having. It is a sure and certain thing that activities such as this always redound to the credit of the store, either directly or indirectly. And whether directly or indirectly it means a profitable business.

Mr. Ferris has been in business for upwards of ten years, and so this activity is not the idea of inexperience, but the sane, well thought out judgment of an aggressive business man. It is, moreover, a scheme that has amply justified itself.

## Putting Fish on the Menu

A Word About the Food Controller's Scheme for Popularizing Fish by Selling at a Low Figure—How it Worked Successfully in Toronto, and is Expected to be Equally Successful in Ontario.

Mr. Hanna's venture into the fish business that provided material for a good deal of humorous comment by the newspapers, is taken somewhat more seriously by Toronto fish dealers. As a matter of fact of course the food controller was only one of the instrumentalities behind the idea. He provided a refrigerator service to Toronto, and he provided the advertising a good deal of which was of course obtained through the newspapers who saw nothing in the scheme but a comedy.

Ask the fish dealers and they will tell you, that there has been a most marked increase in the sale of fish, and at the same time that the price of certain varieties of fish has declined 2 to 4 cents a pound. This end has been achieved by setting the price for these varieties of fish 7 cents a pound for the wholesaler, 10 cents a pound for the retailer. How is it done? If the merchants were not formerly asking exorbitant prices how can they afford to sell at this much less. Well they can sell at this much less because there has been created a very keen demand, that doubles and quadruples their former sale of these particular fish, they are protected from loss to a great extent by the improved refrigerator service from Mulgrove, Nova Scotia, and they are further protected by a keen demand that leaves little chance of waste. Consider the difference in the demand that has been created by this campaign of cheap fish, assisted of course by the two meatless days weekly. There are this week some three cars carrying approximately 60,000 pounds of fish as against a normal of 5,000 pounds.

### Only Two Varieties of Fish Sold at the Price

Now it is to be understood that this reduction in price is not to be noted in all lines of fish. The two varieties of fish sold under this plan, which means that the buyer shall take the whole fish head and all are Haddock, and Market Cod. These fish were decided upon because they are the only ones available

in quantities to justify the experiment. Haddock is a well known fish. Market Cod is a practical newcomer. Both are a first grade fish.

Many dealers looked with something resembling disbelief on this idea. But the advertising it obtained put it across. Everywhere about the fish stores in what is normally a dull month there were crowds of buyers calling for some of "Hanna's Fish." One large fish wholesale house from the first shipment ordered only between 500 and 800 pounds. They were cleaned out in less time almost than it takes to tell it. Their latest purchase by this same house was 20,000 pounds.

### The Sale of All Fish Increased

Now how has it affected the market for other fish? That was the crux of the situation. Fish dealers feared that the curtailment of the price in one line would mean a lowering in the price of other lines. This with the merely nominal profit allowed under Mr. Hanna's set price would have meant a real hardship. As a matter of fact it did not work out this way. The advertising that the fish business received gave it a material stimulus, not only in the varieties of fish that were advertised to sell at a low figure, but it doubled and more than doubled sales in other lines

Continued on page 39.)



Unloading Mr. Hanna's fish from the special refrigerator cars in which they are brought to Toronto.

# What Causes the Delay?

Delayed Shipments From Across the Water or Across the Line, a Familiar Form of Annoyance—Where the Difficulties Arise—How a Moment's Carelessness May Mean a Long Delay—Some Simple Rules For Speeding up Shipments.

**I**N goods that are imported from abroad, there are a hundred and one little difficulties that may occur, that are a cause of annoyance to parties who may be waiting for goods, and to whom delay may mean a monetary loss, and consequently far from add to the favor in which the shipper of the goods is held.

There are in these days of uncertain tonnage, of course, many difficulties of transportation that cannot be guarded against, but these other disturbing delays were a common occurrence long before the days of war, and many of the present delays cannot be charged against the war.

Many of these are caused by careless shipping methods. A laxity that is fraught with decidedly annoying complications.

## The Necessary Bill of Lading

The most frequent difficulties arise from the tendency to ship goods forward without sending a complete invoice and bill of lading.

Now for instance here is one of the possibilities of the failure to have a bill of lading. A shipment comes forward. The consignee, having no papers probably does not know whether the shipment is complete or not. Some little while later the railway companies discover another package belonging to this shipment. It goes forward under an ill-omened billing technically known as "Free Astray" which is designated in railway parlance as F. A. Well these innocent letters mean a world of trouble to the consignee. They are a kind of challenge to prove your property right to the goods. Irrespective of how the goods may be directed this proof must be forthcoming, and the only proof that the railway company will consider is the original bill of lading. Therefore if the shipper has neglected to send along this bill of lading, or has not sent it till many days after the goods have been shipped, there may well be a disgruntled consignee kicking his heels aimlessly in a railway office, and thinking private and unpublizable thoughts concerning the party or parties, who might have been expected to send along the shipping papers.

## Number and Marks of Packages

Still another cause of difficulties is the failure to mark upon both invoices and bills of lading the number and marks of the packages in the shipment. Even suppose the invoice and bill of lading do come along on time but without this information. It may well be that the entry will be passed and everything going merrily, when one of these stray packages that is prone to happen



in any shipment will turn up. Now the consignee is faced with the difficulty of having to convince the customs authorities that this package is a part of the same shipment. This is a difficult thing to do when there is not an identifying mark or number anywhere on papers of shipment. And when one says difficult in connection with a customs official one is speaking advisedly, for they are proverbially from Missouri, on all matters pertaining to invoices, which being interpreted means that the consignee will have to get down on his knees accompanied by the bell, book and candle, if he is to convince these officials of the honesty of his designs. This little difficulty might well be obviated by the simple expedient referred to of, simply putting the number and markings of the packages on the papers of the shipment. Then if the shipment should not be complete at the time that the entry is passed, the entry will be endorsed. "One package to come." When it does arrive it is not greeted with suspicious glances, but is at once recognized as the package referred to and a simple warrant is sufficient to get it out of the hands of the customs officials.

Customs officials as a rule are not gifted with a Catholic sympathy and a broad outlook. There are certain formalities prescribed by the rules of the service in which they are engaged, and they are prone to look askance at any variation from this prescribed form. Indeed in most cases it is their duty so to do. Therefore it is well for the shipper whose goods are to come under the eye of these watchful officials to see that he lives up to the letter of the law. In the past there have been firms who have not been above falsifying invoices for the sake of saving a little on customs dues. These days are largely over. Even shippers who are not troubled by

the ethical aspect of the situation, have found that anything of this nature was poor business. Customs officials are fairly well posted on the value of goods, moreover they have ways of discovering any irregularities, and when they have even grown suspicious there are possibilities of petty annoyances in the machinery of the customs office that would far more than offset any possible advantage. This is quite in line with the good old motto that "Honesty is the best policy."

## Complication Due to Carelessness

There is no thought of fraud in at least 99 per cent. of the trade difficulties with the customs, but the complications and delays are none the less annoying. They arise mainly from a carelessness in some small detail of making out invoices.

All invoices of goods for shipment into Canada, must bear two prices endorsed upon them. A fair price for the same goods in the country of shipment, and the price to the purchaser in Canada. On all goods entitled to a preferential duty, the country of origin should be plainly shown upon the face of the invoice.

A declaration that the prices on the faces of the invoice are true and correct must be written, printed or stamped on the back of the invoices and signed by some individual member of the firm or confidential clerk. This is another place where difficulty arises. It would be surprising to many shippers to learn how frequently such invoices come through bearing only a rubber stamp of the shipping firm's name in place of a signature. Of course an invoice so endorsed is absolutely valueless, and will entail long delays, while a correct invoice is being obtained. Another difficulty is that these invoices are sometimes signed in pencil. This is as valueless as the rubber stamp, no matter how bona fide the signature may be. They must be signed in ink or in indelible pencil or they will not be accepted by customs officials at Canadian Ports of entry.

These are some of the main causes of annoying delays that work to the discredit of outside shippers. They are one and all matters of mere carelessness. Items that would entail only a moment's time to see that everything was correct, yet these mistakes are of daily occurrence daily in every city doing an import business. The loss entailed in a year through these delays, would amount to a very considerable sum. The remedy is merely a matter of a moment's careful consideration of the simple facts outlined on this page.





# How Grocery Brokers Serve the Trade

Some of the Activities That Belong to the Business of the Broker—How He Forms a Necessary Link in the Channels of Trade — The Services He Performs for Wholesaler and Exporter.

**T**HEORETICALLY the grocery broker like the wholesaler and retailer is an excrescence a tollgate on the natural channels between producer and consumer. Practically they are all essential elements of the world's trade. Theoretically the consumer might buy his own goods. Practically it is impossible. It became impossible when mankind ceased to require only those things that were the product of his own immediate environment.

Nor has the broker, usurped the privileges of the other accepted agencies in the systems of trade. As the retailer was the development of the extending needs of the individual, and the wholesaler of the broadening outlook of the retailer, so the broker serves a useful purpose that does not in any way overlap the activities of the wholesaler.

## A Distributor of Information

To begin with he acts as a distributor of information. Take for instance the case of a wholesaler who wants tapioca. He knows it can be procured in Singapore. He cables a dealer in Singapore. This dealer is temporarily out of the market. He cables another, but finds the terms of this party unsatisfactory, and still other cables are required. More money has been spent in this way than would pay a broker's charges twice over, and yet the arrangement cannot be called satisfactory. It is a costly and inefficient method of doing business. Here steps in the broker. He is in constant touch with principles on the different primary markets. He knows what is offering and what terms can be obtained. He is able to give this information not only to this one wholesaler, but to any others who may be interested. In that way great expenditures can be saved. For instance, one broker spoken to instanced the case of quotations on Greek currants that had recently been received. This cable cost \$43. Now if this cable had been duplicated to the hundred odd wholesalers in Ontario, or to the two hundred and fifty or more wholesalers in the whole of Canada, this one cable would have mounted up into a very costly item, and would of course have been an added charge on the goods themselves.

## The Broker a Specialist

More than that, the broker brings to bear on this business a greater knowledge and a wider outlook than would be possible with the wholesale buyer. This is inherent in the nature of the case itself. The wholesale buyer, has his mind fixed on a hundred different items, no one of which is of outstanding importance to his house, though all are of

importance. He has to keep himself moderately well posted on all, and consequently he has not the opportunity to post himself as thoroughly on the market conditions of certain goods as has the broker.

This wider knowledge, this care to keep abreast of the movements of the market, of the changing sources of supply. This knowledge of the extra aggressiveness of this exporter, or the antiquated systems of that other exporter, is part of the service to be expected from the broker, and is an actual saving of money to the parties whom he serves.

## A Representative of Both Parties

The broker is an intermediary between the foreign producer and handler and the local wholesaler. He is the representative of both parties, and it is among his duties to see that the interest of both are properly safe-guarded. In a measure he is responsible for the business integrity of both parties. That is, while not actually responsible for the acts of either party his business connection depends on his ability to judge the business ethics of those with whom he deals. He is in a far better position than the wholesaler, to obtain information regarding shippers, and in most instances the wholesalers' buyers depend entirely on his judgment of the character of the shipper. For that reason he must protect himself by a careful scrutiny of the character and business dealings of those whom he deals.

It is one of the greatest justifications of the broker's existence, that there is less and less danger of difficulties of a legal nature arising. The discrimination that the broker must of necessity maintain has done away with many of the sharp practices of former days. There is of course the possibility of disagreement and of differences of opinion. When these arise, the broker who represents both, and has an interest in each party, can usually be depended on to make a satisfactory adjustment.

## A Source of Information for the Seller

But how can the broker give a service that gives him a position that is not an overlapping of any of the other established trade channels. He is a source of information, not only for the buyer, but for the seller. It is possible for him to keep his principal posted on the financial standing of probable customers. He can, moreover, get the feel of the market as an outsider could not. He is in constant touch with the wholesale trade in all parts of the country, and through them he gets an idea of the

actual demand. His information in this regard is broader than that of the wholesaler, who must depend for his judgments on the opinion of a certain set of customers. The broker on the other hand, has the advantage of being able to get the judgments of this, that and the other wholesaler. In this way his grasp of the actual feeling of the market should be of a very wide order. The information and advice therefore that he is able to provide is of invaluable service to the principal who has in this information a sounder basis on which to base his selling policy.

Then acting as he does as the agent of the exporter the broker, is naturally more alive to the interests of his principal than would be the casual purchaser. His attention is constantly focused and on the lookout for something that will serve his principal's interests. The manufacturer or exporter who does without the service of the broker, and goes direct to the trade, has either to maintain an expensive selling staff and paid observers, or be at a disadvantage to the exporter who has the service that a broker can give.

## The Broker As a Clearing House

Then again the broker acts often as a sort of clearing house between different wholesale merchants. So and so requires a thousand pounds of such and such goods. Well, he knows of another wholesaler who has more of those goods than he can well dispose of. The transaction is made to the benefit of both. The small brokerage fee in no way representing in the one case the extra cost of obtaining these goods at a special time, or on the other of the possible loss on these same goods.

In acting in this way the broker most nearly lives up to the actual meaning of the word broker. This is a strictly brokerage business. Of course the term has broadened out immeasurably from this and represents a far broader activity.

## Making Possible a Wider Trade

There is another service that the broker can perform. Take the instance of a house importing goods from California. Some odd line of which they cannot advantageously handle a straight car. There are however other wholesalers who can handle part of this car. The broker can therefore order a car forward, and on its arrival attend to the distribution of its contents and collect the pro rata share of duty and freight from each purchaser. In this way a sale can be made, and the needs of the trade supplied. Whereas were there no

such agency this business would probably go by the board, for the bringing of such goods in less than car lots could be done only at a price that would eat up all the profit.

It is therefore evident that there is an open field for the grocery broker, a field in which he does not encroach on the domains of the wholesaler or of any other agency of trade. The wholesaler is a necessary part of his business, and the wholesalers generally are beginning to realize how valuable may be the ser-

vice of a wide awake broker. Working together, they can obtain the maximum of service.

The manufacturer's agent differs only from the broker in his somewhat narrower field of operations. He represents the goods of one manufacturer or perhaps of several. The services he renders are in every way a duplication of the broker's. He does not work over the wholesaler, but in the vast majority of cases works through him, finding that in that system can the advantages of both

parties be best safeguarded. The broker differs from the agent only in the fact that he is not bound to one or to several manufacturers or exporters, but goes wherever he can find the most attractive offerings.

All these agencies have added to business a machinery that instead of adding to the expense has been able to speed up the output and, as everyone knows in these modern days, this is the safest and surest means of limiting the working charges.

## In Russia Through the Revolution

By JAS. A. HOSSACK,

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

**EDITOR'S NOTE**—Before leaving for Russia in March, Mr. Hossack, at the request of the editor of Canadian Grocer, consented to write an article for this paper upon his return to Canada, giving his experiences in Russia and describing conditions as he found them. Mr. Hossack found that the Russian business men had learned to know Canada through the work of Canada's troops at the front. He also found that the goods made by his firm were favorably known in many places. The trip was more successful than had been anticipated, and resulted in the establishment in Russia of a branch agency of the Company. The first instalment of the article appears in this issue. It will be followed next week by an article bearing more directly upon business conditions in Russia and the future outlook for Canadian firms. Mr. Hossack expects to return to Russia when conditions become more normal.

**M**Y trip to Russia was planned long before there was any thought of a revolution in that autocracy-ridden country. Only the vaguest hints of internal troubles in the land of the Czar had reached the outside world. The reason for the trip was that our company felt there was a tremendous opportunity for trade with this new ally of the British Empire, a fact that many direct inquiries and orders from Russia confirmed. The unexpected outbreak of the revolution did not interfere with the plan, and on April 12 I sailed from Vancouver on the Empress of Russia.

We called at several points in Japan, and I had the opportunity of seeing Yokohama, Tokio and Kobe. My stay there was too brief to enable me to form any very accurate impressions of Japan, but I was very much struck with one feature—the strenuous activity of the ship-yards. Japan has gone into ship-building with an energy that is amazing. That the control of the Pacific is within the grasp of Nippon is no rash prediction. Japanese shipping will dominate the trading in the Pacific if the way in which they are taking hold now is persisted in.

In other lines of manufacture I think that the advance of Japan has been over-estimated. The Japs are extremely clever in the production of goods which

entail fine hand work, but I am not convinced that they are likely to bid very strongly for world trade in other lines. However, as I say, my stay was too brief to enable me to form any very definite opinions, and I do not feel justified in



Photo of Jas. A. Hossack, bearing certification of the Russian police. Note his name in Russian, "Xocczakz."

saying much about conditions in Japan.

### Russia—And Anarchy!

We sailed from Tsuruga for Vladivostock. Ordinarily the trip would take 40 hours. We steered straight into the teeth of a typhoon, however, and had three days of pounding and tossing about. It was a terrible experience. Our boat was a small one of 1,800 tonnage, and it was tossed about on the wild seas like a cockle shell. I think most of the passengers were too frightened to be sick. At any rate, the first sight of land was welcomed by us with all the fervor that Columbus must have felt when he sighted America.

We landed at Vladivostock on May 1 and found ourselves plunged into what was nothing more nor less than anarchy. The city was literally turned upside down. It was, in the first place, crowded with soldiers, some of whom had come back all the way from the front. It was not so much that they were tired of fighting. It did not take long to discover that there was plenty of fight left in the Russian people. Rather they had come back to share in the division of spoils. When the electrifying news spread through Russia that the Czar had been deposed, and that with him all authority had been swept into the discard, the impression became general that the first tangible proof of freedom would be found in the division of the land among the liberated people. Every Russian has a hungry longing for land. It is his great ambition, because Russia is, above everything else, an agricultural country. This idea of a nation-wide division of land reached the trenches and, needless to state, the soldiers felt that they wanted to be "in" on any division of spoils. Three million or so moved out of the trenches and went back home for their share. As I have



said, large numbers had actually arrived back in Vladivostock when our vessel docked.

#### A City in Turmoil

Our first day in Russia was a remarkable one in many ways. A labor demonstration was on and everything else had been stopped. Everyone was in the streets, cheering, shouting, singing the "Marseillaise." The hotels were closed. We couldn't get a room or a bite to eat. We were jostled around by the crowds. Finally one of the passengers, who knew the Danish Consul, took me to that official's residence, and there we had a very satisfying meal.

It had not been my intention to stay in Vladivostock, but I had not reckoned with the authorities. In the first place, the Customs officers went over my effects very closely. I had packed my samples in a steamer trunk. After careful consideration, the officials decided that the samples, being of a purely commercial nature, could be brought in, but they were not positive that the trunk could not. It was bound with leather and sported brass clips and consequently it was a "luxury." They were quite emphatic about that.

"All right," I said, "I'll give you the trunk. All I'm interested in is the samples."

"But you don't understand," they explained, politely; the Russians are always polite, even the officials. "The contents and the trunk cannot be separated. If the trunk cannot come in, neither can the contents."

I argued the point with them, and found that their politeness persisted and was only exceeded by their obstinacy. Officials are the same, I think, the world over. You never know what stand they are going to take or what they are likely to do next. During the course of my trip I learned to respect the authority of officials, which they are likely to use unexpectedly.

However, I succeeded in getting the most important of my samples through.

In this I was very fortunate. Another commercial man who had come over on the same boat, and who had twenty-nine trunks of samples, was not allowed to bring in anything! He debated seriously the idea of turning right around and going back, but finally decided to go through to Petrograd anyway. He had eight or ten pieces of personal baggage, and these were finally allowed in.

#### Stranded in Vladivostock

My troubles were not over by any means, however. I had expected to take the first Trans-Siberian express, which leaves weekly. It was almost impossible to reach the station. I judged there were fully one thousand people waiting to get on that train, the maximum capacity of which could not have exceeded three hundred. I wedged in and made my way to where the railroad officials, under the supervision of an army officer, were weighing the baggage; for, of course, all baggage is paid for. When the trunk with my samples was put on the scales, the weight must have seemed unusual, for the officer stepped up to in-

vestigate. The trunk was opened and my samples revealed. The officer waved the trunk off. The samples could not go.

It was no use arguing with him. His authority was absolute and his decision irrevocable. The trunk could not go. Needless to state, I missed the train—and the next did not leave for a week!

My friend of the twenty-nine rejected trunks had also missed the train I found. We put in much of the intervening time together, and I decided to avail myself of his very extensive supply of personal effects. I discarded my sample trunk and packed the most important of my samples through my own personal belongings and also through his.

#### A Freight Dumping Ground

We were eleven days in Vladivostock, and it was like living in a huge freight yard. The city has become literally packed to the skies with freight that cannot be moved. More merchandize has been coming off the boats than the Trans-Siberian can carry, and the stuff

has spread all over the place. Every vacant lot is piled high with goods. The piles are like miniature pyramids. Some of the merchandise is covered with canvas, but the most of it is exposed freely to the elements. A great deal of this material is munitions, but the bulk I imagine must be commercial, for, of course, the war supplies get the right of way. One item in the tie-up was a train-load of condensed milk. There are 540,000 tons of freight cluttering up the streets and vacant spaces of Vladivostock.

We were told that, with the present facilities, it would take five years to overcome the congestion!

#### Across Siberia

We made the next train safely enough. In times of peace the Trans-Siberian is a very fine railroad indeed. It is a broad gauge road and the cars are large and comfortable, and the service adequate in every way. As it is a long trip across the continent, the trains are equipped with baths, barber shops, and all the necessities of civilization. The conditions created by the war have, however, cramped the service to some extent. We had no particular reason to complain on that score.

The train was terribly crowded. After the last possible passenger had been stowed away, soldiers started to come aboard. They were on their way back to the front. They had found that there was no division of land under way, and that no work or money seemed forthcoming, and consequently they were beginning to realize that the best thing they could do was to rejoin the colors. So they were going back.

They crowded on the train, of course, without ticket. At every stop more piled on. Before long they were in the aisles, on the platform, in the baggage cars. They rode on the bumpers. Some even climbed up on top of the cars. They were very orderly and patient, and polite. No attempts were made to interfere with the passengers or raid the food supplies. How they managed to subsist I never knew, although I supposed that they got food at the stations where the train stopped. They slept where they sat—in the aisles, on the platforms, anywhere. How the men on the roofs and the bumpers slept I have no idea.

#### Siberia—Land of Promise

I was astonished with what I saw of Siberia. The outside world has an entirely erroneous idea of this country. Siberia is not merely a snow-bound waste, fit only for exile camps. It is a country of tremendous possibilities, with absolutely unlimited resources. It reminded me very much of our own northwest.

The development of Siberia is following very closely along the lines of development in our own West. Towns of considerable size are springing up all along the railroad. Some of them have populations already of 25,000 to 30,000, and resemble Western Canadian towns in many ways. The one business of Siberia, so far as I could see, is wheat-growing. The towns are situated in the centres of the best wheat-growing



Three top illustrations are Russian postage stamps printed on heavy paper, without mucilage on the back. These are being used in Russia in place of silver coins.

The four lower illustrations are actual reproductions of 1-2-3-5 Kopeek bills, which are being used in place of copper coins. The originals measure  $1\frac{1}{4} \times 3$  inches. At normal exchange the Kopeek is worth approximately  $\frac{1}{2}$  cent.



areas. The wheat raised is, I understand, high grade. The world will never go hungry with those huge Siberian stretches waiting to be tilled. There can be no doubt that the climate is severe in the extreme; but it is not a fact that the farther north we go in Canada the better is the quality of wheat produced?

And then figure what will happen when those endless forests are cut and the mineral stores are opened up for the uses of world industry! Mark this down: Siberia has a wonderful future.

It has one very great advantage. It is drained by enormous rivers, emptying into the Arctic Ocean. The Ob and the Yenski are long and navigable rivers that will be great factors some day in the opening up of this country.

**Getting the Samples In**

Now to go back a piece. I must tell how I managed to get my samples through. As I explained earlier, I took the most important of my samples and carefully distributed them through my own baggage and that of my travelling companion. I don't think he knew this was a rather dangerous venture. I did.

The route of the Trans-Siberian cuts through the north-eastern corner of Manchuria. This meant that our baggage would be examined both when we entered China and then when we struck across

I had intended to visit all the more important cities of Russia—Moscow, Odesa, Niji-Novgorod. As it turned out, I was unable to visit any of them. Getting out of Petrograd was much harder than getting in.

**Our First Day in Petrograd.**

There are eighteen million soldiers in Russia—so I was told—and, as Petrograd is the centre of everything, you can well imagine that it is crammed to overflowing with them. And remember this: At the time I was in the Russian capital, there was no authority of any kind over the soldier. He did not have to obey his officers. He was FREE. He left the trenches when he liked and went back when it suited him. Imagine what Petrograd was like with several thousand soldiers around the streets enjoying this brand of freedom.

The first day we arrived, it was almost impossible to get quarters at any of the hotels. They were crowded to the roof-tops. Finally we got rooms in one of the smaller hotels and later we were able to get accommodation at the Hotel de l' Europe, one of the finest in Petrograd. The day we moved happened to be an unlucky one: The help had gone on strike. There wasn't an employee around the place. We had to make our own beds and rummage for

All the jails, courthouses and asylums had been torn down or burned by this time.

That freedom had developed into license, and then into anarchy was rather forcibly shown in the case of the cabmen. It seemed to me that half of the population of Petrograd are drivers of "droshkies." There used to be very rigid traffic rules and a set tariff. We found the drivers were charging whatever they felt like. If you did not make a bargain before getting in, they would probably demand one hundred roubles and you would have to pay. They disregarded traffic laws and seemed to take a great delight in driving hell-for-leather on the wrong side of the road. Why shouldn't they drive where they liked; weren't they free?

There was certainly plenty of freedom in the streets of Petrograd. Soldiers no longer saluted their officers.

There were riots every day, but no one paid much attention to them. They had become commonplace. You might be talking to a merchant when the conversation would be broken by a tremendous outbreak of rifle fire in a near-by street.

"Oh!" he would say, "I wonder who it is rioting to-day. Do you suppose, now, that it would be the Anarchists to-day?"

It probably was; but before it was finished with, other factions would join in. The anarchists, most of them from America, would take a hand, and, of course, the soldiers would step in.

(To be continued in next issue.)



Bread ticket from the Grand Hotel, Stockholm, Sweden.

the Manchurian border again into Siberia. There was a double chance of being caught.

Had the officials found the samples they would have confiscated the baggage. Our lot in that case would not have been a happy one.

I indulged in considerable speculation on the score of what might happen to us. I was frankly worried. My companion, luckily for him, knew nothing about it, and enjoyed the early stages of the trip much more than I did. Where ignorance is bliss, 'tis folly to be wise.

We passed over the Chinese border at night. I wakened up in the morning to find that we had safely negotiated that end of it. We passed the Manchurian border at night also, and once again the luck was with us. Our trunks were passed. When I told my companion how dangerous the experiment had been he was thunderstruck. In fact, for a time he was completely unnerved.

Our journey took eleven days in all, and on May 21 we arrived at Petrograd. Conditions there we found to be worse even than what we had found at Vladivostock.

our own food. For breakfast we went down to the kitchens and found them empty except for a decrepit old crone who offered to cook anything for us that we could secure. We finally got some eggs and she boiled them for us; for which we paid a fabulous sum. This hotel, remember, was perhaps twice as big as the King Edward at Toronto, and it was filled with guests. What the rest of the guests did for their meals I don't know.

This, we found, was a regular occurrence. The cost of living was going up so fast that every now and then the help at the hotels would have a strike in order to get enough money to live on.

**A City Without Authority.**

There was absolutely no authority in Petrograd, probably not in all Russia. The police had been wiped out as an organization. In their stead a sort of militia force had been instituted, consisting for the most part of young revolutionists. They were, I believe, mostly students. There were very few of them, however, and they were never in evidence.

**HE WANTED THE SET**

He was running a small provision store in a newly developed district, and the big wholesale dealers found him very backward in payment of his accounts.

They sent him letter after letter, each more politely threatening than the last. Finally they sent their representative down to give him a sporting chance.

"Now," said the caller, "we must have a settlement. Why haven't you sent us anything? Are things going badly?"

"No. Everything's going splendidly. You needn't worry. My bankers will guarantee me all right."

"Then, why haven't you paid up?"

"Well, you see, those threatening letters of yours were so well done that I've been copying them out and sending them round to a few customers of my own who won't pay up, and I've collected nearly all outstanding debts. I was only holding back because I felt sure there must be a final letter, and I wanted to get the series complete."—Harper's.

**ONE SOLUTION**

"The people who have been complaining that they could not get enough to eat owing to the high cost of living are now told by the Food Controller that the way to solve the problem is for them to eat a third less."—Quebec Telegram.





GROUP OF DELEGATES AT DOMINION BOARD CONVENTION.

Horace Chevrier, Dominion President. To the right of the President: E. M. Trowern, Dom. Sec.; B. W. Ziemann, Pres., Ontario Board; W. C. Miller, Ontario; D. W. Clark, Ontario; J. L. S. Hutchinson, Saskatchewan; J. A. Banfield, Manitoba; A. A. Evans, Saskatchewan; J. McIntyre, New Brunswick; J. DeWolf, New Brunswick; P. Smith, New Brunswick; J. A. Curle, Manitoba. To the left of the President: J. A. Beaudry, Montreal; J. A. Gareau, Quebec; J. G. Watson, Quebec; J. C. Doyle, Nova Scotia; W. Daniel, New Brunswick; W. Rannard, Manitoba; J. A. Connell, Manitoba; W. Falconer, Manitoba; W. McPherson, Saskatchewan; F. E. Raymond, Saskatchewan.

## Dom. Board R.M.A. Meets in Montreal

Matters of Importance to Retail Trade Dealt With — Far-reaching Legislation Proposed—Finances of Association Reported in Very Satisfactory Shape.

**T**HE Annual Convention of the Dominion Board of the Retail Merchants' Association was held in the Windsor Hotel, Montreal, during four days of last week.

The morning session on Tuesday was given over receiving the representatives of City of Montreal, the Montreal Chamber of Commerce, Montreal Board of Trade, Canadian Credit Men's Association, Montreal Publicity Association, Montreal Wholesalers' Guild, Hardware Association, Dry Goods Association and Harbor Commissioners, who welcomed the Association's representatives to the city. Brief replies were made by the representatives of the different provinces.

During the course of the business sessions that followed, some very important resolutions were discussed.

### Executive Enlarged

A resolution urging the retail trade to give preference to returned soldiers when giving employment, and providing for the formation of a committee in every branch of the Association to further this work was unanimously carried. The constitution of the Association was amended to provide for eleven executive officers, to consist of treasurer and secretary and one member from each of the nine provinces.

The constitution was also amended to provide for the appointment of the several secretaries instead of their being

elected as formerly. A resolution commending the legislation introduced to have all railway companies pay their employees semi-monthly instead of monthly, had the unanimous approval of the delegates.

A resolution regarding a Bankruptcy Act, acknowledged the necessity for

The Officers for the Dominion Board for the ensuing year are as follows:—

President, Horace Chevrier.  
1st Vice-President, J. A. Gareau, Montreal.  
2nd Vice-President, D. W. Clark, Toronto.  
3rd Vice-President, J. L. S. Hutchinson, Saskatoon.  
Treasurer, J. A. Beaudry, Montreal.  
Secretary, E. M. Trowern, Ottawa.

such an act and authorized the executive to meet with the committee from the Canadian Credit Men's Association with the idea of framing a bill that would not be in any way detrimental to the retail trade was approved.

### Inspection and Sales Act as Proposed by Government Opposed

A resolution providing for a committee to join with the manufacturers and

wholesalers in urging some changes in the proposed Inspection and Sales Act aroused some discussion. It was felt by the delegates present, that the bill as presented in Parliament, was altogether too drastic, as well as being too cumbersome. It was pointed out, too, that the fact that the merchant was given no opportunity to change his business systems in conformity with the stringent regulations outlined in the bill, would work untold harm to the retail trade in general. While favoring the general principles that were behind the bill, it was the feeling of the delegates, that unless the required changes were made in the reading of the bill, that it would have to face the united opposition of the retail wholesale and manufacturing interests.

Resolution No. 7 provided that in view of the fact that a large quantity of paint of inferior quality is being placed on the market, and advertised as containing the best ingredients, that legislation be introduced whereby all paint that is manufactured and put up in tins or other packages shall have the ingredients of the same printed thereon. This resolution was passed unanimously.

A resolution urging the bringing in to national service all the available resources of men, material and wealth of the Dominion, be brought into play for the furtherance of the war, and with

the idea of bringing it to an early and successful conclusion, was heartily endorsed by the convention. A lengthy resolution opposing the increase of freight rates, more especially in the territory west of Port Arthur was approved and will be referred to the Railway Commission.

A resolution emanating from the Manitoba Board, urged upon wholesalers a greater care in granting credit to parties not definitely known to be in the retail business was adopted.

A resolution putting on record the opposition of the Association to the Knowles Bill and commending the executive for their active opposition to this measure was carried unanimously.

#### Making the Act Regarding Fraudulent Advertising More Comprehensive

A further resolution urged some amendments to the Act to amend the Criminal Code that was assented to June 12, 1914.

The act with the suggested amendments would read as follows, the suggested amendments appearing in black face type.

1. The Criminal Code, chapter 146 of the Revised Statutes, 1906, is amended by inserting the following section immediately after section 406 thereof:—

"406A. Every person who either himself or by his agent, servant, employee or anyone on his behalf knowingly publishes or causes to be published any advertisement for either directly or indirectly promoting the sale or disposal of any real or personal movable or immovable property, or any interest therein, containing any false or misleading statements or false representation which is of a character likely to or is intended to enhance the price or value of such property or any interest therein or to promote the sale or disposal thereof or is liable to mislead anyone as to the true value of such property shall be liable upon summary conviction to a fine not exceeding two hundred dollars or to six months' imprisonment or to both fine and imprisonment or in the case of a corporation to a fine not exceeding five hundred dollars."

The production by the informant of any advertisements containing any statement alleged to be false or misleading shall be prima facie evidence that the same was knowingly published by the person whose name shall be mentioned therein as the advertiser or proprietor, owner, agent, manager as the case may be of the business referred to in said advertisement. The word person shall include an individual or partnership company or corporation."

Another resolution instructing the incoming executive to wait on the Premier and members of the government with a view to making it possible to collect accounts from government servants who make it a habit of not paying their accounts.

#### Regarding a Retail Selling Price on Goods

Two interesting resolutions dealing with the placing of a selling price on

articles, were considered by the Association and adopted.

The resolutions were:

"That it is the opinion of this Convention assembled that if the manufacturers who place a retail selling price on any article of merchandise make no proper provision to see that the price so fixed is properly maintained, and that such goods are used by the illegitimate price-cutters as "bait" to attract customers in order to sell them other lines, that the retail trade should insist that the manufacturers leave the retail selling price off the same."

That we believe that it would be in the best interests of legitimate retailing if manufacturers who manufacture trade marked articles with the intention of selling them at a certain retail price, would have said retail price incorporated as part of their trade mark, and that the executive be requested to deal with this matter, and, if necessary, have the Trade Marks Act so amended as to comply with the same.

#### Financial Report Encouraging

The Financial Report that was then

presented showed the Association to be in a very satisfactory state. After meeting the expenses of the activities of the year there was some \$4,000 remaining in the treasury.

On Thursday afternoon the delegates were the guests of the Montreal Harbor Commissioners and were given a trip over the harbor improvements. On Thursday evening they were the guests at a banquet tendered them by the Montreal Branch of the Association. The chair on this occasion was occupied by Mr. Hebert, President of the Montreal Board of Trade. During the course of the evening addresses were delivered by Messrs. Hebert and Stuart of Montreal, Horace Chevrier of Winnipeg, Henry Detchon of the Credit Men's Association. Also brief addresses by Messrs. Watson and Beaudry of Montreal, B. W. Zieman and D. W. Clark of Ontario, J. C. Doyle of Nova Scotia, Messrs. Rannard and Banfield of Manitoba, Messrs. Laniel and McIntyre of New Brunswick, and Messrs. Hugh Blain and H. G. Beckett of the Wholesale Grocers' Guild.

## A Hint of Disagreement

### Suggestions of Western Members for a Change in the Administrative Machinery of the Association Meets With Strong Opposition

**T**HERE was a hint of disagreement during the course of the convention when the western members urged a reconstruction of the machinery of the association. The idea of this move was to do away with the central Dominion Board as the final governing authority, and substitute in its place an Eastern and a Western Board. The former to have jurisdiction over the Provinces of Ontario, Quebec, Nova Scotia and New Brunswick, and the latter over Manitoba, Saskatchewan, Alberta and British Columbia.

It was claimed by the members from Saskatchewan, that the interests of the west were peculiar to themselves and they claimed that Ottawa was too far away to rightly care for the interests of the western field. They believed that by dividing the country into two parts, that each division would be better in touch with the needs of its own section, and that representatives of these two boards could meet once a year to discuss matters of Dominion-wide import.

This proposal came as rather a bomb shell, and caused no little disturbance. Other delegates were strong in opposition. They pointed out that by dividing the organization into two parts, there would be a division of council, and as a natural result the powers of the association would be materially weakened. When they went before Parliament to urge some reform, they would only be speaking with the voice of a section of the country, and not as a united or-

ganization. It was the consensus of opinion that such a change could only work disastrously to the association, so that after a spirited discussion, the matter was dropped, and the old system of government by Dominion Board remains in force.

#### Opposition to Appointment Rather Than Election of Secretaries

Another matter that caused a good deal of heated discussion was the amendment providing for the appointment of secretaries rather than their election. M. Trowern came out solidly in opposition to this measure. He pointed out that this change practically put the decision on this important matter on the shoulders of three men, the president, vice-president and treasurer of the association. These men, he thought might not be best qualified to know the qualifications possessed by the different secretaries for the work in which they were engaged. These three officers were men in business. And it was possible to conceive that at some time some one or more of the officers holding these positions might be swayed by private interests into making some appointment not in the best interests of the association. Mr. Trowern also objected strenuously to the change on the ground that it was placing the officers of the association on the footing of hired men. Being an appointee, rather than an elected representative, Mr. Trowern believed that the larger part of their influence would be gone. They would not



be held to fully represent the association as would be the case if they were duly elected.

Mr. Trowern also came out with a strong opposition to the activities of the Saskatchewan Association, in using the organizers of the association to help market the insurance scheme of that province. No action was taken on this latter matter, but despite Mr. Trowern's spirited opposition the amendment to the constitution providing for the appointment of the secretaries instead of their election, was approved.

As a protest against this action, Mr. Trowern promptly tendered his resignation on the grounds that the interests of the merchants were not best served by the change. It was pointed out, however, that the change was in no way directed against Mr. Trowern, or any of the secretaries, and his resignation was refused, and he was returned to office for the coming year.

#### Conference With Manufacturers and Wholesalers.

The last day of the session was de-

voted to a conference between delegates and representatives of the Manufacturers and Wholesalers. The matter of the Inland Trade Commission came up for discussion, and the proposition was heartily endorsed.

A statement made by Mr. Hardy of Jenkins & Hardy, to the effect that an investigation by the Manufacturers Association of different manufactured lines had revealed duplication of 60 per cent. in some lines and meant an over-production, while other lines were suffering from lack of production.

#### Cartage Charges Will Remain.

This suggestion led to a long discussion of methods of business. The matter of cartage charges was also brought up. The fact that outside merchants have been compelled to pay cartage charges has been a bone of contention for some time past. It is evident, however, that there is no relief to be expected. The business interests represented stated emphatically that it would be impossible to make further concessions in this matter without add-

ing these charges to the cost of the goods.

As a result of this conference, a representative committee was appointed to look into the points raised, and to formulate a statement of a fair trading policy.

With the conclusion of this session, the deliberations of the convention came to a close.

#### List of Delegates

The delegates present at the convention were as follows:

Quebec—Messrs. J. A. Beaudry, J. G. Watson, J. A. Gareau, Phillion.

Ontario—Messrs. D. W. Clark, B. W. Zieman, W. C. Miller.

Nova Scotia—J. C. Doyle.

New Brunswick—Messrs. Laniel, Smith, McIntyre, DeWolfe.

Manitoba—Messrs. J. A. Banfield, Falconer, Rannard, Connall, Curle.

Saskatchewan—Messrs. Evans, Hutchison, McPherson, Raymond.

Ottawa—E. M. Trowern.

# Rangoon Beans Are a Nutritious Food

Not Only Nutritious, but Very Desirable, and Absolutely Safe for Consumption as Human Diet After Having Been Officially Tested—Rangoon Beans Have Not Been Prohibited as Canadian Imports.

IN regard to the situation which has recently arisen affecting Rangoon Beans owing to some misunderstanding of an American Government announcement concerning them, the following facts are of importance to retailers in Canada. As a great many retailers are aware, some suspicion as to the wholesomeness of Rangoon Beans as human food was occasioned by announcements officially made to the effect that these beans contained a poison. Misconceptions of the meaning of the notices issued have led to unjustifiable condemnation of Rangoon Beans here and there throughout the Dominion when under present conditions every item of nourishing food counts in the economy of Canada. That Rangoon Beans are wholesome and constitute a very nutritious and desirable food has been declared definitely by the Canadian Government in an official Department of Customs memorandum, the text of which is as follows:

#### The Government's "O.K."

MEMORANDUM  
DEPARTMENT OF CUSTOMS, CANADA.  
Ottawa, 8th August, 1917.

To Collectors of Customs:

#### ASIATIC BEANS

Collectors of Customs are instructed to carry out the request of the Inland Revenue Department in the above matter, as stated in the memorandum hereinafter set forth.

John McDougald,  
Commissioner of Customs.

#### MEMORANDUM FOR ATTENTION OF CUSTOMS OFFICERS.

The Department of Inland Revenue requests

you to withhold delivery of East India or Oriental beans, or beans of Asiatic or East India origin, pending receipt of a report from the Inland Revenue authorities.

Samples of such beans imported at your port should be forwarded to the nearest collector of Inland Revenue for examination as to the quantity of prussic acid which they contain.

The beans in question are not suitable for planting in this country, being natives of the tropics, but constitute a very nutritious and desirable food when free from dangerous amounts of hydrocyanic (prussic) acid.

J. U. Vincent,  
Deputy Minister.

Department of Inland Revenue,  
Ottawa, 8th August, 1917.

#### Still Further Official Proof

In further substantiation of the strong contentions made that Rangoon Beans are perfectly wholesome to use as human food, the following copy of a letter sent by the Deputy Minister of the Department of Inland Revenue to a Montreal firm interested in the marketing of Rangoon Beans is quoted.

DEPARTMENT OF INLAND REVENUE,  
DEPUTY MINISTER'S OFFICE,

Ottawa, August 10th, 1917.

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

Gentlemen:

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

Question 1: Have the Government prohibited the importation of Rangoon beans into Canada?

Answer: The Government has not prohibited the importation of Rangoon beans into Canada, but all shipments are held until samples are examined by the chief analyst of the department.

Question 2: Are the Government testing all arrivals of Rangoon beans entering Canada?

Answer: Yes, and under the present regulations all shipments which are found to contain less than 20 parts of hydrocyanic acid, out of 100,000 parts, are allowed to pass.

Question 3: May shipments of Rangoon beans have been passed by the Government be considered wholesome and nourishing food when properly cooked?

Answer: The chief analyst is, at present, making a thorough investigation of this whole matter. So far he has ascertained that these beans are a wholesome and nourishing food, provided they contain only very minute traces of hydrocyanic acid. It is also established that proper cooking eliminates this acid entirely, when present in the proportion last stated.

Yours very truly,  
(Signed) J. U. Vincent,  
Deputy Minister.

#### Beans Thoroughly Tested.

To go into the chemical technicalities bearing on these beans would be tedious and unconvincing except where the tests could be actually seen. The facts, however, are very fully and completely established, namely that Rangoon Beans have never been prohibited from entry into Canada as an article of food, and that Rangoon Beans are good, nutritious and wholesome food for human beings. An important point is that even should there be in any Rangoon Bean the minutest proportion of the acid which has caused all the difficulty, the process of cooking completely dissipates this acid and renders the bean absolutely safe and satisfying as food. With the assurance that all Rangoon Beans offered for sale in the Dominion are Government tested and proved safe before they can be offered for sale at all, with the memory that these beans has come into Canada for fifteen years continuously down to date, and that no case of illness has been proved due to



Rangoon Beans in all that time in Canada, with the further knowledge that the British Government has bought the balance of this season's crop of Rangoon Beans for consumption by the people of the British Isles, retailers and the consuming public they serve can rest assured of the wholesomeness of these

much misjudged beans. The originals of all the documents reproduced in type or otherwise in this article have been seen, and can be vouched for as genuine, by a member of CANADIAN GROCER staff, who has investigated the subject for the benefit of readers of this paper.

## Opposes Lowering Standard of Fish Pack

Packer Strongly Opposes Proposal of Government to Permit Lowering of Weight Standard in Fish Packing—Points Out the Dangers of Such a Change, and Urges That the High Standard be Maintained.

THE Government's proposed legislation, which is now before the House, to permit the standard fish can to contain less fish meat than the can would hold, is meeting with some staunch opposition on the part of some of the canners. One of the staunchest opponents of the proposed bill is Arthur P. Tippet, of Arthur P. Tippet & Co., and general manager of the Thistle Canning Company. The bill in question provides for the inspection of canned fish, for the supervision of the canneries, and for the regulation of the contents of the cans.

The point in the draft bill which Mr. Tippet is protesting against as a canner, is a section dealing with the weight of fish meat in the cans, which provides as follows:

The 1-lb. can shall contain not less than 14 ounces of meat.

The  $\frac{3}{4}$ -lb. can shall contain not less than 10½ ounces of meat. The half-pound can shall contain not less than 3½ ounces of meat. Unusual weights shall contain an amount of meat in proportion to the weight contemplated by can used.

On this subject Mr. Tippet feels very strongly, holding that the amount of liquid put into fish meat cans is most important, the water giving the weight in addition to the fish meat packed. Mr. Tippet holds that iniquitous overloading of water in cans has been done by some canners in the past. His firm, he has informed the Department at Ottawa, has sacrificed \$5,000 rather than send out a pack which had been overloaded with water by an employee. They destroyed the whole amount.

As to the proposals to fill the 1-lb. can with a smaller number of ounces of fish meat than the standard pound, Mr. Tippet is emphatic, and wrote last year to the Department on the subject as follows:

"We absolutely disagree with the idea as to proposed statement that a pound can should contain not less than 14 ounces. It should contain not less than 16 ounces; then you say that a  $\frac{3}{4}$ -lb. can should contain not less than 10½ ounces, and a half-pound not less than 3½ ounces (the latter we take to be an error, however). There is no reason that we can see or understand why the full weight should not be packed, excepting for the convenience of the packer. We, of course,

speaking as packers, if the law is passed we shall take advantage of it to some extent, but the only advantage the Thistle Co. would ever take of it would be that instead of weighing every single tin and seeing that it holds 16 ounces, full measure, we would simply fill it. We hope sincerely that this will not become law, because it leaves far too big a loophole for persons never putting in more than 14 ounces, and 14 ounces would mean a difference of 12½ per cent. in the actual quantity of goods.

In our judgment the whole idea is absolutely and totally wrong. You might

### REPRESENTATIVES OF TRADING INTERESTS WAIT ON GOVERNMENT

*As the CANADIAN GROCER goes to press representatives of the Manufacturers, Wholesalers and Retail Merchants of the Dominion are appearing before Sir George Foster and other members of the Government to once again present the case of the necessity of the appointment of an Inland Trade Commission composed of men who are conversant with business methods and business conditions, who shall have jurisdiction over all matters likely to affect the trading interests of the country.*

just as well say that a yard of cloth should not be less than 34 inches long, or just as well say that a 20c piece would be counted as worth 22c, and goodness knows there is enough fraud in trade today without the Government in any way sanctioning it, or in any way allowing it to be done. . . . That is an unjust weight, whatever authority may be put on it, so long as goods are sold as supposed to contain the correct weight. If they are simply sold as a package, it overcomes the difficulty, but it does not do away with the moral obliquity from the writer's point of view. We do look to the Government to uphold righteousness in business and just dealings. . . ."

Hill & Parkinson, grocers, Toronto, Ont., have sold to Peter Cavins.

### LABELS ON LOBSTER CANS

Senators Declare Labelling of Cans Would Injure Trade

In the Canadian Senate the amendment to the Meat and Canned Foods Act providing that the name and location of the packing firm should be marked on cans, was recently discussed. Senator Murphy stated that the lobster-packing industry of Canada, which was worth three and a half million dollars a year, was threatened with serious injury if the bill was passed. He contended that the placing of the packing firm's name on the labels of the cans would stop orders from large European firms in France, England and other countries, who placed orders for bright, unmarked tins, which were labelled in Europe and sold under brands which had been established at considerable expense. He stated that the compulsory labelling in Canada would increase the cost to the consumer by forty cents a case of ninety-six cans.

There was also said to be some difficulty over the weight question. It was established by experience that a pound can of lobsters should not contain a full pound of lobster meat; a small portion of lobster liquor or pickle had to be put in each can to preserve and give fine flavor to the contents. The order would disorganize the whole industry as tin was cut to order. There were said to be a million tins in stock that would be outlawed if the size of the present standard package were changed.

### VEGETABLES AND EGGS SOLD BY WEIGHT

The Medical Health Officer of Toronto in a recent report drew attention to the necessity of a change being made in the method of selling vegetables and eggs. His report claimed that an injustice was being done to purchasers where root vegetables were sold by the measure and eggs by the dozen. This was said to be especially true where these goods were purchased in small quantities, and it was contended that such merchandise should be sold by weight. The weight of first class eggs averages 24 ounces to the dozen while many dozen are being sold on the market which would not run more than 18 to 20 ounces per dozen. Leading merchants of the city were declared to be in favor of legislation to remedy the situation.

### WHY WASTE WORRY?

"Does your husband worry about the grocery bill?" asked a housewife reported in the Boston Transcript.

"No; he says there's no sense in both himself and the grocer worrying over the same bills."

The following sign appears in a restaurant in Kansas City, Mo.: "We pay the waiter a living wage. If you want to buy him an automobile, go to it."



# CANADIAN GROCER

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ESTABLISHED 1886

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### EDITORIAL BRIEFS

THE Beef and Bacon Order-in-Council has been published in the *Canadian Gazette*. That means that it is in active operation, and that any infringement of its terms will render the offender liable to punishment. We have none of us any objection to complying with this law. Our only complaint would be that we are permitted to buy veal and lamb while we are prevented from buying beef.

\* \* \*

MR. LANCTOT has raised the question in Parliament of asking for the voluntary withdrawal of Sir Joseph Flavelle from the chairmanship of the Imperial Munition Board, pending the decision of the commission appointed to investigate the profits of the William Davies Company. It has not been the custom to condemn a man until he has been proven guilty. It has yet to be proved that the William Davies Company is at fault, or why a commission of investigation? Therefore, why penalize the head of the concern?

### A COMPARISON

WE HAVE now an Order-in-Council forbidding the use of Wheat in the making of Alcohol. As the wheat used for this purpose is a practically negligible quantity compared with the enormous quantities of other grains so used, the people may be pardoned for a suspicion that this prohibition was merely a sop to public opinion, the intention being evidently that it should be taken at more than its face value. The red herring across the trail is a poor diplomatic device. If we cannot have effective legislation, let us be spared any legislation whatsoever.

We would not unduly exalt the United States. All their devices are as yet unproven in the actual crucible of war. But side by side with Mr. Hanna's prohibition against the use of wheat for the making of Alcohol let us put Mr. Hoover's prohibition, that on 11 o'clock of the night of September 8, all processes in the production of distilled spirits for beverages must stop. All efforts to construe the law to permit the use of wheat, corn, rye and other materials which have been hoarded after that time will be met with firm action. Even the grains actually owned by distillers may not be used for making spirits after the stipulated date. Mr. Hoover's restriction, restricts against all the grains, Mr. Hanna's against an almost unknown member of the liquor-making group. What is the answer? Are the liquor interests in Canada more powerful than those across the line?

### ANOTHER TRADE AND COMMERCE JOKE

CANADA'S Minister of Trade and Commerce recently introduced a bill calling for the marking of packages "Containing human food or other commodities" with the name and address of the fillers, the weight, measure or quantity of their contents and dates of packing; but not including packages for export, articles weighed or measured at the time of sale in the presence of the customer, or fresh fruit and vegetables; that penalties should be provided for violation of these provisions, and that such provisions should come into force on 1st January, 1918."

The resolution is very indefinite. It would be hard to determine just what is meant by "human food and other commodities." If all packaged commodities are included why the need for specific mention of "human food." Yet the Minister stated that the legislation would apply to all goods. The discussion in the house was amusing in parts. For instance, one member asked what was covered by the words other commodities?

Sir George E. Foster replied in part as follows: "All goods offered for sale. The resolution, I think explains itself. I do not know that any further explanation can add to it." — "In the second place the quantity and weight should be marked upon the package so that the buyer can be certain as to just exactly what it contains."

A member inquired: "The net weight of the contents or the gross weight?"

Sir George Foster: "The gross weight, I think."

The member: "It should be the net weight."

Sir George Foster: "I am not certain as to that. I will have to look at the bill, but that will come out in the discussion of the bill."

Some time later Sir George, the Minister of Trade and Commerce, discovered that net weights are called for.

But then what can you expect from Canada's Department of Trade and Commerce?

# THE CLERKS' DEPARTMENT

## A Specialty Salesman

One Man's Idea of the Road to Success—Using the Means at Hand—The Essentials of a Salesman.

HE was the Representative of the largest establishment of its kind in the world. He was a success and was looked upon as such by the firm he represented. In fact they looked upon him as an ideal salesman. He had gained the confidence and esteem not only of his firm but also of his customers and fellow salesmen. I had heard a great deal of this man's ability and marvelous power as a salesman and was eager to meet him and obtain if possible a few pointers which might help me as I was a young and rising salesman myself and aspired to the distinction of success.

Fortune favored me and I met him one day walking down the street in the same direction as myself. He was a gentlemanly looking man, slightly above medium height with a well knit figure denoting strength and agility and was neatly though unostentatiously dressed in well cut clothes of good quality cloth. He had a clear cut face and keen kindly eyes. The poise of his head and carriage conveyed to you the impression of rectitude personified. His hat was straight on his head and his linen spotless while his hands showed careful manicuring. His appearance convinced you that he was a man above the average. I felt a little diffident in approaching him without the customary introduction. However as this might be my only chance I overtook him and accosted him with "Good Morning, Sir." A little surprised he returned my salutation and by his demeanor I felt satisfied I might ask any reasonable questions and be sure of having them answered.

I told him I had heard of his ability as a salesman and being a young man just starting on the road was desirous of success and willing to learn. If he would give me a few pointers I would never forget his kindness. He scanned my face keenly as if to convince himself that I was in earnest and seeming to be satisfied that such was the case replied.

"I am only too pleased to let anyone who is really in earnest profit by my experience. To become a truly successful salesman a man must possess many sterling qualities.

"The salesman of to-day is not the same as he was some years ago. He represents the highest type of manhood, in him is embodied all that is to be desired in a man. His word is his bond and he is not only a credit to his firm but to the nation. As he flits from town

to city he wields a moulding influence for good on all with whom he comes in contact. By his integrity and straight dealing he creates a confidence which is strengthening and acts like a tonic. His customers trust him and he would die sooner than betray that trust. The firm that he represents can go to sleep and sleep soundly convinced that their representative is doing his duty whether they are asleep or awake."

### Essential of Salesmanship

"I will," he said, "relate to you some of the essentials my firm looks for when they are choosing a man. They are twelve in number. I do not know how many more they are looking for but you will see by these that the man they are looking for is no mean man.—Integrity, Appearance, Address, Tact, Personality, Force, Enthusiasm, Persistence, Affability, Judgment, Endurance. The most important essential," he continued, "In my mind is that he be scrupulously clean. To be clean is highly conducive to good health (by this I mean clean inside and out) and good health is an indispensable essential to the good salesman. The clean man is an elixir to all with whom he comes in contact. There is a magnetism in his presence that is irresistible. Just as the plant or flower is attracted to and gets its life from the sun people are attracted by the atmosphere that surrounds the clean man. His conversation is pure, sweet and wholesome, his information facts on which nations may build. He is no scavenger gathering up filth. Time is too precious for that.

### Knowing the Goods.

"He makes himself thoroughly conversant with everything in connection with the goods he sells and by being thoroughly posted becomes the master mind. To be successful he must be convinced that he is right in what he says. Right not in what he hears sees or imagines but in what he knows. This is the rock which stands when all else around it will crumble, and fall in the dust. It is very important that he be convinced before he starts out to convince others. If he has made himself master of his subject and conscientiously feels that what he says is true, he will invariably carry conviction to his hearers. He will be so full of his subject that there will be no room for anything else. He will love his work and be fired with enthusiasm for it. How we are all swayed by the power of enthusiasm.

A wise salesman will concentrate his mind on his own business and not allow it to be distracted. He will strictly avoid leading the mind of his customer along channels that lead away from the point at issue. If he does not he will be horrified some day to hear it said that he knows more about horse racing, baseball and card playing than he does about his own business. It is well for a salesman to so live and act that as soon as his customer sees him he asks himself, "I wonder what I need in his line?"

### Aiding a Broader Outlook

"A true salesman has a mission to perform. It is to make a bigger and broader man of his customer and in this way he is making bigger and broader the people and the nation. He is a potter—a sculptor. It is well to be careful not to arouse a spirit of antagonism in his customer by casting a reflection on his judgment in buying other people's goods. By doing so he might create a dislike that would be the cause of his losing an order he might otherwise get. All salesmen have obstacles to overcome and difficulties to meet, but, if they look at them in a proper light they will see that they are only developing agents moulding and fashioning them more and more after the perfect man. Each obstacle overcome, fits and strengthens them to overcome the next. In this way they become strong and a sheltering rock for others for he can shelter them by his advice. A good salesman will respect himself and by doing so command the respect of others. He will cultivate all that is bright in himself so it will be easier for him to brighten the lives of others. A bright face and a happy smile is invariably a welcome guest. It wins its way and smooths many a rugged and seemingly hopeless path. The earnest smiling face and glad hand is ever a very valuable asset.

### What To Avoid

"He will shun all frivolity, profanity and loose talk. He will be earnest, upright and straightforward. By being so he will receive a confidence that will surprise him. All business worth having is business built on confidence, and the crown of a salesman's life is to have his customer's confidence. The battle does not end when he has attained this honor it has but begun. The hardest battle of all is a life battle to retain it. He will not be above speaking to the most menial servant in the store they all have their influence. Courtesy to all enables you to win your way. Kindness is the key to the human heart.

"He will avoid speaking disparagingly of another firm's goods, and will wisely let the goods and their representatives speak for themselves. If he enters a



store and sees the shelves filled with his firm's goods he will be slow to arrive at the conclusion that the merchant has no order for him. There is a possibility that he may need some goods. He may even have an order in spite of all that is on the shelves.

"He will avoid calling on a customer when in a hurry to catch a train. We are all more or less easily influenced, and he may see you are in a hurry and let you go—without an order.

"He will be careful not to expectorate on the merchant's floor but will go outside to do so.

"He will not sample goods in the store unless he pays for them as the merchant has paid for them in the first place and they belong to him. He will not let the idea enter his head that he is the whole thing. It is foolishness that breeds contempt and many may dispute his right to retain such an erroneous idea. He will not make a confidant of other travelers nor will he betray confidence by carrying what one customer tells him to another. By betrayal of confidence in this way he may kindle a fire that may consume and destroy him. He will not enter a store as if he were there to kill time; but will by his actions impress on the merchant that his time is valuable and by so doing will train him to appreciate the value of time. He will be careful not to overload his customer with goods and will prove his friendship by the interest he takes in the care of goods sold.

"When he finds the goods he has sold stored out of sight, where they have no chance to speak for themselves, he will by suggestion try to get the merchant to bring them out of their hiding places and put them where they can be seen. He will not be too big to do this himself, if they will let him. When perishable goods have spoiled from lack of care, no matter how nasty or dirty the job may be, or how much he may feel the merchant is to blame, he will cheerfully take off his coat roll up his sleeves and clean the matter up, showing them how it should be done. In this way he will teach them a lesson at which they cannot very well be offended, however much ashamed they may feel.

#### The Traveller and the Clerk

"Sometimes it will fall to the lot of the traveller to teach the clerks wholesome lessons without saying a word for which the employer should not feel grateful and no doubt he does although he may not say so at the time. Every salesman should be an educator, in advance of his customer, and every customer's interest should be his interest for in looking after the interest of his customer he is looking after his firm's best interest and is consequently advancing his own. It is pleasant to hear my customers say, 'What do you think about it? Do you consider that I can sell it, if so send it along!' Would a man be wise who would betray such a confidence?

"It may appear sometimes that you have lost a customer by adhering to the truth, but never fear, the truth will ac-

complish the mission on which it was sent and your business increase to proportions far beyond your expectations. There will come a day when the man who denied you an order because you told him the truth and refused to tell a lie will come to you and deal with you sooner than anyone else. He has been deceived by others, he will deal with you because he can rely on you. You will not only get his trade but that of his friends. The safety of the business world to-day hangs on the man whom it can trust, who will never give up a principle for monetary consideration and never let his eagerness for an order lead him into a lie. The salesman has a lot to do with the molding of his customers' ideas and business habits. There is a peace of mind in dealing with the man you can trust that is unknown when you deal with one who is untrustworthy. Honorable success, being the desired goal, he will study the athlete in conserving and developing his forces. He will retire at a reasonable hour so that his physical system may have time for rest and recuperation. This cannot be done by setting in a beclouded room playing cards and inhaling vitiated air, until all hours in the morning after a hard workday. He will also avoid sitting in smoking cars all the way between stations and will not spend his time talking all the way between towns but will reserve his forces and concentrate his thought on the customers he is about to meet. He will not inflame his mind with sensational novels but will store it with literature that is soothing, healing, invigorating and full of good sound common sense, for he must remember that if he would be great he must feed on the great. A successful salesman is one who forgets himself in his interests to advance the interests of his house and customers. In this way he can become truly happy.

"When a salesman thinks only of himself he is too small for the road. In thinking of others he becomes a broad-minded and useful man. The successful salesman is essentially a man of character. It is the crown and glory of his life, the noblest possession of a man and is the result of proved honor, rectitude and consistency. It is bound to produce befitting results. If he carries the class of goods I do," said he, "which are a line of the highest class table delicacies, he must be extremely particular as to the cleanliness of his sample case. It should be filled with samples of the kinds of goods he has for sale, and besides these he should carry at least three spotlessly white table napkins and three or more celluloid spoons, as well as a box of silver spoons, a silver fork, knife, and a few white paper napkins, also a pad of white paper cut into small squares.

"After he has entered the store, arranged his samples to the best advantage on the grocer's counter and discoursed on their merits he will let the merchant, clerks and any customers who happen to be in at the time taste them. Then when he has taken his order he will first of all, wipe his spoons, etc., with

a piece of the white paper and finish with napkin. In this way people are impressed with his cleanliness and need not hesitate to taste his goods for fear of contracting disease. He will also be careful to keep the necks of his bottles clean and polished and will not carry the samples too long. There is an attraction in fresh looking goods. If he happens to run up against a customer, as I have sometimes, who has to take the plug of tobacco out of his mouth to taste the goods, he will not permit him to put the fork or spoon back into the bottle until it is cleaned. I have known salesmen, who considered themselves up-to-date, to lose valuable sales through using the weed, through it they have spoiled the flavor of their own samples as well as those of others. He should eschew all narcotics if he wishes to be an expert salesman. As an illustration I will relate to you an instance which came under my own notice a short time ago. It was what they call sampling day. There were quite an array of tea samples on the counter and the proprietor, with a number of travelers was testing them. One of the travelers before entering the store had been smoking. He was invited to try the samples and give his opinion. After he had tasted the tea an expert entered whose opinion was to be final. He lifted a cup and smelling it as he invariably did to get the aroma, put it down, saying, 'The sample is spoiled.' 'How is that?' enquired the others. 'Well,' he said, 'some of you fellows have been smoking and some of the tobacco has dropped into the cup. I must have fresh samples before I can give an opinion.'

"So you see that the tongue must be clean if you wish to distinguish the finer flavors and qualities and detect deficiencies.

"In the matter of judging credit many little things influence the experienced traveler in arriving at a decision which are overlooked by the inexperienced, how the stock looks, how the door-step is worn the part of the counter where the scales are, the appearance of the merchant, his disposition, his mode of recreation, the esprit de corps of his clerks, their address, conversation and attention to customers, and the general atmosphere which pervades and permeates the establishment. All these little things are noted and weighed by the expert salesman."

By this time we had reached his place of business, so we shook hands and parted.

After he had left I pondered on the personality of the man who reminded me of nature's nobleman.

No airs, no rudeness, no pretense,

No lack of plain good common sense.

No boorish manners that annoy;

No vicious habits that destroy;

True manliness and grace he wore upon his face.

A gentle honest air no pretense was there.

I remembered his parting words, "The truly successful salesman is the man of whom God has full possession, without His help the best of us are failures."



# CURRENT NEWS OF THE WEEK

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

## Quebec

J. A. Mallette, grocer, Montreal, is selling out.

J. Legault, grocer, Montreal, Que., has sold out.

J. Laberge & Company, grocers, Quebec, Que., have dissolved.

Howe, McIntyre & Co., grocers, Montreal, loss by fire, insured.

A. Plouffe, general store, Cousineau, Que., has been succeeded by X. Brazeau.

## Ontario

Sanderson Bros., grocers, Hamilton, Ont., are selling out.

Davison & Birney, cheese factory, Soperton, Ont., has been burnt out.

R. O. Miller, general store, Braemar, Ont., has sold out to Dickinson & Dennis.

Paterson Biscuit Company, of Brantford, Ont., recently closed its doors for a week in order that the employees might assist on the farms.

Charles Gauthier who for many years conducted one of the largest fishery businesses in America, died recently in Windsor at the age of 73 years.

Tilley Cheese and Butter Company, Ltd., has been incorporated with a capital of \$4,000 to manufacture and deal in cheese, butter and milk products with headquarters at Mallorytown, Ont.

John Sloan & Company, Ltd., has been incorporated at Toronto with a capital of \$500,000 to carry on business of wholesale grocers, provision and tea merchants.

## Western Provinces.

S. C. King, grocer, Olds, Alta., sold out.

D. Laverock, a former grocer of Vancouver, B.C., died recently.

O. C. Pohle, grocer, Overland, Sask., has sold out.

I. Waterman, grocer, Calgary, Alta., has sold out.

Wm. Leisen, creamery, Bruno, Sask., has sold out.

J. J. Taylor, general store, Aberdeen, Sask., is dead.

Burroughs Bros., general store, Chaplin, Sask., fire loss.

R. S. Hadley has opened a general store at Imrie, Alta.

E. W. Jackson, grocer, Moose Jaw, Sask., has sold out.

John Bone, general store, Greenan, Sask., has sold out.

B. Taylor, grocer, Vonda, Sask., has discontinued business.

Keop Bros., general store, Englefelt, Sask., has sold out.

F. D. Lee, grocer, Assiniboia, Sask., sold to McBride's Ltd.

E. Winfield, grocer, Winnipeg, Man. succeeded by G. Lemay.

Broad Valley Trading Co., Broad Valley, Man., has sold out.

Farmers' Store, general store, Main Centre, Sask., dissolved.

Mary O'Beirne, grocer, St. Charles, Man., has been burnt out.

J. Kronson, general merchant, Arnes, Man., has been burnt out.

M. L. Bowan, general store, Maleb, Alta., sold to J. V. Gibbons.

A. W. Dell, grocer, Calgary, Alta., has commenced business.

A. King is commencing in the grocery business at Victoria, B.C.

H. E. Newell, grocer, Vancouver, B.C., has discontinued business.

Chas. Bond has commenced the grocery business at Teulon, Man.

T. H. Allison has commenced the grocery business at Denhart, Alta.

F. Tinney, general store, Wartime, Sask., succeeded by A. Woolley.

R. C. Brumpton, of Brumpton & Gaetz, Ltd., Red Deer, Alta., is dead.

H. E. Foster, grocer, Calgary, Alta., has sold his business to J. L. Speer.

Webster, Walker & Shearer Co., Chaplin, Sask., general store, fire loss.

Mah Joe & Nam, grocers, Tabe, Alta., have succeeded Nah Chan & Nam.

C. G. Smith, grocer, Lemsford, Sask., has been succeeded by F. B. Worth.

J. A. McKerchar, grocer, Winnipeg, Man., loss through smoke and water.

S. Tuberman, general merchant, St. Martin, Man., is commencing business.

R. H. Guest, grocer, Weyburn, Sask., has been succeeded by McBride's, Ltd.

Burton & Salter, general store, The Pas, Man., have registered partnership.

Mildred Asten, grocer, Grand Vital, Man., has been succeeded by T. Millard.

R. A. Webster has recommenced the general store business at Cochrane, Alta.

W. H. Halling, grocer and confectioner, Canora, Sask., is discontinuing business.

Joseph Helie, grocer, St. Boniface, Man., has been succeeded by People's Market.

Bourassa & Co., Ltd., general merchants, La Fleche, Sask., are discontinuing business.

Pioneer Fruit Co., Ltd., Brandon, Man., has made application to increase capital stock to \$60,000.

N. Bawlf Grain Co., Ltd., Winnipeg, Man., has increased capital from \$500,000 to \$1,000,000.

Macdonald Cooper Ltd., Edmonton, Alta., wholesale grocers, are opening a branch at Calgary.

Sigmar Bros & Company, general store, Glenboro, Man., have opened a branch at Wynward, Sask.

A. Bachmeier Company, general store, Prelate, Sask., has been succeeded by Bachmeier & Schneibel Co.

J. D. Brack & Co., manufacturers' agents, are moving from 137 Bannatyne Avenue, to 149 Notre Dame East, Winnipeg.

Fire did \$200,000 damage to building and stock of Macdonald-Chapman, Ltd., wholesale grocers, 317 Pacific Avenue, Winnipeg, Man., on August 6. The loss was totally covered by insurance.

Caverly-Plumer Company, Lynn, Mass., manufacturers of "Circle R Brand" compound cream of tartar have appointed Watson & Truesdale, wholesale grocery brokers and commission merchants, Winnipeg, Western Canadian representatives.

## PUTTING FISH ON THE MENU

(Continued from page 26.)

without affecting prices. Such fish as Halibut, Salmon and white fish are only obtainable in limited quantities, and consequently there will be a demand sufficient to keep the price steady. It would not be possible to make a low figure on these varieties, because the goods could not be provided to meet the demand that would be experienced. Indeed the supply is hardly equal to the demands made upon it by the increased interest being taken in fish as a food.

### Widening the Scope of the Scheme

It is planned now to broaden the scope of the cheap fish to the whole of Ontario. Large handlers will be able to receive fish direct, while smaller dealers can order through Toronto dealers at the price set by Mr. Hanna. The only difficulty in the scheme is that the selling price for the retailer still stands at 10 cents. This is hardly a sufficient margin, as he has freight charges to add to his costs. It would seem therefore that in justice to the outside merchant, to put him on a par with the Toronto merchants he should be permitted to sell at a trifling higher price. Say 11 cents instead of ten.

No one seems willing to prophecy whether this move will be wide spread and lasting or not. But despite the ribald laughter of the daily press, the men who know state the scheme to the present has been a success, has provided cheaper food, and must in the nature of things, have materially lessened the consumption of meat. All these things Mr. Hanna had in mind when he conceived the idea.



**A LETTER FROM THE TRENCHES**  
**A Well-Known Grocery Traveller**  
**Speaks in Most Interesting Fashion**  
**of his Experiences and Impres-**  
**sions.**

In the accompanying letter T. D. Cowan, formerly a salesman with the W. G. Patrick Co., calling on the trade as a special man for H. P. Sauce, and now with the Artillery in France writes of some of his experiences. We reprint a part of his letter herewith, not only because of his association with the grocery trade, but because of the interest of the letter itself.—Editor's note.

"We are now living in a small French town, and billeted in the houses with the people. It is quite a change for us, as so far we have had to make out the best we could in a field, and at first the mud was to the knees to add to the the discomfort. We hadn't been troubled much with mud for some time, but for three months we were where you never saw a soul except in uniform, and your view was old trenches, old gun pits, and shell holes. It wasn't pleasing to the eye or very encouraging to the spirit. Here although we are quite as close to the firing line we live in a real town, that for some reason Fritz has hardly touched by shell fire, and although we hear his "hate" going over in their work of mad destruction behind us, seldom does he drop one near. On our way here we were fortunate in coming through a part of rural France the Hun has not touched. Often have I heard the French were great farmers, but as we came over the hills and looked down into the valleys, never have I seen farms look more prosperous and certainly none so beautiful. They have no fences and the different crops of grain and roots all growing together make a picture that can better be imagined than described. It is also very interesting to note the way the people of the towns utilize their gardens. In Canada they talk of planting the patch of ground at the back, but here they grow something on every foot, and what they grow has the appearance of being looked after by somebody that knew what they were doing. I quite understand now how they are able to grow peas and such like, and export them to Canada.

I suppose enough time has elapsed since the big show at Vimy to allow us to talk about it. We arrived in front of it about two weeks before the scrap at three in the morning after being in the train two days. That night our guns went into action and the next night, and nearly every night for the two weeks I was up within a few hundred yards of the German trenches taking up ammunition. Never will I forget the first night. Our guns had a habit of laying almost absolutely quiet for awhile, then at some given time open out everything. I had just got past the heaviest in the middle of the small guns, when bang, and inside a minute I was sure the end of the world had come, and the bottom had dropped out of all things. I was alone on the wagon

and to make matters worse, with my lack of knowledge, and our guns being hid, I did not know whether it was our guns, or breaking shells, but they sure initiated me in great style. It is impossible to describe how it sounded, but between ducking when a gun would seem to fire at my ear, and figuring what I would look like when a shell dropped at my feet, as I was sure one would I had anything but a pleasant time, or as the fellow said "I wasn't

enjoying myself none," but after that one night I rather enjoyed myself watching the guns fire, and outside the rain, snow and mud it wasn't so bad. I saw the bombardment start on the day of the scrap and watched what was a glorious sight for almost an hour, and was thankful that I was on this side.

With kindest regards, best wishes and many thanks to you and all, I am

Sincerely yours,

T. D. Cowan.

## A "Buy-at-Home" Pledge

An Effort to Bring the Dangers of Out-of-town Buying Home to the Consumer—One Way of Cultivating Loyalty to the Home Town

**T**HE cultivation of a spirit of loyalty to the home town is probably the best way of meeting the serious conditions arising out of Mail Order House Competition. Most people buy abroad, because they do not see how such action will tell against the town in which they live. They are not lacking in a feeling of interest to their town. But that side of the case has not been presented to them and they do not realize the situation. The G. McLean Company, wholesale grocers of Winnipeg have started a campaign to bring this matter to the attention of all their customers, and to inaugurate a pledging of all the people whom these dealers can influence, to be loyal to their own home town.

Their letter relating to the matter is as follows:

Dear Sir,—

The development of this country has

reached a stage where the method of distributing goods comes in for a good deal of criticism.

"Cut out the middleman" is a popular cry amongst those ignorant of business methods. Under such conditions it becomes imperative for the retailer and wholesaler to co-operate in an endeavor to show the consumer that his interests can best be served by him or by her buying at home.

The enclosed circular distributed amongst your customers would undoubtedly have some educative effect.

Let us know how many you would like and we will send you them by an early mail.

Hoping you will find this method of advertising beneficial and awaiting a further share of your orders.

Yours truly,

The G. McLean Company.

## The Buy-at-Home Pledge

I believe in my Town, I believe in the goods sold in my Town, and I buy them:—

Because I can get more and better values—

Because I want to see the goods—

Because I want to get what I buy, when I buy it—

Because if I sell my goods here I ought to buy here—

Because the man I buy from pays his share of town and county and provincial taxes—

Because the man I buy from stands back of his goods, and is here in my Town—

Because every dollar I spend at home, gives me another chance at that dollar—

Because my home dealer carries me when I run short and out of town dealers will not—

Because the town which is good enough for me to live in is good enough for me to buy in—

Because the man I buy from in my Town helps support my school, my church, my lodge, and my home—

Because every dollar I spend at home, stays at home and makes more money in my community—

Because when ill-luck comes, or, misfortune, or bereavement overtakes me, the man I buy from in my Town, is here, with his kindly greetings, his words of cheer and sympathy and his pocket book if necessary.

Here is my pledge; Here I live and here I buy. I believe in my Town, I buy at home—

Issued by:

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**A**N order issued by the Inland Revenue Department at Ottawa recently requires that samples of all shipments of Rangoon beans brought into Canada shall be sent to Ottawa for the purpose of analysis as to the quantity of prussic acid contained therein. All shipments are to be allowed in that do not contain twenty parts of prussic acid to 100,000 parts. There has been a lot of speculation as to what the significance of the recent order was, but the Department asserts that up to August 9 no shipments had been rejected.

Sugar was again in an advancing market, although easier conditions were manifested in the primary market for raw sugar during the week. Now that the preserving season is on, the demand for sugar has been heavy. Advances have been recorded in macaroni, canned meats, mustard, cigars, canned lobsters. There was a generally higher tendency in provisions of all kinds. Meats advanced from 1/2c to 2c per pound in certain cases. Eggs were higher and butter was also in firm market. There is a strong situation on rices owing to higher prices in the Southern markets for new crop and on Eastern rices because of a further advance in freight rates.

Ontario flour was lower in price, due to the arrival of new crop wheat. An embargo has been placed on the shipment of flour from Canada into the United States and applies to flour milled from old-crop grain. There is an uncertainty in the minds of millers over the prospect for the immediate future as to what the Food Controller is likely to do. They are in consequence not booking orders ahead for a period longer than thirty days. Business in grocery lines showed considerable improvement during the week.

## QUEBEC MARKETS

**M**ONTREAL, August 21. — The strongest feature of the markets at present is sugar, with canned goods running an interesting second place, and bidding fair to take first place before long. In most other respects the markets are quite still as if the holiday season were still lingering a little. Interest still centres about Rangoon beans which have been declared wholesome food by a government memorandum. Nuts are firm, and the provision market is showing new strength, especially for the pork products. Butter is also in a very firm market, and eggs are scarce and high-priced. Corn is a shade easier, but wholesale prices have not yet reflected this tendency in the corn products. Two specialty lines have advanced — Fellowes Syrup, now \$13.50 a dozen, and Castoria now \$3 and \$3.25 (less 5 per cent.).

### Sugar Is In Very Firm Market Now

**Montreal.**  
**SUGAR.** — The predicted nine dollar sugar has been reached, and now the talk

is of ten dollar sugar. Yet the refiners note tendencies in the market which might point to top notch now, and find that although a tremendous market strength has developed, there may be a halt to advances. This is not the view of wholesalers entirely, and the trend of opinion in the main is that sugar is in for strength. There is, however, a period of doubt in the minds of the refiners as to possible action by the U.S. Government. Several refineries while listing their prices are not in the market for immediate delivery, and some are only filling back orders which have thronged heavily upon them. St. Lawrence and Acadia are not actually in the market at time of writing, though quoting.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars	9 25
Acadia Sugar Refinery, extra granulated.	9 25
St. Lawrence and Canada Sugar Refinery, extra granulated	9 00
Dominion Sugar Co., Ltd., crystal granulated	9 05
Special icing, barrels	9 20
Diamond icing	9 20
Yellow, No. 1	8 60
Yellow, No. 2 (or Golden)	8 50
Yellow, No. 3	8 40
Powdered, barrels	10 10

Paris lumps, barrels	9 60
Paris lumps (boxes), 100 lbs.	9 70
Crystal diamonds, barrels	9 60
Crystal diamonds (boxes 100 lbs.)	9 70
Assorted tea cubes, boxes	9 60
Cut loaf (50-lb. boxes)	9 90
Cut loaf (25-lb. boxes)	10 10

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

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

## Canned Goods Show Rapid Advances

Montreal.

**CANNED GOODS.** — Last week's reports showed the announcement of opening prices for canned peas. This week the opening prices are already advanced upon. Standards are quoted at \$1.75 doz. Early June, \$1.80 per doz. Sweet Wrinkles, \$2.05 doz., and Extra Sifted (highest grade), \$2.40 per dozen. Hygienic Peas (Niagara), 20-oz., are quoted at \$1.75 doz. for "Moyen" grade, and for "Tres Fin," \$2.25 doz. Forty per cent. of the Moyen and 20 per cent. of the fine are the pack. Two pound yellow peaches have advanced to \$2 doz. in one quarter. Chum salmon are up to \$1.60, and pinks to \$1.90 per doz. There is no news yet as to the B.C. Packers' opening prices, but the sockeye run and pack are reported extremely small as compared to the last big year. A short pack is expected on corn, small fruits, but it is hoped that the tomato pack may be in fair proportions if the crop can be saved by good weather now. Shrimps will be ten to twenty cents a dozen higher this year, and okra and tomatoes 25 cents, according to one expert.

<b>Salmon Sockeye—</b>		
"Clover Leaf," 1/2-lb. flats	2 45	
1 lb. talls, cases 4 doz., per doz.	3 00	
1/2 flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	1 60	
Pinks, 1-lb. talls	1 90	
Cohoos, 1-lb. talls	2 65	
Red Springs, 1-lb. talls	2 70	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Canadian sardines (case)	6 75	7 00
<b>Canned Vegetables—</b>		
Tomatoes, 3s	2 35	2 40
Tomatoes, U.S. pack	2 25	2 25
Tomatoes, 2 1/2s	2 20	2 30
Peas, standards	1 75	
Peas, Early June	1 80	
Beans, golden wax	1 60	
Beans, Refugees	1 50	1 60
Corn, 2s, doz.	2 10	2 25
Spinach (U.S.), 3s	2 80	
Do., (U.S.), gallons	10 00	
Corn (on cob, gal. cans, doz.)	8 50	
Red raspberries, 2s	2 25	2 45
Simcoes	2 75	2 75
Red cherries, 2s	2 35	
Strawberries, 2s (old pack)	2 75	3 00
Blueberries, 2s, doz.	1 35	
Pumpkins, 2 1/2s	1 60	1 70
Pumpkins, 3s	1 75	



Pumpkins (gallon), doz.....	6 00
Apples (gallon).....	3 75
Peaches, 2s (heavy syrup).....	2 00
Pears, 3s (heavy syrup).....	2 45
Pineapples, 1½s.....	2 25
Strawberries (new crop), heavy syrup, 2s.....	2 90
Strawberries (new crop), group "B".....	2 87½

**Evaporated Apples  
Advanced Half Cent**

Montreal.

**DRIED FRUITS.**—An advance in evaporated apples of half a cent was registered by some wholesalers this week. Evaporated apples are scarce and steadily firm. Demand for the principal lines of dried fruits is not outstandingly active. Expectations for new crop prunes are good. There has been an advance in dates as noted by importers, a considerable advance as much as six cents per pound, but this is not as yet reaching the retailer in his purchasing. Dates which were formerly 9 cents a pound to the importer are now 15 cents. The week does not bring any special news regarding dried fruits from Europe or California, the market being quiet at present, but there are prospects of an 11,000 to 12,000 ton crop of Valencia raisins in Spain, though eight to ten days late in harvesting, and much dependent on present weather.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. bxs.	0 13½	0 14
Apples, choice winter, 50-lb. bxs.	0 13	0 13½
<b>Apricots—</b>		
Choice, 25's, faced, new crop.....	0 28	
Nectarines, choice.....	0 11½	
Peaches, choice.....	0 13	
Pears, choice.....	0 15	

DRIED FRUITS.		
<b>Candied Peels (to arrive)—</b>		
Citron.....	0 33	0 34
Lemon.....	0 25	0 26
Orange.....	0 28	0 29

Currants—		
Filiatras, fine, loose, new.....	0 21	0 22
Filiatras, packages, new, lb.....	0 21	0 22
(In the present condition of market prices are considered merely nominal.)		

Dates—		
Dromedary, pkg. stock, old, 1-lb. pkg.....	0 12½	
Fards, choicest.....	0 12½	
Hallowee (loose).....	0 13	
Excelsior.....	0 12	
Anchor.....	0 09	

Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.....	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.....	0 12	
6 crown, 12-lb. boxes, fancy, layer, lb.....	0 11½	
1 lb. glove boxes, each.....	0 12	
Cal. bricks, 8 oz., doz.....	0 95	
Cal. bricks, 10 oz., doz.....	1 20	
Cal. bricks, 16 oz., doz.....	1 40	
Cal. layers, 10 lb., 5 rows, box.....	1 60	
Cal. fancy, table, 10 lbs.....	1 60	

Figs—		
Spanish (new), mats, per mat.....	2 40	
Comadore (Portugal), per mat 33 lbs.....	2 40	

Prunes, California—		
30 to 40, in 25-lb. boxes, faced.....	0 13½	0 15
40 to 50, in 25-lb. boxes, faced.....	0 13	0 14
50 to 60, in 25-lb. boxes, faced.....	0 12½	0 13½
70 to 80, in 25-lb. boxes, faced.....	0 12	0 13½
90 to 100, in 25-lb. boxes, faced.....	0 11	

Prunes (Oregon)—		
30s.....	0 13	
40-50s.....	0 12½	

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.00; 4-crown cluster, \$3.50; 6-crown.....	3 75	
Muscateles, loose, 2 crown.....	0 10½	
Muscateles, loose, 3-crown, lb.....	0 10½	0 11
Muscateles, 4-crown, lb.....	0 11½	
Cal. seedless, 16 oz.....	0 12½	0 14

Fancy seeded, 16 oz. pkgs.....	0 12½
Choice seeded, 16 oz. pkgs.....	0 12
Valencias, selected.....	0 11
Valencias, 4-crown layers.....	0 11½

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

**Nut Markets Are  
Slowly Firming**

Montreal.

**NUTS.**—Filberts and Tarragona almonds have come into still firmer market from the point of view of the importer, and there is little doubt but that many lines of nuts will be in firmer market to the retailer also before the Fall is very far advanced. A better demand for nuts is reported in some quarters. This refers to the shelled nuts chiefly, and shelled nuts are sure to come into higher market. It seems that former chances of getting cheap nuts at primary markets are removed by the greater prosperity of Spanish farmers who can afford now to hold their crops until they choose to sell. Rains in Spain and France have harmed the crops, it is reported. Peanuts are firm and a shade higher to the importer. No changes have as yet been made by wholesalers.

Almonds (Tara), per lb.....	0 18	0 20
Almonds (shelled).....	0 40	0 42
Almonds (Jordan).....	0 70	
Brasil nuts (1916 crop), lb.....	0 20	0 21
Brasil nuts (new).....	0 16½	0 18
Filberts (Stiefly), per lb.....	0 18	0 20
Hickory nuts (large and small), lb.....	0 10	0 15
Peanuts, Bon Ton.....	0 15½	0 16½
Peanuts, "Diamond G".....	0 13½	0 14½
Peanuts (coon), per lb.....	0 12½	0 13½
Peanuts (Jumbo), per lb.....	0 16½	0 17
Pecans (new Jumbo), per lb.....	0 21	0 21
Pecans, New Orleans, No. 2.....	0 21	0 21
Pecans, "paper shell," extra large Jumbo.....	0 40	
Pecans (shelled).....	0 80	
Walnuts (Grenoble).....	0 18½	
Walnuts (shelled).....	0 52	0 54
Walnuts (Marbots), in bags.....	0 13	0 16
Walnuts (California), No. 1.....	0 24	
Cocoanuts, 100 size, per sack.....	7 50	

**Molasses And The  
Syrups Are Firm**

Montreal.

**MOLASSES AND SYRUPS.**—The market for molasses is unchanged as regards price, but a serious likelihood exists that the winter will find this food stuff higher priced. Efforts will be made to maintain the price at a steady level below the level of the luxuries according to wholesalers, but the shortage of supply can hardly fail to force prices up unless demand falls low, which is unlikely. Corn has had a drop in market, and as a consequence corn syrups may remain steady at present quotations for a time. Prices for these can hardly drop until product made from high-priced corn is disposed of. Cane syrups remain as previously quoted, but in firm market.

Barbadoes Molasses—		Prices for
Puncheons.....	0 81	Fancy, Choice, Island of Montreal
Barrels.....	0 84	
Half barrels.....	0 86	
For outside territories prices range about 3c lower.		
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		

<b>Cane Syrup (Crystal Diamond)—</b>	
2 lb. tins, 2 doz. in case, per case.....	5 50
Barrels, per 100 lbs.....	6 50
Half barrels, per 100 lbs.....	7 00

**Rangoon Beans  
Pronounced Good**

Montreal.

**BEANS.**—Interest is turned a little towards the prospects of the Canadian bean crop at present, but no definite word as to the prices likely to rule for the domestic product has yet been heard. There are views that beans should not be as expensive this year as last year's experience found them. There was a large planting of them in Quebec this year. Importers of Rangoon beans are glad to find that the Canadian Government is disposed to remove the effects of the erroneous impression lately causer regarding them. An official memorandum has been issued, stating that these beans form a very nutritious and desirable food when they have passed the Government tests and entered the country. This should clear the minds of retailers on the subject of any Rangoon beans in stock.

Beans—		
Canadian, hand-picked.....	10 50	12 00
Canadian 3-lb. pickers, per bu.....	9 50	10 50
Canadian 5-lb. pickers.....	7 90	8 50
Michigan, 3-lb. pickers.....	11 00	
Michigan, hand-picked.....	11 50	
Yellow Eyes, per lb.....	0 15	0 15½
Rangoon beans, per bush.....	8 00	
Lima, per lb.....	0 21	
Chilean beans, per lb.....	0 14½	0 15
Manchurian white beans, lb.....	0 15½	0 16
South American.....	5 70	
Peas, white soup, per bush.....	5 00	
Peas, split, new crop, bag 98 lbs.....	11 00	11 25
Barley (pot), per bag 98 lbs.....	6 25	7 25
Barley, pearl, per bag 98 lbs.....	7 50	8 00

**Tapioca And Rice  
Show Firmness**

Montreal.

**RICE.**—While the rice market is steady and with good demand developing, there is no actual change in prices to record this week. It is, however, anticipated by some wholesalers that rice is going towards an advance again. The market is firm without doubt. Tapioca is also in very firm market, and may be found higher in price as the year advances. The prepared tapioca products are firmer. Demand for this commodity is reported normal.

"Texas" Carolina, per 100 lbs.....	9 50	9 90
Patna (fancy).....	10 15	10 15
Real Carolina, per 100 lbs.....	10 50	11 50
Patna (good).....	9 40	
Siam, No. 2.....	7 25	9 15
Siam (fancy).....	8 40	
Rangoon "B".....	7 45	
Tapioca, per lb.....	0 14½	0 15
Tapioca (Pearl).....	0 13½	0 15

**Coffee Market Is  
Still Steady**

Montreal.

**COFFEE.**—The market for coffee is still undisturbed by any factor of note in the local market, and from the primary markets the indications are for a maintenance of the conditions which have prevailed for a considerable time now. Coffee, as one wholesaler in Montreal remarked the other day, is still one of the really cheap articles of commerce in the grocery line, while so many other com-



modities are advancing in price. Cocoa is in unaltered market, but the advances in sugar are bound to have an effect on the sweet bulk cocoas before long if these advances continue.

<b>Coffee, Roasted—</b>		
Bogotas, lb. ....	0 28	0 32
Jamaica, lb. ....	0 23	0 25
Java, lb. ....	0 33	0 40
Marañibo, lb. ....	0 23	0 24
Mexican, lb. ....	0 28	0 29
Mocha, lb. ....	0 34	0 37
Rio, lb. ....	0 19½	0 20
Santos, Bourbon, lb. ....	0 24	0 25
Santos, lb. ....	0 23	0 24
<b>Cocoa—</b>		
Bulk cocoa (pure) ....	0 30	0 35
Bulk cocoa (sweet) ....	0 18	0 25

### Tea Situation Is Steadily Firm

**Montreal.**  
TEA.—There is no change of special importance in the situation as regards tea. Only the prospects of shortage and higher prices are still very marked in some views, though other merchants are hopeful that arrivals will be sufficient to take care of all consuming needs of Canada. Prices are, however, steadily firm, and will be firmer yet in the fall it is thought. Japan teas are in good demand, and good quality. Prices of these are, of course, also enhanced owing to conditions affecting transportation as well as to crop shortage. China teas are principally advanced in value through exchange situation, but crop in China was also disturbed by revolutionary troubles and is still hampered by lack of shipping, as is the case of India and Ceylon teas.

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

### Canadian Caraway Seed Is Expected

**Montreal.**  
SPICES.—The market for spices maintains the outlook of the past weeks with increasing indications of shortages due to the slow arrival of new supplies from primary markets abroad. There is a steady consuming demand for the preserving spices now, and the market for all these is firm. Pickling spice is in firm market with reasonable demand. Gingers keep scarce, and cloves are uncertain with every prospect of costing more. There are good prospects now of Canadian caraway seed being available. This is a product formerly largely grown in Canada, but which owing to competition of the imported article became less remunerative to the growers. This season, however, will see more advantageous prices asked for it by the farmers, according to observations of men who have been watching the situation.

5 and 10-lb. boxes		
Allspice ....	0 16	0 18
Cassia ....	0 25	0 30
Cayenne pepper ....	0 28	0 35
Cloves ....	0 40	0 45
Cream of tartar, 60c		
Ginger, pure ....	0 25	0 35
Ginger, Cochin ....	0 25	0 25
Ginger, Jamaica ....	0 30	0 35
Mace ....	0 80	1 00
Nutmegs ....	0 40	0 60
Peppers, black ....	0 35	0 38

Peppers, white ....	0 38	0 40
Pickling spice ....	0 22	0 25
Tumeric ....	0 21	0 23
Cardamon seed, per lb., bulk. ....		2 00
Carraway, Dutch, nominal ....		0 75
Cinnamon, China, lb. ....	0 22	0 25
Cinnamon, per lb. ....		0 35
Mustard seed, bulk ....		0 25
Celery seed, bulk ....		0 46
Shredded cocoanut, in pails. ....	0 21	0 23
Pimento, whole ....	0 12	0 14

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

### New Canadian Barreled Apples Expected

**Montreal.**  
FRUIT AND VEGETABLES.—It is expected that the new Canadian apples in barrels will make their first appearance on the market early next week. There are no reports yet as to probable prices of these,, but the crop is considered fairly good locally. Bananas show some reduction this week, and imported apples also, together with several of the seasonable vegetables. Lemons keep very scarce and high. Potatoes are easier. Lettuce is, however, a very much rarer vegetable than in previous weeks, and is correspondingly up in price. There are no more old turnips, and new in bags are available at a dollar a bag. Cucumbers are easier. Black currants have appeared for preserving at \$1.25 per basket of 11 quarts. Pears are a little easier this week.

Bananas (fancy large), bunch. ....	2 75	3 50
Oranges, Valencia (lates) ....	4 50	5 00
Grape fruit ....	2 75	3 50
Lemons ....	8 50	
Limes, box of 80 ....	1 50	
Pineapples, Cuban, crate ....	4 50	
Pineapples (Cuban), 24's, each. ....	0 75	
Watermelons (U.S.), each. ....	0 50	0 60
Cantaloupes, crates, 45's ....		6 00

<b>Apples (in boxes)—</b>		
Winesap ....	4 00	
Ben Davis ....	4 00	
Apples, new, U.S., bkt. ....	3 00	
Apples, new Montreal, bkt. ....	3 00	
Apples, new, Canadian, 11-qt. bkt. ....	0 50	
Califlowers, per doz. bunches. ....	1 50	2 00
New corn, crate, doz. ....	0 10	0 15
Celery, Canadian, per doz. ....	0 50	0 75
Onions, Australian, sack 100 lbs. ....		6 00
Onions, Canadian, new, doz. bun. ....	0 50	
Onions, Spanish, ½ crate. ....	2 25	
Potatoes (new), bbl. ....	5 00	5 50
Potatoes, new, bag ....	1 75	2 00
Potatoes (sweet), per hamper. ....	4 00	
Carrots (new), per bunch ....	0 25	
Beets (new), doz. bunches ....	0 50	
Parsnips ....	2 00	
Peas, Canadian, bag ....	1 00	
Turnips (new), bag ....	1 00	
Lettuce, curly, per doz. ....	0 25	
Lettuce, head, doz. ....	0 75	
Tomatoes (Montreal), box. ....	1 50	2 25
Horse radish, per lb. ....		0 25
Cabbage (Montreal), doz. ....	0 50	
Beans, wax, bag (Montreal) ....	0 75	1 00
Beans, green, bag (Montreal) ....	0 75	1 00
Peas (new, Montreal), bag. ....	1 00	
Leeks, per doz. bunches ....	2 00	
Parsley, doz. ....	0 25	
Mint, doz. ....	0 50	
Watercress, doz. ....	0 60	
Spinach (Canadian), box ....	0 50	
Rhubarb, per doz. ....	0 25	
Eggplant, per crate ....	6 50	
Garlic (Canadian), lb. ....	0 15	
Endive (Canadian), lb. ....	0 25	
Strawberries, per crate 54 quarts	4 00	
Cucumbers (Montreal), doz. ....	0 40	0 50
California plums, box ....	2 75	3 25
Do., peaches, box ....		3 00
Cherries (California) box ....	3 50	
Cherries, Canadian, 11 qts. ....	1 50	
Cherries, Canadian, bkt. ....	0 75	
Cherries, preserving, bkt. ....	1 25	
Montreal melons, bkt. 12's. ....	14 00	
Pears, box ....	4 00	
Peppers ....	3 50	
Black currants, 11-qt. ....		1 25

### Fish Coming in In Better Supply

**Montreal.**  
FISH.—Demand for fish generally is keeping up well, and trade is prepared to meet increased demand. Receipts of all kinds of fish are equal to expectation. Some arrivals of codfish, dry and in the salt, have been received, and prospects are that large supplies will be available this season. Taken all round, the fishing has been good up to now, and had it not been for fairly good demand the trade might have been over supplied at some periods. Prices as a rule are still well maintained, and will likely remain so for some time. Eastern fish are coming in in good supply, and selling about the same level as last quotations. Salt fish is now more plentiful, and there is more fish from the West Coast. Lake fish is more plentiful, and supplies are expected from the Manitoba Lakes. Trade in bulk and shell oysters is a little better.

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

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

<b>SHRIMPS, LOBSTERS</b>		
Lobsters, medium and large, lb. ....		0 30
Prawns, Imperial gal. ....		3 00
Shrimps, Imperial gal. ....		2 50
Scallops ....		3 00

<b>FRESH FROZEN SEA FISH.</b>		
Halibut ....	17	18
Haddock, lb. ....	07	08
Mackerel ....		10
Cod steak, fancy, lb. ....		8
Salmon, Western ....		16
Salmon, Gaspe ....		22

<b>FRESH FROZEN LAKE FISH.</b>		
Pike, lb. ....	0 10	0 12
Perch ....	0 10	0 11
Whitefish, lb. ....	0 14	0 15
Lake trout ....	0 14	0 15
Eels, lb. ....		0 10
Dore ....	0 14	0 15
Smelts, No. 1 ....		0 15
Smelts, No. 1 large. ....		0 20
<b>Oysters—</b>		
Ordinary, gal. ....		2 00
Malpeque oysters (choice), bbl. ....		12 00
Malpeque oysters (choice), bbl. ....		12 00
bbl. ....		10 00
Cape Cod shell oysters, bbl. ....		12 00
Clams (med.), per bbl. ....		8 00

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



# ONTARIO MARKETS

**T**ORONTO Aug. 22.—There has been a continued upward tendency in many lines of grocery staples during the week, with the exception of one brand of shortening, in which there has been a decline. Lines that have registered an upward tendency include macaroni, cigars, canned meats, mustard, blanc mange, lobsters. Sugar has been advanced again by all refiners. Butter and eggs are in firm market, and prices are higher. Meats and lard are in generally firm position, with higher prices recorded. Live hogs went to new high levels during the week, and are inclining still higher. Business is reported as showing considerable improvement.

## Turn In Sugar Market Seems Possible

**Toronto.**  
SUGAR.—Atlantic and Acadia refiners have advanced to \$9.39 per hundred, and Canada Sugar and St. Lawrence to \$9.14 for extra granulated. In the primary market there was an easier tendency in raw sugar during the past week, and declines in the raw product were recorded from the recent high level. Canadian refiners were in the New York market during the week and bought full-duty sugars at 7.27c per pound. In the New York market during the week raw sugar was quoted down to 7.40c for prompt delivery sugars, but buyers refused to go on, and further declines were looked for in that market. In the United States market for refined sugar there has been an easier tendency also, and as a consequence refiners are more desirous of selling. In that market refiners who were quoting quietly at 9c were willing during the week to quote at 8.75c, which indicates the trend of the market on that side of the line. There is every indication that the price of sugar in the United States will be kept within bounds as result of the power conferred upon the Food Controller. Nothing official has as yet been announced regarding sugar, but the disposition to return to normal and with a dropping of the excessive demand for refined is believed to have a beneficial effect, and may preclude the necessity of the Government stepping in. Production on the Island of Cuba continues to creep up, now being placed at 2,883,810 tons, as compared with 2,941,984 tons last year. Complaint is received from the Island that rain is needed for the growing crop of cane, harvest of which will start in December or January. During the month of July there were 51,000 tons of Java sugars shipped to England and Western points, which relieves the drain on Cuban raws by so much. Total stocks in hands in the United States is estimated at 147,647 tons of raws, as compared with 266,672 tons last year. There are estimated to be still 14 centrals grinding on the Island, as compared with 5 last year and 5 in 1915.

Atlantic extra granulated ..... 9 39  
St. Lawrence, extra granulated ..... 9 14

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

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

## Canned Meats And Macaroni Go Higher

**Toronto**  
CANNED MEATS, MACARONI, CRISCO, CIGARS.—Higher prices were recorded on certain lines of Clark's canned meats during the week. Assorted meat loaf halves are now quoted at \$1.80 per dozen, an increase of 5c, while one-pound tins are quoted at \$3.55 per dozen. Potted meats quarters are quoted at 70c dozen, and halves at \$1.35 dozen, an increase of 5c in each instance. Deviled meats halves are quoted at \$1.35 and quarters at 70c dozen, which is also an increase of 5c per dozen in each instance. Mephisto lobster halves have been advanced to \$2.90, and quarters to \$1.85 per dozen, while the Lettuce brand lobsters halves have been advanced to \$2.85, and quarters to \$1.75 per dozen. L'Etoile macaroni 30's have been advanced 60c per case to \$3, while 5-lb. boxes are now quoted at 50c per box and 10-lb. boxes at 90c. Catelli's milk macaroni has been advanced to \$3 per case, and in bulk to \$2 per 20-lb. box. Broken in bulk has been advanced to \$1.80. In 10-lb. boxes the price is 90c, and in 5-lb. boxes 50c per box. Bachelor cigars have been advanced and are now quoted from \$60 to \$63 per thousand. Lord Tennyson cigars are quoted at \$48 per thousand, which is an advance of \$3. Bird's blanc mange has been advanced to \$1.75, an increase of 30c. Keen's mustard, D.S.F. 2-oz., is now quoted at 72c per pound, quarters at 66c per pound, halves at 62c per pound, and 1-lb. containers at 60c per pound. F.D. 4-lb. jars are quoted at \$1.60 per jar, and quarter-pound tins at 36c per pound. Advance in mustard amounts to 2c per pound. Crisco is one of the few lines to register a lower price during the week, the decline amounting to \$1.35 per case, making the selling price now \$8.55.

## Position Of Corn Syrups Unchanged

**Toronto.**  
SYRUPS.—There was no disposition to change prices on corn syrups during the week, but in view of the corn market, wherein future corn is quoted much lower than recently, the disposition is to look upon the market in corn syrup as being in much easier tone. Cane syrups

and molasses held in steady market during the week.

<b>Corn Syrups—</b>	
Barrels, per lb. ....	0 07½
Cases, 2-lb. tins, 2 doz. in case	5 15
Cases, 5-lb. tins, 1 doz. in case	5 50
Cases, 10-lb. tins, ½ doz. to cs.	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
<b>Cane Syrups—</b>	
Barrels, first grade .....	0 06½
Barrels and half barrels, second grade, lb. ....	6 00
Cases, 2-lb. tins, 2 doz. in case	4 80 5 50
<b>Molasses—</b>	
Fancy Barbadoes, gal. ....	0 80 0 82
West India, ½ bbls., gal. ....	0 46 0 50
West India, 10-gal. kegs. ....	0 60
Tins, 2-lb., table grade, case 2 doz. ....	4 25
Tins, 3-lb., table grade, case 2 doz. ....	5 65
Tins, 2-lb., baking grade, case 2 doz. ....	3 00

## Raspberry And Black Currant Jam Go Higher

**Toronto.**  
CANNED GOODS.—Prices on new pack salmon have not yet been announced, but it was expected they will be given out about Friday or Saturday of the present week. Indications point generally to high prices. The opinion was expressed in certain quarters that packers would probably name a price around \$11 per case for sockeye 1-lb. talls, which would probably mean a price to the retail trade around \$3.10 to \$3.25 per dozen. Aylmer 16-oz. raspberry and black currant jams were advanced 20c per dozen during the week to \$2.80. Smith's 16-oz. raspberry jam is now quoted at \$2.80, while strawberry jam of same brand is quoted at \$2.90 per doz. Canned peas are quite generally quoted at the prices named last week of \$1.67½ for Group B and \$1.70 for Group A standards f.o.b. factory. Toronto prices will be 5c per dozen higher than these figures, making the prices \$1.75 for Group A and \$1.72½ for Group B. Some wholesalers are still selling old stocks at previous quotations of \$1.45 and \$1.47½ for standards.

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

<b>Salmon Sockeye—</b>		
Alaska reds, 1-lb. talls .....	3 10	3 25
Alaska pinks, 1-lb. talls .....	2 35	2 75
Chums, 1-lb. talls .....	1 45	1 65
Pinks, 1-lb. talls .....	1 75	1 90
Cohoos, ½-lb. tins .....	1 45	1 60
Cohoos, 1-lb. tins .....	2 55	2 90
Springs, 1-lb. talls .....	2 50	2 85
Lobsters, ½-lb. doz. ....	2 65	3 10
<b>Canned Vegetables—</b>		
Beets, 3s .....	1 50	1 90
Tomatoes, 2½s .....	2 35	2 50
Tomatoes, 3s .....	2 45	2 50
Peas, standard .....	1 72½	1 75
Peas, early June .....	1 80	1 82½
Beans, golden wax, doz. ....	1 45	1 50
Asparagus tips, doz. ....	3 00	3 25
Corn, 2's, doz. ....	2 10	2 25
Pumpkins, 2½s .....	1 95	2 10
Spinach, 2s, doz. ....	1 80	2 40
Apples, gallons, doz. ....	4 00	4 25
Pineapples, 2s .....	2 45	2 95
Jam, raspberry, 16 oz., doz. ....	2 80	
Do., black currant, 16 oz. ....	2 80	
Do., strawberry, 16 oz. ....	2 90	

## Estimates On Prune Crop Are Falling Lower

**Toronto.**  
DRIED FRUITS.—Estimates on the California prune crop have been reduced



recently. At one time it was thought the crop would be in the neighborhood of 230,000,000 pounds, whereas it has lately been revised to 175,000,000 pounds. It is not known what degree of dependency can be placed on this reduction, as such may have been made by interested parties to serve their own purposes. It is a point of interest, however, that prunes have advanced ½c per pound at the Coast over the opening prices. Prices on new crop raisins from California are expected to be issued on Saturday of this week. There will be no further supplies of Dromedary dates obtainable from the importers this year, as the quality of dates from which they are made has been exhausted. New crop Hallowee dates will be in the market again in December.

Apples, evaporated, per lb.....	0 13½	0 14½
Apricots, choice, 25's, faced.....		
<b>Candied Peels—</b>		
Lemon .....	0 25	0 27
Orange .....	0 27	
Citron .....	0 30	
<b>Currants—</b>		
Filiatras, per lb. ....	0 22	
Australians, lb. ....	0 23	0 24
<b>Dates—</b>		
Excelsior, pkgs., 3 doz. in case ....	3 60	
Dromedary dates, 3 doz. in case ....	4 50	
<b>Figs—</b>		
Taps, lb. ....	0 05½	0 06
Malagas, lb. ....	0 10	
<b>Prunes—</b>		
30-40s, per lb., 25's, faced.....	0 16	
40-50s, per lb., 25's, faced.....	0 15½	
50-60s, per lb., 25's, faced.....	0 15	
70-80s, per lb., 25's, faced.....	0 13	0 13½
80-90s, per lb., 25's, unfaced..	0 12½	
90-100s, per lb., 25's, faced.....	0 10½	
<b>Peaches—</b>		
Standard, 25-lb. box .....	0 13	
Choice, 25-lb. boxes .....	0 13½	0 14
Fancy, 25-lb. boxes .....	0 15	
<b>Raisins—</b>		
California bleached, lb.....	0 14½	0 15
Valencia, Cal. ....	0 10½	0 11
Valencia, Spanish .....	0 10	0 12
Seeded, fancy, 1-lb. packets.....	0 12	0 13
Seedless, 12-oz. packets .....	0 12½	0 13½
Seedless, 16-oz. packets .....	0 15	0 16

### Freight Rates Mean Still Firmer Teas

**Toronto.**  
TEA.—The tea situation is again beginning to revolve around the cost of freight shipments. A recent cable from the Far East stated that the lowest freight rate that could be secured at all was 20c per pound. With such a rate as this, lowest grade teas would have to go to the retailer on the basis of about 50c per pound. There is furthermore no assurance that freights will be able to get forward. It is reported that the situation with respect to shipment of Java teas is firmer, as the Allies are insisting that neutral boats plying from Java to the United States and Great Britain shall carry sugar stocks and leave tea out of their cargoes. On present basis of freight rates those closely in touch with the market situation can see nothing but higher prices for teas in the future. Within recent weeks there has been a slightly easier tendency in teas owing to fairly heavy arrivals of Javas, but now it would seem that this source of supply is likely to be curtailed. Locally prices remained unchanged during the week. There has been better inquiry for tea during the week.

<b>Ceylons and Indias—</b>		
Pekoe Souchongs .....	0 42	0 44
Pekoes .....	0 44	0 46
Broken Pekoes .....	0 46	0 48
Orange Pekoes .....	0 48	0 50
Broken Orange Pekoes .....	0 50	0 52
<b>Javas—</b>		
Broken Pekoes .....	0 38	0 40

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

### Certain Brands Of Chocolate Advance 2c

**Toronto.**  
COFFEE, COCOA.—Higher prices were recorded on Caracas and \*Diamond brands of chocolate during the week by 2c per pound, making the price of Caracas in eighth and quarter pounds now 33c per pound, and Diamond in sixths at 26c per pound in six-pound boxes. There has been a great demand on chocolate and this has been the means of causing more cocoa to be produced, as cocoa is a by-product when chocolate is extracted. Coffee held in steady market during the week. The only factor that looms on the horizon as likely to make any difference in the price of coffee is the scarcity of tonnage to South America.

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

### Pickling Season Makes Spice Demand

**Toronto.**  
SPICES.—Now that pickling has started, there has been a much better demand for various spices during the past week. The market for pure black and white peppers holds very firm. On cloves there is still a wide range in the market. The English embargo is still on and seems likely to remain on. There is strong probability that cloves may soon be in the same class with caraway seed. Some of the large dealers are accepting no orders for more than one bale of cloves to any one customer. Cassia and cinnamon are reported in firm market, with indications of higher prices. Ginger of all kinds and grades is very firm. Herbs continue scarce and prices are higher. Some concerns are entirely out of caraway seeds. Celery seed is in firm market. Mustard in tins is higher owing to the cost in containers.

	<b>Per lb.</b>	
Allspice .....	0 16	0 18
Cassia .....	0 25	0 35
Cinnamon .....	0 40	0 50
Cayenne .....	0 30	0 35
Cloves .....	0 40	0 55
Ginger .....	0 25	0 35
Mace .....	0 90	1 25
Pastry .....	0 25	0 30
Pickling spice .....	0 22	0 25
Peppers, black .....	0 35	0 38
Peppers, white .....	0 38	0 45
Nutmegs, selects, whole, 100's... ..	0 40	0 45
Do., 80's .....	0 45	0 50
Do., 64's .....	0 50	0 60
Mustard seed, whole .....	0 25	0 30
Celery seed, whole .....	0 40	0 45
Coriander, whole .....	0 30	0 35
Caraway seed, whole .....	0 75	1 00

<b>Cream of Tartar—</b>	
French, pure .....	0 60
American high test .....	0 65

### Rices In Upward Movement Again

**Toronto.**  
RICE.—The upward movement in rices started during the week as a result of the announcement of higher prices by the Southern millers, and as the result of a half cent advance in the price of freight rates from the Orient on Chinas and Japans. Fancy Siam rice in some quarters advanced ½c per pound, making the range from \$7.50 to \$8.50 per hundred, while Siam seconds advanced a similar amount to \$8.50. Fancy Honduras rice has also advanced ½c, and is now quoted at \$12.50 per 100 pounds. There is every indication that there will be a more general movement upward from recent levels as soon as existing stocks get to lower levels.

Texas, fancy, per 100 lbs.....	9 50	11 00
Blue Rose Texas .....	9 00	10 50
Honduras, fancy, per 100 lbs....	0 12½	
Siam, fancy, per 100 lbs.....	7 50	8 50
Siam, second, per 100 lbs.....	7 00	8 50
Japans, fancy, per 100 lbs.....	8 50	9 00
Japans, second, per 100 lbs.....	7 50	8 00
Chinese XX, per 100 lbs.....	7 00	8 00
Tapioca, per lb. ....	0 12½	0 14

### Higher Trend To Market For Nuts

**Toronto.**  
NUTS.—There is a very firm undertone in the market for shelled almonds, peanuts and walnuts, with the indications pointing to higher prices in the not distant future. Dealers anticipate prices will have to go to higher levels by next month, based on the condition of the market at primary points. Warm weather is affecting the demand for nuts except for the soda fountain trade. Prices locally held in a steady position during the week.

<b>In the Shell—</b>		
Almonds, Tarragonas, lb.....	0 20	0 22
Walnuts, Bordeaux .....	0 18	0 20
Walnuts, Grenobles, lb. ....	0 18	0 20
Filberts, lb. ....	0 18	0 20
Pecans, lb. ....	0 18	0 20
Peanuts, roasted, lb. ....	0 15	0 18
Brazil nuts, lb. ....	0 15	0 20
<b>Shelled—</b>		
Almonds, lb. ....	0 40	0 48
Walnuts, lb. ....	0 52	0 60
Walnuts, California .....		
Peanuts, lb. ....	0 17	0 18

### All Rangoon Beans Must Now Be Analyzed

**Toronto.**  
BEANS.—There has been much uncertainty of late among dealers in Rangoon beans as to the exact status of this commodity in the face of a recent order by the Department of Inland Revenue respecting them. Advices to hand from Ottawa state the Department of Inland Revenue has issued an order requiring samples of all shipments of Rangoon beans brought into the country for the purpose of analysis as to the quantity of prussic acid contained therein. Pending a full investigation on the subject, the Department has decided to pass all shipments that do not contain twenty parts



of prussic acid out of 100,000 parts, as will be revealed by the analysis. So far, or up to August 9 at any rate, all consignments have been allowed to pass. It was found that in some shipments there was a total absence of prussic acid, while in others the analysis revealed the presence of as much as 13 or 14 parts out of 100,000. In order to cause as little delay as possible, the samples are shipped from Toronto as soon as taken, and when necessary the report of the analysis is made by wire. Rangoon beans that are now on the way are expected to bring the price of this commodity to considerably lower levels.

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

### Some Sizes Of Cornflakes Go Down

**Toronto.**  
**PACKAGE GOODS.**—Corn products of various kinds, including cornstarch and laundry starches are in weaker market, due to the recent slump in the price of corn on the American markets. During the week Kellogg's cornflakes individual size have been reduced from \$2.50 to \$2 per case. There was a quietness in the trade for package cereals during the week, according to reports of the mills. Other prices held at recent quotations.

Cornflakes, per case	3 30	3 40
Rolled oats, round, family size, 20s	4 80	5 00
Rolled oats, round, regular 18s, case		1 75
Rolled oats, square, 20s	4 80	5 00
Shredded wheat, case	4 00	
Cornstarch, No. 1, pound cartons	0 12	
No. 2, pound cartons	0 11	
Starch, in 1-lb. cartons	0 12	
Do., in 6-lb. tins	0 13 1/2	
Do., in 6-lb. papers	0 09 1/2	

### Fish Shipments Continue To Grow

**Toronto.**  
**FISH.**—The trade in haddock and cod continues to grow, as three cars came into the local market on Monday of this week as compared with two cars last week and one car the first week. The amount to arrive on Monday of this week was between 50,000 and 60,000 pounds. Prices remain as fixed by the Food Controller at 7c for haddock and market cod. There is an excellent demand for the fish, there being no indication that people are going to tire of this commodity in the near future. Halibut has been extremely difficult to obtain and prices are holding firm. Restigouche salmon is now off the market, and British Columbia red spring salmon are very scarce, prices being quoted up 2c per pound during the week at 21c to 22c. Whitefish and trout have also been in short supply.

<b>SMOKED FISH.</b>		
Haddies, per lb., new cured	0 11	0 12
Haddies, fillets, per lb.	0 14	0 15
Kipper herring, per box	1 50	
Dirby herring, bundle 5 boxes	1 10	

<b>PICKLED AND DRIED FISH.</b>		
Acadia cod, 20 1-lb. blocks	2 60	
Salt mackerel, kits 15 lbs.	2 25	

<b>FRESH SEA FISH.</b>		
Halibut, medium, fresh, lb.	0 19	
Halibut, frozen	0 18	
Salmon, B.C., red spring	0 21	
Haddock, fancy, express, lb.	0 07	
Herrings, frozen	0 06 1/2	
Steak cod, fancy, express, lb.	0 09	
Cod, market, heads on, lb.	0 07	
Mackerel, lb.	0 10	0 12
Flounders, lb.	0 09	0 10

<b>FRESH LAKE FISH.</b>		
Herring, per lb.	0 08	0 09
Pike, lb.		0 10
Whitefish, lb., fresh	0 13	0 14
Trout, lb., fresh	0 13	0 14
Tullibees, fresh, lb.	0 09	0 10

### Bag Potatoes Down; Tomatoes Declining

**Toronto.**  
**POTATOES.**—Ontario potatoes in bags arrived in much better quantity during the week and were quoted from \$2 to \$2.25 per bag. These potatoes are of very fine sample. Potatoes in the barrel from the United States are about done, and prices were down in order to meet the prices of the Ontario product. Lower prices for Ontario potatoes are expected, as the crop appears to be turning out well. There is also a good crop reported in New Brunswick. Dealers do not anticipate a sudden drop in potatoes, as the scarcity of labor will operate to let prices down gently. Tomatoes were in good supply on Tuesday of this week, and were sold down as low as 50c for 11-quart No. 1. Cucumbers were also in big supply, and prices were cut in two from last week. Eggplant in 11-quart baskets sold from \$1.25 to \$1.50, while the first new red peppers were quoted at \$1.50 per 11-quart basket. Some of the first Ontario onions from the Leamington district reached the local market, and were sold at \$3 per 75-lb. sack. A car of Washington State onions was in the market during the week and sold at \$3 per 100-lb. sack. Some of the first Canadian celery from the Colborne district came in and was quoted at 65c to 75c per dozen.

Beets, 11-qt. basket	0 25	
Do., 6-qt.	0 15	
Beans, green, string, 11-qt.	0 35	0 40
Do., golden wax, 11-qt.	0 35	0 40
Cucumbers, Can., hothouse, 11-qt. basket	0 20	0 25
Gherkins, 11-qt.	0 60	1 25
Cabbage, Canadian, case	1 00	
Carrots, new, basket	0 25	
Celery, Mich., doz.	0 40	0 50
Do., Canadian, doz.	0 65	0 75
Eggplant, 11 qt.	1 25	1 50
Lettuce leaf, doz. bunches.	0 30	0 40
Canadian head lettuce, doz.	0 50	
Mushrooms, lb.	0 75	
<b>Onions—</b>		
Green, per doz. bunches	0 20	0 25
Spanish, crates	3 75	
Do., half crates	2 00	
Do., Canadian, 75-lb.	3 00	
<b>Potatoes—</b>		
New, barrel	5 00	
New, Ontario, bag	2 00	2 25
Green peppers, basket	0 90	1 00
Red peppers, 11 qt.	1 50	

<b>Tomatoes—</b>		
11-qt., No. 1	0 50	0 75
11-qt., No. 2	0 40	0 50
6-qt., No. 1		0 40
Parsley, basket	0 35	0 40
Watercress, basket	0 30	0 50
Turnips, new, basket	0 20	0 25
Vegetable marrow	0 30	0 35

### Ontario Freestone Peaches Arriving

**Toronto.**  
**FRUIT.**—The first Ontario freestone peaches reached the local market on Tuesday of this week, and were quoted at \$1 per 6-quart basket. Texas and Arkansas peaches are about off the market, the last shipment being somewhat poor in quality. Missouri peaches were in the market during the week, and were of fairly good sample, being quoted at \$4 to \$4.50 per bushel. Some California Elbertas also arrived, and were quoted at \$1 to \$1.25 per box. Ontario peaches are expected to be about their best during the first and second weeks in September. A car of very fine Mexican cantaloupes came in during the week and found ready sale at \$2.50 per case for large-sized 12's and \$2.25 per crate for smaller sized 12's. Crates with nine large melons in sold at \$2.25 per crate. Oranges were in firmer market and advanced in the primary market 40c to 50c per case, and prices on the local market were higher accordingly. Raspberries were quoted firm at 20c per quart, with supplies rapidly dwindling. Some of the first Canadian pears reached the market, and in 11-quart baskets were quoted at 50c to 75c. Ontario apples in 11-quart size were quoted at 65c to 75c per basket, and for 6-quart at 35c to 40c.

<b>Apples—</b>		
Hampers, American	3 00	3 25
Do., Ontario, 11-qt.	0 65	0 75
Bananas, yellow, bunch	2 50	3 50
Cantaloupes, 45s, case	4 50	5 50
Do., 12-15s, case	1 75	2 25
<b>Currants—</b>		
Black, 11-qt.	2 00	2 25
Black, 6-qt.	1 00	1 25
Red, 11-qt.	1 35	1 25
Red, 6-qt.		0 75
Blueberries, 11-qt.	1 50	1 75
<b>Cherries—</b>		
Montmorencies, 11-qt.	1 35	1 50
Montmorencies, 6-qt.		0 75
Black Morrell, 11-qt.	1 00	1 25
Lawtonberries, qt.		0 18
<b>Oranges—</b>		
Cal. late Valencias	4 00	4 75
Gooseberries, 11-qt.	1 25	1 50
Lemons, Cal., case	7 50	8 00
Do., Verdillis, case	7 50	8 00
Peaches, Texas, Arkansas, bush.	4 50	5 00
Do., Ont., 6-qt.	0 50	0 60
Pears, Cal. Bartlett, box		3 75
Do., Ontario, 11-qt.	0 50	0 75
Plums, Cal., box	1 75	3 25
Abundants, 6-qt.	0 50	0 75
Burbanks, 11-qt.	1 25	1 35
Raspberries, red, qt.		0 20
Do., black, qt.		0 20
Watermelons, each	0 75	1 00

## MANITOBA MARKETS

**WINNIPEG, August 22.**—Jobbers have put up their price, two cents on Wilson's vinegar, quotations now being: Proof 29c, 50% over proof, 40c, XXX. 26c. There has been a very marked easing off in the price of cof-

fee in primary market on Rios. and Santos, and jobbers are buying at much lower prices than have prevailed for a long time. This has had an effect already on local prices, and the following quotations are made by a local house



on Rios, No. 5, 15½c; No. 7, 14½c. There is no change in Santos locally, but one may be expected. It takes some time before the lower priced coffees reach this market.

Recent changes are: Cow soda 25c higher; Lily White clover syrup 10s should be \$5.91 per case; Asparagus Tips, green, \$3.00 per dozen and White Tips \$3.20 per dozen; Zig Zag cigarette papers, wheat straw, advanced to \$3.75 per box; Parisian Blue 16½c lb.; Nugget shoe polishes advanced to 90c dozen net. Pen-nant molasses, all sizes, advanced approximately 50c per case; shelled wal-nuts advanced to 58c per lb. Baker's sweet chocolate, all lines, advanced 2c lb. Caracas chocolate 10c per box. Cot-ton twine 4c per lb. higher. Crisco has declined 90c per case.

### Thinks Sugar Will Stay High

Winnipeg.

SUGAR.—It was announced late last week that one of the refineries had raised their price to \$10.00, and lowest quotation is now \$9.75. Retailers were still buying freely at this figure, and there is no doubt the consumer has been buying too. A jobber stated that from information he had received, he believed that sugar would stay high for a long while to come. He said he did not see anything to indicate why sugar should come down after the preserving season was over.

### Further Advance on Cane Syrup

Winnipeg.

SYRUP.—Another advance has gone into effect on Rogers Golden Syrup, this being the second advance inside of a week. It is well known that Rogers have not been shipping much into Man-itoba lately, and therefore their price did not advance at the same time as other syrups. However, corn syrup in other Western markets has been very high, and it was only natural to expect that, owing to the high cost of sugar, and the fact that corn syrup was selling very much higher than cane syrup, that this firm would advance their price as soon as their product com-menced to come into this market again. Their quotation on 25 lb 2 lb. tins was formerly \$4.10; it then jumped to \$5.00 and is now \$5.25 per case, so that the last advance is one of 25c per case. Molasses has been advancing steadily, not so much in bulk molasses as mol-asses in cans, which have been going up very fast.

#### CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	5 23.
5-lb. tins, 1 doz. case, per case.....	5 63
10-lb. tins, ½ doz. case, per case.....	6 41
20-lb. tins, ¼ doz. case, per case.....	6 42
White Clover and Lily White—	
2-lb. tins, 2 doz. case, per case.....	5 78
5-lb. tins, 1 doz. case, per case.....	6 18
10-lb. tins, ½ doz. case, per case.....	5 91
20-lb. tins, ¼ doz. case, per case.....	5 92

Barbados Molasses—	
In half barrels, per gal.....	0 85
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 50
ROGERS SYRUP.	
24 by 2 lb. tins, case.....	5 25
12 by 5 lb. tins, case.....	6 15
6 by 10 lb. tins, case.....	5 75
3 by 20 lb. tins, case.....	5 60
12 by 3 lb. seal glass jars.....	4 20

### Advises Buying Prunes Carefully

Winnipeg.

DRIED FRUITS. — California grow-ers advise that owing to heavy volume of peach business booked, and the fact that the crops left in first hands are closely cleaned up, they have been oblig-ed to advance their quotations. They state that some growers have very high ideas as to values. The trade are urg-ed to cover requirements in peaches and raisins.

PRUNES.—A local broker says that following a considerable drop in price in California last month, he expects the price in Winnipeg will gradually ease off, and that the lowest point will be reached about November 1st, when the new crop arrives. The lowest price, he says, will be very much lower than the price to-day. He expressed the opinion that dealers should buy prunes only as they are required. Apart from prunes he did not see prospects of dried fruits declining to any extent during the next two or three months.

EVAPORATED APPLES.—Reports reaching Winnipeg from the East are to the effect that the crop in Ontario is practically a failure, with the results that offerings of new pack are few and far between. There have been some offerings in this market of Nova Scotia apples for future delivery, but for eva-porated apples the trade in the West will have to go considerably to the United States this year.

Santa Clara Prunes—	
90-100s, 25-lb. boxes, per lb.....	0 10½
80-90s, 25-lb. boxes, per lb.....	0 11
50-60s, 25-lb. boxes, per lb.....	0 12½
40-50s, 25-lb. boxes, per lb.....	0 13½
Oregon Prunes—	
100s and over, 25-lb. boxes, per lb....	0 08
90-100s, 25-lb. boxes, per lb.....	0 09½
80-90s, 25-lb. boxes, per lb.....	0 10
40-50s, 25-lb. boxes, per lb.....	0 12½
Dried Fruits—	
Apples, evan., 50-lb. boxes, lb..	0 13½
Apples, 25-lb. boxes.....	0 14½
Apples, 3-lb. cartons, each.....	0 44
Pears, choice, 25's.....	0 15½
Apricots—	
New, 25's.....	0 23½
New, 10's.....	0 24
Peaches—	
Choice, 25-lb. boxes.....	0 11½
Choice, 10-lb. boxes.....	0 12
Currants—	
Fresh cleaned, half cases.	
Australian, lb.....	0 19½
Dates—	
Halloweas, 68-lb. boxes.....	0 13
Fards, box, 12 lbs.....	2 05
Raisins, California—	
16 oz. fancy, seeded.....	0 12
16 oz. choice, seeded.....	0 11½
12 oz. fancy, seeded.....	0 09½
12 oz. choice, seeded.....	0 09½
Raisins, Muscatels—	
3 crown, loose, 25's.....	0 11
3 crown, loose, 50's.....	0 10½
Raisins, Cal. Valentias—	
3 crown, loose, 25-lb. boxes....	0 09½
3 crown, loose, 16-lb. boxes....	0 10½

Figs—	
Mediterranean, 33-lb. mats.....	0 07½
Peels—	
Orange, lb., 7-lb. boxes.....	0 22½
Lemon, lb., 7-lb. boxes.....	0 21½
Citron, lb., 7-lb. boxes.....	0 25

### No Sign of Cheaper Tapioca or Sago

Winnipeg.

RICE.—A Winnipeg jobber advises us that in his opinion all grades of rice are worth two cents per lb. more than what the jobbers are asking to-day, and that low grades are worth even more than that. He states that advances in price to the retail trade will be gradual. There is no sign of any cheaper tapioca or sago coming into this market until the shipping situation improves.

### Cheaper Beans Begin to Arrive

Winnipeg.

DRIED VEGETABLES.—Since the order in council prohibiting the sale of Manchurian beans until they have been tested, owing to the fact that some beans have been found to contain Prus-sic acid. Many shippers have cancelled orders for Oriental beans. In many cases this was considered a wise course partly because shipments were so late that brokers were liable to experience serious loss on account of the decline in the price of beans owing to the ar-rival in the near future of new crop. Splendid beans are offered here by re-presentatives of New York at surpris-ingly low prices compared with those prevailing during the past few months. Locally, little interest is taken in beans as the trade seem to be afraid of them. At any rate the demand just now is very small. The trade seem to be con-tent to wait for the arrival of Ash-crofts, a first class bean, which will sell to the retail trade at around \$7.00 per bushel.

White beans, bush.....	7 25
California Lima Beans—	
80-lb. sacks.....	0 17½
Peas—	
Split peas, sack, 98 lbs.....	11 25
Whole green peas, bush.....	5 50 5 65
Whole yellow, bush.....	3 75 4 00

### Peas and Strawberries Open Very High

Winnipeg.

CANNED GOODS.—New strawber-ries and peas are expected on this mar-ket right away. Shipments should reach Winnipeg this week. In the case of peas, contrary to expectations they opened up at a selling price of \$1.80 per dozen, Winnipeg. This high price was caused by the canners naming price and delivery of 25% on standards, or total of 40% if purchasers take the higher grades. Canners explanations of the high price is that it is due to par-tial crop failure caused by excessive heat during the latter part of July. It

(Continued on page 49.)



# FLOUR AND CEREALS

## Flour Market Is Still Waiting

Montreal.

**FLOUR AND FEEDS.**—The flour market is still in the most uncertain position awaiting the word of the Government as to war flour and fixed prices, if any, and the Government is awaiting American action apparently. At all events the buying being done is hand to mouth, and the millers are unable to make any definite agreements as to future bargains. Samples of new crop wheat have reached Montreal, and the expectations are favorable as to the crop. Lugubrious rumors as to shortage of wheat on the North American continent as compared with the Allied army and civil needs are not as yet taken seriously by the millers, but events may alter this if there is a real scarcity of wheat. Winter wheat is unchanged in market. Feeds are tremendously firm, and so short in supply that millers are guarding them like gold and selling only where absolutely necessary.

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

## Cereals Show Few Important Changes

Montreal.

**CEREALS.**—The corn based cereals have not all responded yet to the reduction in the price of corn due to the prohibition of its use by distillers in the States. In fact, one firm had pearl hominy ten cents higher this week. Corn flour is, however, cheaper, and there may be easier prices for other corn products as these come to be made from the cheaper corn. It is anticipated that oat products may be firm, as the oat crop is not considered any too promising. Other lines of cereals listed have not altered in prices from the wholesaler this week as compared with last week.

Barley, pearl, 98 lbs. ....	7 50	8 00
Barley, pot, 98 lbs. ....	6 25	7 25
Corn flour, 98 lbs. ....	6 50	6 75
Cornmeal, yellow, 98 lbs. ....	7 00	7 25
Graham flour, 98 lbs. ....		6 25
Hominy, grits, 98 lbs. ....	6 75	8 00
Hominy, pearl, 98 lbs. ....	7 00	7 60
Oatmeal, standard, 98 lbs. ....	5 25	5 50
Oatmeal, granulated, 98 lbs. ....	5 25	5 50
Peas, Canadian, boiling, bush. ....		5 50
Split peas .....	11 00	11 25

Rolled oats, 90-lb. bags .....	5 00	5 25
Whole wheat flour, 98 lbs. ....		6 25
Rye flour, 98 lbs. ....	5 25	5 50
Wheatlets, 98 lbs. ....		6 50

## Ontario Flour Is Lower In Price

Toronto.

**FLOUR.**—Prices for Ontario flour ruled lower during the week, being quoted from \$11.40 to \$11.85 in carload lots, as against \$12 to \$12.20 last week. With the coming of the new Ontario grain into the market prices have been easier and flour followed downward in sympathy. Furthermore, the export business into the United States on flour has been shut off by reason of an Order-in-Council on Saturday of last week, which prohibited exportation of flour made from old-crop wheat. Mill feeds are still permitted to go into the United States, the embargo not affecting these. Millers quite generally are in an uncertain frame of mind over the situation for the immediate future, due to the possibility that the Food Controller may compel the milling of whole wheat flour entirely. As the result of this condition the mills are taking orders ahead only for 30 days. Millers are allowed to fill orders booked for export into the United States prior to the date of issue of Order-in-Council. There was very little disposition to trade in options on the Winnipeg wheat market during the week. Prices of Manitoba flour held steady at \$12.90 per barrel in carload lots. Demand for flour is fair.

	Car lots per bbl.	Small lots per bbl.
<b>Manitoba Wheat Flour—</b>		
First patents .....	\$12 90	\$13 10
Second patents .....	12 40	12 60
Strong bakers .....	12 20	12 40
<b>Ontario Winter Wheat Flour—</b>		
High patents .....	12.00- 12.20	12.20- 12.40
Second patents .....	11.60- 11.80	11.80- 12.00

## Corn Products Have Not Moved Yet

Toronto.

**CEREALS.**—The market for corn products held steady during the week, although there was still an expectant attitude on the part of millers that prices would be easier in view of the lower prices being quoted on corn. There has been a good demand for cornmeal, and this has possibly helped to put a measure of firmness in the market. Yellow split peas were again easier in price, in view of new crop being in the offing. Demand for cereals on the whole has been fair. Rolled oats show a slightly easier tendency, and were quoted down to \$4.50 per bag, with oatmeal as low as \$5 in some instances.

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

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

## Millfeeds Can Still Go Into U.S. Export

Toronto.

**MILL FEEDS.**—Although an Order-in-Council on Saturday last prohibited the export of flour into the United States, it is still permissible to ship mill feeds into that market, and some of the Ontario millers are finding a good market there. Locally the demand on shorts and middlings is quite heavy, but bran is rather light. Prices shaded down from the high levels of last week by \$1, but low quotations held steady.

	Mixed cars ton	Small lots ton
<b>Mill Feeds—</b>		
Bran .....	\$35-\$36	\$37-\$38
Shorts .....	40- 41	42- 43
Special middlings .....	50	52
Feed flour, per bag .....		3.05-3.60

## Merchants Waiting For New Wheat Quotation

Winnipeg.

**FLOUR AND FEED.**—The price of wheat has been fixed again at \$2.40; this price will stand until September. The trade are waiting to see what is going to happen to the price of wheat in September, and for that reason they are not buying too heavily. Millers in Winnipeg are not disposed now to state whether in their opinion the price will go higher than \$2.40 or not. Dealers can expect price of flour to remain at \$12.00 for a week or so. Rolled oats are down 25c for 80's, which brings price on sacks to \$3.75. Packages, family size, remain at \$4.75 per case. The reason for the decline in rolled oats is the reduction in the price of oats; the oat market has declined considerably during the past week. There seems to be no reason for this decline except that speculators on the exchange have hammered the market down. It is reported the corn market is slightly easier this week. **FEEDS.**—There is no change in quotations; the demand is still heavy, and all mills are oversold, especially on shorts. It is felt here that the price is not likely to go up.

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

XXXX .....	9 90
Cereals—	
Rolled oats, 80's .....	3 75
Rolled oats, pkgs., family size .....	4 75
Cornmeal, 98's .....	6 00
Oatmeal, 98's .....	4 75
Feeds—	
Bran, per ton .....	35 00
Shorts, per ton .....	39 00
Mixed chop, ton .....	54 00

**WEEKLY MARKET REPORTS**

(Continued from page 47.)

is stated that the peas matured to the canning stage in a period of three days, and owing to the shortage of labor, the canners had difficulty catching the crop at the right point. At the new opening prices the retailer will be compelled to sell at 20c per tin, which will undoubtedly curtail the sale of canned peas next year. Under these circumstances it is probable that the 25% delivery may be sufficient for trade requirements. Standard peas are selling at \$3.55 in Winnipeg to-day.

New strawberries which arrived last week, opened at \$6.00 per case, with a percentage delivery of 75%. Heat also had the effect of damaging the strawberry crop. Price of canned strawberries will be 30c per tin, which makes it a very high priced fruit. New Canadian raspberries are expected within a few days. Opening prices have not been quoted, but it is anticipated that the pack will be short.

*Feeling That Soaps  
Are High Enough*

**Winnipeg.**  
**SOAPS.**—There is a feeling in the trade here that laundry soap has about reached its limit as regards price. Owing to the active condition of the soap market during the past two or three months, the retailer has become loaded up, with the result that the demand now from the wholesalers is not very large.

*Behind in Deliveries  
on Coarse Salt*

**Winnipeg.**  
**SALT.**—Brokers state that delivery on salt is considerably behind still, especially on coarse salt. If deliveries on the latter could be improved the situation would not be so bad.

*Forecast Advance  
no Corn Products*

**Winnipeg.**  
**CORN.**—Cornflake manufacturers advise that the price of corn having reached the amazing figure of \$2.43 per bush., or nearly three times the price of a year ago, they will be compelled to announce an advance very shortly, and promise one about August 23rd. The new crop now growing is forecast as 16% greater than 1911 to 1915 average.

*Sockeye Pack  
Likely to be Small*

**Winnipeg.**  
**CANNED SALMON.**—Prices on new pack goods have not yet been named. Packers have held off owing to the shortage in the catch. Advices vary as to the probable pack of Sockeyes, some estimates being as low as 25% of normal pack. Under ordinary circumstances this year should furnish a big pack, being the fourth year; every fourth year there is usually a big run of fish. Owing to a mishap during the canning season four years ago, a large quantity of salmon did not reach the spawning grounds with the result that this being the fourth year, when the fish return, there is a shortage.

*Lemons Up to \$10.00  
Blackberries Arrive*

**Winnipeg.**  
**FRUITS AND VEGETABLES.**—The opinion of wholesale men is that we are not likely to see blueberries lower than \$2.00. They state that they are very scarce. The newest line on the market is blackberries, which have been selling at \$4.50 per crate. Lemons have advanced \$1.00 per case, and are now quoted at \$10.00. Plums are slightly cheaper, being quoted at \$2.50 per crate. Home grown cabbage is on the market and is quoted at 3½c per lb. New potatoes have taken a further drop, and are now offered at \$1.60 per bushel. Home grown beans are now being offered.

Cucumbers, bushel .....	5 00
Potatoes, new, B.C. ....	1 60
Carrots, new, bag .....	3 50
Turnips, new, bag .....	2 75
Cabbage, homegrown, lb. ....	0 03½
Lettuce, leaf, doz. ....	0 15
Imported mushrooms .....	1 00
Parsley, home grown .....	0 40
Peas, green, lb. ....	0 15
Tomatoes, Ontario, case .....	2 00
Fruits—	
Blueberries, basket, 14 lbs. ....	2 00
Oranges, Valencias .....	5 00
Lemons .....	10 00
Bananas, lb. ....	0 05
Watermelons, doz. ....	8 00
Cantaloups, flats .....	2 25
Cantaloups, standard, 45 to case .....	6 50
Pears, Cal., crate .....	2 50
Plums, crate .....	2 75
Peaches, crate .....	1 75
Grapes, Malaga, crate .....	3 50
Blackberries, crate .....	4 50

**"CANNED" EGGS SOON ON THE MARKET**

One of the latest developments in the egg game, and one which will prove a welcome addition to the list of table delicacies, is the "canned egg," being high grade eggs canned for table purposes. This new product has been tested out for more than a year and has been found to be thoroughly practical. Steps are being taken to put the canned eggs on the market and establish them as a standard article of food.

The new departure is the idea of Stanley Wyckoff, head of the Indianapolis Poultry Company, Indianapolis, Ind. He

has been working on the idea about a year. Last season he put up his first eggs, packed them in boxes like any other canned goods, and left them in his office. This spring he opened the cans to see how the eggs had kept and found them in perfect condition.

The eggs are like hard-boiled eggs, except that they are in solid mass shaped like the can, and are sliced up for use like meat-roll or other table edibles. The eggs are canned during the flush periods, when they are reasonable in price. The eggs are broken, and six placed in each can. The cans are then sealed and placed in steam just as any other products are canned, and this process boils the eggs and makes them fit to keep fresh until opened. Mr. Wyckoff says he now has made it possible to have each egg separate in a parchment wrap, permitting them to be taken out individually instead of in a mass when opened. It is proposed to put eggs on the market so that they can retail for about 20 cents a can.

It is expected that the canned eggs will find a big demand for war purposes, mining camps and commissaries, and other consuming outlets when fresh eggs are high in price.

**CANNERS DENY HOLDING FOR EXPORT**

The inability of some grocers to secure shipments of canned peas and strawberries recently led to the allegation that the canning companies were withholding shipments of these canned goods to wholesalers and retailers in Canada in the hope of securing higher prices for the export trade.

An official of one canning company denied that such was being done and continued to explain the situation. He stated that there was not forty per cent. of the home consumption orders packed as his company had only about a forty per cent. pack from coast to coast. Owing to the intense heat, the pea crop was badly burnt up and instead of the record season which canners had anticipated, he declared they now faced the situation of being unable to care for nearly all the orders for home consumption without any thought of export.

The strawberry crop in Canada was declared by this company to have been a failure and only a small percentage of the usual quantity was obtainable by the factories.

Labor conditions and difficulty in securing tin cans for packing of the produce are having a big effect upon the industry this season as well.

Confirmation of this state of affairs was forthcoming from wholesalers who stated that the difficulty this season was in not being able to get the goods to can. In some instances where factories should have put out between fifty and sixty thousand cans of peas, they had only put out fifteen thousand cans.



# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Aug. 21.—An advance in the price of sugar is the leading feature in the market during the past week. High price of sugar is curtailing the sale of fruit. The flour market is firm, but the market for potatoes is weakening, due to arrival of new crop. Eggs are in very firm position and dollar eggs are being predicted for Christmas in some quarters. Local small fruits are coming into the market slowly as the prairie provinces are getting the bulk of the fruit from the producing districts of this province. Cured meats and lard are firm with a tendency to advance. There has been no change in rice prices during the week, but stocks are low. The market generally is in a nervous state.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	9 75
Flour, first patents, Manitoba, per bbl., in car lots	13 50
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	.....
Rice, Siam, No. 1	180 00
Do., Siam, No. 2	110 00
Beans, Japanese, per lb.	0 12½
Beans, B.C., white	0 16
Potatoes, per ton	35 00
Lard, pure, in 400-lb. tierces, lb.	0 27
Butter, fresh made creamery, lb.	0 43
Eggs, new-laid, in cartons, doz.	0 48
Cheese, new, large, per lb.	0 25

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Aug. 21. — Sugar advanced 25c per hundred during the week, and is now quoted at \$10.50, with a further advance expected. Creamery butter advanced and is now quoted at 44c per lb., with dairy butter at 31c. A big advance in rice seems reasonably sure. Siam rice is generally quoted at \$7.50 per hundred lbs., but some small lots may be had for less money. Japan rices are quite generally quoted at \$8.50 per hundred. Popping corn is being quoted at 12c per pound, and split peas at 10c per lb. Lamp glasses, salt fish and various kinds of Clark's canned goods have been advanced slightly. Eggs are quoted at \$11 per case, which denotes a firmness in the market. Rolled oats have declined 25c, 80's now being quoted at \$3.25 per bag. Crisco is down to 90c per case. Lard 3's is quoted at \$16.20 per case.

### CALGARY:

Beans, small white, Japan, lb.	0 13	0 15
Flour, No. 1 patents, 98s per bbl.	12 10	
Molasses, extra fancy, gal.	0 82	0 90
Rolled oats, 80s	3 25	
Rice, Siam, cwt.	7 50	
Tapioca, lb.	0 13	
Sago, lb.	0 13	
Sugar, pure cane, granulated, cwt.	10 50	
Cheese, No. 1 Ontario, large	0 24½	0 25
Butter, creamery, lb.	0 44	
Do., dairy, lb.	0 31	
Lard, pure, 3s, per case	16 20	
Eggs, new laid, case	11 00	
Tomatoes, 2½s, standard case	4 50	4 80
Corn, 3s, standard case	3 90	4 00
Peas, 2s, standard case	3 45	
Apples, gals., Ontario, case	2 65	2 85
Strawberries, 2s, Ontario, case	5 50	5 85
Raspberries, 2s, Ontario, case	5 40	5 85
Peaches, evaporated, lb.	0 14	0 15
Peaches, 2s, Ontario, case	4 75	
Lemons, case	10 00	
Salmon, pink, tall, case	7 25	
Salmon, Sockeye, tall, case	12 75	

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Aug. 21.—Ontario flour dropped 50c per bbl. during the week, and is now quoted at \$12.85. Cornmeal is also down in price, granulated in barrels being quoted at \$13.75, which is a decline of 50c, while ordinary cornmeal in bags is quoted at \$4.75. Siam rice is now higher, and is quoted at \$8 to \$8.25 per hundred lbs. Sugar is in strong market and shows an advance of 35c, extra granulated being quoted \$9.50 to \$9.55, yellow at \$9 to \$9.05, and Paris lumps \$10.75 to \$11. Eggs are again higher, new laid being quoted at 45c per doz., and case eggs at 40c to 41c per doz. Pure lard is slightly easier in price, being quoted 27½c to 28c per pound. Old potatoes are practically off the market, new ones taking their place at \$2.50 per bbl. The first American apples are in the market, and are being quoted at \$8 to \$9 per bbl.

### ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	13 90	
Ontario	12 85	
Cornmeal, gran., bbls.	13 50	
Cornmeal, ordinary, bags	4 75	
Molasses, extra fancy, gal.	0 76	0 77
Rolled oats, bbl.	10 25	
Beans, white, bush	9 25	9 80
Beans, yellow-eyed	8 75	8 80
Rice, Siam, cwt.	8 00	8 25
Sago and tapioca, lb.	0 13½	0 14
Sugar—		
Standard granulated	9 50	9 55
No. 1 yellow	9 00	9 05
Paris lumps	10 75	11 00
Cheese, N.B., twins	0 22½	0 23
Eggs, new-laid	0 45	0 45
Eggs, case	0 40	0 41
Breakfast bacon	0 33	0 35
Butter, creamery, per lb.	0 42	0 45
Butter, dairy, per lb.	0 42	0 42
Butter, tub	0 39	0 41
Lard, pure, lb.	0 27½	0 28
Lard, compound	0 21½	0 21½
American clear pork	53 00	56 00
Beef, corned, lb.	4 25	
Tomatoes, 3s, standard, case	4 70	
Raspberries, 2s, Ont., case	5 40	

Peaches, 2s, Ontario, case	4 30	
Corn, 2s, standard case	4 30	
Peas, 2s, standard case	3 50	
Apples, gals., N.B., doz.	3 50	
Strawberries, 2s, Ont., case	5 00	5 25
Pork and beans, case	4 00	5 50
Salmon, red spring, talls, case	10 00	10 50
Salmon, pink, talls, case	6 50	7 00
Salmon, Cohoes, case	9 75	10 00
Salmon, Chums	5 75	6 00
Sardines, domestic, case	6 00	
Cream tartar	0 53	0 60
Currants, lb.	0 20	0 21
Raisins, choice, lb.	0 12½	
Raisins, fancy, lb.	0 12½	
Raisins, seedless, lb.	0 15	
Prunes, 90-100, lb.	0 14	0 14½
Candied peel, citron	0 35	0 37
Candied peel, orange and lemon	0 28	0 30
Evaporated apples, lb.	0 12½	0 13
Evaporated apricots, lb.	0 21	
Fresh Fruits and Vegetables—		
Lemons, Messina, box	8 00	9 00
Lemons, Cal., box	10 00	
Oranges, Cal., box	4 50	5 50
Pears, Cal.	4 00	4 50
Peaches, Cal.	1 75	2 00
Plums, Cal.	2 75	3 50
Grapefruit, per case	6 00	7 00
Apples, American, bbl.	8 00	9 00
Potatoes—		
New, native, bbl.	2 50	
Onions, Texas	2 00	2 25
Tomatoes, Ont., basket	1 75	
Cucumbers, doz.	0 30	0 40

## LIGHTNING RODS EFFECT FOOD CONSERVATION

In connection with the active campaign for the conservation of food supplies being carried on throughout Canada, it has been urged that considerable conservation could be effected by the greater use of lightning rods on barns throughout the country. During the years 1912-16 inclusive, no fewer than 5,200 barns were destroyed in Canada, with an aggregate loss of over \$7,850,000 and by far the greatest number of these fires were caused by lightning. Evidence gathered from all parts of Canada and the United States has conclusively proved that properly rodded buildings are practically immune from lightning damage, and it is therefore of economic importance that every barn should be efficiently protected by lightning rods.

## THE CANADIAN HIGHWAY

The Island Automobile Association, of Victoria, B.C., has recently sent out to interested organizations and circulated among the public a pamphlet outlining a proposed draft Bill in connection with Bill Fifty-eight before the House of Commons dealing with the Highway Improvement Act. All B.C. members of Parliament have been urged to oppose the Bill and to support the plan as outlined in the draft Bill calling for the appropriation of ten million dollars divided among the provinces for the construction of a roadway from Glace Bay near Sydney, as directly as possible to Quebec City, thence to Ottawa, Winnipeg, Vancouver, Nanaimo and Cape Scott.

# PRODUCE AND PROVISIONS

## Hogs Higher And Meats May Go Up

Montreal.

PROVISION.—Still the scarcity of hogs remains most pronounced, and there is every reason to believe in the wisdom of the bacon-eating curtailments put in force. Live hogs weighed off cars, were quoted as high as \$19 this week. So far the products have not advanced with them, but there is a distinct firmness in the whole market, and the outlook is for advances in the meats before long should the advances in hogs continue. There is a good demand for the various cured and cooked meats at present, and it would seem as if the bacon-less days are not going to affect the ordering of this foodstuff to any great extent by consumers at large. Boiled hams have advanced a cent this week.

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

## Poultry Supplies Are in Demand

Montreal.

POULTRY.—Receipts of live poultry last week were not so large as in the previous weeks. Country dealers give as their excuse that the farmers were busy with their crops, and could not spare the time to market poultry. Receipts were cleaned up at good prices. Dealers are still advising farmers to hold their broilers and raise Fall corn chickens, which will supply more meat than broilers. Demand for storage poultry is somewhat better. Restaurants and hotels are commencing to make a specialty of poultry dinners which will take the place of beef and bacon on meatless days.

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

## Eggs Keep on the Advancing Trend

Montreal.

EGGS.—The market for eggs continues very firm. Dealers are surprised to find the production of eggs is so very limited. As it is, at the present time, if it were not for eggs which are arriving on the market from Western Canada there would be a distinct shortage. Supplies are in fact already so short that three or four Montreal dealers replenished their supply last week out of cold storage eggs. Present prices do not show any profit on storage eggs, but it is simply a matter of filling the orders. New laid eggs are particularly scarce and are in good demand, selling wholesale at 52 cents. There is a little or no export inquiry for Fall shipment this week.

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

## Cheese Market is Steady and Firm

Montreal.

CHEESE.—The cheese market keeps as firm as the steady prices of the commission will admit of. The situation makes it hardly possible for dealers to make any important profit, and there is a quietness in the market on that account as far as tendency to price movements is concerned. But there is a good steady demand for cheese, and the factories are busy in the country while the farmers are getting good prices for the product. There are no changes in prices to retail locally.

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

## Butter Prices Keep Soaring in Country

Montreal.

BUTTER.—The condition of the market for butter is surprising dealers and puzzling them. Never have prices been so tremendously firm as now in the country. And they seem to continue to advance. Receipts of butter are smaller than in the previous year at this time. Quality is good, but farmers are able to hold for the higher prices and get them. Still at the surprising

price of 42½c in the country which was the figure at Cowanville last week, dealers cannot see how butter is to be sold in any big supply in the cities to ordinary consumers. Prices are advanced two cents a pound to the retailer this week.

<b>Butter—</b>	
Creamery prints (fresh made)....	0 44½
Creamery solids (fresh made)....	0 44
Dairy prints, choice, lb. ....	0 40
Dairy, in tubs (choice) .....	0 39
Bakers .....	0 35

## Honey Offered at Higher Prices

Montreal.

HONEY.—Offerings of clover honey during the past week have been liberal, indicating a very good crop in some sections, at any rate. Dealers in the country, however, report a good local demand, and are asking much higher prices than they did last year for their crop. The buckwheat crop is very promising, and it is, therefore, expected that in sections where buckwheat honey has been offered in past years, there will be a very large crop this season. It is too early, however, to predict as to prices.

<b>Honey—</b>		
Buckwheat, 5-10 lb. tins, lb....	0 12	0 12½
Buckwheat, 60-lb. tins, lb....	0 12	
Clover, 5-10 lb. tins, per lb....	0 14	
Clover, 60-lb. tins .....	0 13½	
Comb, per section .....	0 15	0 16

<b>Maple Product—</b>		
Syrup, 13 lbs. Imp. meas., per gal. ....	1 45	1 50
11-lb. tins .....	1 20	1 25
Sugar, in blocks, per lb. ....	0 16	0 17

## Lard Is Higher; Meats Also Up

Toronto.

PROVISIONS.—There was a generally firm market for provisions during the week, with advances of ½c per pound recorded on medium hams, 2c per pound on plain backs, and 2c per pound on boneless backs. Bacon was ½c per pound higher. Cooked hams showed a firmer tendency by ½c, while mess pork in barrels was \$1 to \$1.50 per barrel higher. Pure lard showed a firmer tendency, and was quoted at 25c to 26c per pound on tierce basis. Compound lard inclined higher from the lower levels in some quarters, although the range in the market remained the same at 20½c to 21¾c. The position in compound lard is stronger, due to the higher market on cottonseed oil. Demand for lard and compound is reported to be improving rapidly. Demand on meats continues good. Live hogs took a big jump during the week, increasing by \$1.75 per hundred, making the price of fed and watered \$18.75 per 100 pounds, with every indication that



higher prices will be paid. Dressed hogs advanced \$2 per 100 in sympathy with the market for live hogs. Supplies have not been heavy.

<b>Hams—</b>		
Medium, per lb.	0 30	0 32
Large, per lb.	0 34	0 28
<b>Backs—</b>		
Plain	0 33	0 38
Boneless, per lb.	0 40	0 41
<b>Bacon—</b>		
Breakfast, per lb.	0 34½	0 36
Roll, per lb.	0 28	0 29
Wiltshire (smoked), per lb.	0 31	0 31½
<b>Dry Salt Meats—</b>		
Long clear bacon	0 26	0 26½
Fat backs, lb.	0 25	0 27
<b>Cooked Meats—</b>		
Hams, boiled, per lb.	0 41	0 42
Hams, roast, per lb.	0 44	0 46
Shoulders, roast, per lb.	0 41	0 43
<b>Barrel Pork—</b>		
Mess pork, 200 lbs.	48 50	49 50
Short cut backs, bbl. 200 lbs.	50 00	50 00
Pickled rolls, bbl. 200 lbs.	47 00	49 50
<b>Lard—</b>		
Pure tirces, 400 lbs., per lb.	0 25	0 26
Compound tierces, 400 lbs., lb.	0 20½	0 21¾
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
<b>Hogs—</b>		
Dressed, abattoir killed	26 00	
Live, off cars	19 00	
Live, fed and watered	18 75	
Live, f.o.b.	17 40	

### Butter Again Goes Up 1c Per Pound

**Toronto.** BUTTER.—Higher prices were again recorded on butter to the extent of 1c per pound, due in large measure to the scarcity of that product. There has been a good demand locally and inquiry and sales into export channels has been good. There was general expectation in the Eastern markets that there would be a further increase in the price of butter in England, but such movement did not take place. There does not seem to be the required number of cattle on this continent to give the required production of milk for both butter and cheese. There is a shortage in the United States and cream from Canada has accordingly been shipped into the United States, which further accentuates the situation in Canada.

Creamery prints, fresh made	0 42	0 43
Creamery solids	0 41	0 42
Dairy prints, choice, lb.	0 38	0 40
Dairy prints, lb.	0 34	0 37

### Eggs Were Firm; Production Better

**Toronto.** EGGS.—There was a strong market for eggs during the week and prices inclined slightly higher. Production is reported to be improving somewhat now that the hens have been able to get on the stubble. There is divided opinion in the market as to whether lower-priced eggs can be expected within the next two or three weeks. The assertion is made that if they do not come within that period that we have probably seen about the lowest point for the season. With the production better, it is pointed out that farmers usually seize this opportunity to store their supply of eggs for the winter, and that this may keep

the prices firm. Much depends upon the volume of eggs that come forward.

<b>Eggs—</b>		
New laids, cartons	0 50	0 53
New laid, ex-cartons	0 47	0 49
No. 1, ex-cartons	0 45	0 46
Westerns, ex-cartons	0 43	

### Cheese Prices Maintained Steady

**Toronto.** CHEESE.—There was no variation from the set price paid by the Cheese Purchasing Commission, and prices locally held steady in conformity with the condition. There is a continued good demand for cheese for export and locally there has been fair movement. Things have apparently settled down to a steady grind in the cheese market.

<b>Cheese—</b>		
New, large	0 22¼	0 23
Old, large	0 29	0 31
Stilton (old)	0 29	0 32
Stilton (new)	0 23½	0 25

### Supply of Hens Is Rather Light

**Toronto.** POULTRY.—Supplies of live hens reaching the local market during the week were somewhat light, and prices being paid by dealers were accordingly higher by 2c per pound, the range being from 18c to 20c per pound. This price is as much as that being paid for dressed hens. Farmers are evidently busy with their harvesting activities, and this is causing the light arrivals. Ducks were not quite as plentiful during the week.

<b>Prices paid by commission men at Toronto:—</b>		
Ducks, live, lb.	0 14	0 17
Roosters, live, per lb.	0 13	0 14
Hens, live, per lb.	0 18	0 20
Hens, fresh, dressed, per lb.	0 18	0 20
Spring chickens, live, 2 lbs. and over, lb.	0 20	0 22
Do., dressed, 2 lbs. and over	0 25	0 30
Squabs, dozen	4 00	
<b>Prices quoted to retail trade:—</b>		
Hens, dressed	0 22	0 25
Ducks, dressed	0 22	0 25
Chickens, live	0 22	0 25
Do., dressed	0 30	0 35

### Looks Like Lighter Honey Crop This Year

**Toronto.** HONEY, MAPLE SYRUP.—From reports that have so far petered through, it would seem that honey will in all probability be a lighter crop this season. It is stated that there will be more basswood honey this year than clover honey in Ontario. The extreme wet weather of spring is reported to have sent the clover mostly to stalk and leaf, with a shortage on flowers. In some sections where the clover was on dry or sandy land the yield will be up to last year, but on low-lying land the production will not equal last year. One of the factors operating to cause dearer honey is the higher price of tins, which, it is stated, will add another 1½c to 2c per pound. Some of the new-crop honey has been purchased in the country at about the price paid last year to the producers. Some comb honey is expected to reach the market this week, and will be quoted at \$3 per dozen for No. 1 and \$2.60 per dozen for No. 2. Old crop comb honey is still selling at \$2.50

to \$2.75 per dozen.

<b>Honey—</b>		
Clover, 5 and 10-lb. tins	0 14	0 15
60-lb. tins	0 13½	0 14
Comb, No. 1, doz.	2 50	2 75
<b>Maple Syrup—</b>		
8-lb. tins	1 25	
Gallons, Imperial	1 75	

### Hogs Reach New High Level

**Winnipeg.** PRODUCE AND PROVISIONS.—The hog market last week advanced from \$15.75 to as high as \$17.35. This was in sympathy with American and Eastern markets. Receipts continue light, and with this state of affairs it is likely that big products will advance. EGGS.—This market is much firmer. Winnipeg houses are paying as high as 37 to 38c straight receipts, whereas city merchants are paying 39c for No. 1 candled. Large quantities are not offered at this figure. The production of eggs is very light. CREAMERY BUTTER.—During the week this commodity has had a firmer undertone, although price remains unchanged. It is expected that higher prices will prevail later on. DAIRY BUTTER.—The production has fallen off considerably, and this has brought about a slight rise from 32 to 32½c. There is nothing new about the cheese market.

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

### PACKERS SUGGESTION TO BUYERS OF DRIED FRUITS

A large U. S. packing firm has issued a request to buyers of dried fruits, prunes, etc., that they make their purchases this year as much as possible in twenty-five pound boxes, unfaced; this as a matter of economy, and incidentally a saving to the packers. It has been pointed out that by doing this the purchasers will save at least fifty dollars a car load and relieve the packers of all the extra labor required in facing the top layer of the boxes. The saving of labor is all important as labor just now is scarce. It is also pointed out that purchases made in unfaced boxes, beside relieving the labor situation, will expedite shipment—a feature which is bound to be unusually important this fall.

## WHEN THE LATE FRUITS ARRIVE

We have every reason to believe, in view of all the publicity given the subject of preserving, that the housewife is going to put up all the available late fruits. This means to you more sales of



### LANTIC PURE CANE SUGAR

**Glass Jars**  
**Jelly Glasses**  
**Jar Rings**

It is to our mutual interests and the interests of the country that we do everything possible to encourage the preserving idea. Public spirit and private economy should influence the housewife to give this question serious consideration.

Lantic Sugar is the best for preserving.

**ATLANTIC SUGAR REFINERIES, LIMITED**  
**Montreal, Que.**

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☛ We have always specialized in Japan teas and the trade know that we carry the largest stock of any importing firm in Canada.

☛ The market has advanced on this season's teas from 5c. to 8c. per lb.

*We have a large selection of cup quality grades. Samples and prices on request.*

**KEARNEY BROS., LIMITED**

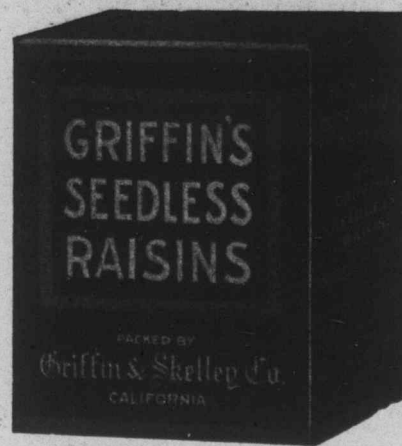
*Tea and Coffee Specialists*

**33 St. Peter Street**

**Montreal**

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





## Griffin's Seedless Raisins

To boast of Griffin's Seedless is a thing  
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They are whole and clean and never  
oversweet;

Are uniform in size and dainty otherwise,  
And good enough for any king to eat.

Cleans  
Scours  
and  
Polishes  
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Sinks  
and  
All  
Enamel  
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**Mr. Merchant:**



Note the name and  
the package.

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some time. Why not now?

Manufactured by  
THE B & L MFG., CO. Ltd.

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**Orange Marmalade**

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Are you selling it?



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to sell the delicious, wholesome Pure Concord Product—

**Barnes Grape Juice.**

You'll like the profits and the "repeats."

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

**The Best Asset of a Grocery Business is Satisfied Customers**

**Baker's Cocoa and Chocolate**



Registered Trade-Mark

Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

**ALWAYS SATISFACTORY**

Made in Canada by  
**Walter Baker & Co., Limited**  
Established 1780  
Montreal, Can.    Dorchester, Mass.

We sell Wholesale and Retail Grocery and Hardware trade. Have five travellers. Want attractive line to push. Address Box 535, CANADIAN GROCER.

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

One great advantage of KLIM is that your customer can use the exact amount required for the bread, cake, gravy or whatever it is that she is making and then after replacing the cover on the tin place it back on the shelf—and the KLIM will be sweet and fresh whenever it is needed again.

Order the household size from your wholesale grocer.

**CANADIAN MILK PRODUCTS LIMITED**  
10-12 William St., TORONTO  
10 Ste. Sophie Lane, Montreal

ALSO STOCKED BY  
**W. H. Escott Co., Limited**  
Winnipeg    Calgary    Regina  
Edmonton

**Kirkland & Rose**  
Vancouver

**Are You Interested?**

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

**RATES:**

(payable in advance)  
2c per word, first insertion.  
1c per word, subsequent insertions.  
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

**No Other Paper Reaches All These Men.**

- In Selling a Business?
- In Buying a Business?
- In Engaging a Clerk?
- In Securing a Position?
- In Securing a Partner?
- In Disposing of Second-hand Fixtures?

Then you should use Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

**Canadian Grocer**

143-153 University Ave., Toronto



# Furnivall's

FINE  
FRUIT  
PURE JAM

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

By preserving only the very choicest fresh fruits under the most ideal conditions we have created in Furnivall's Fine Fruit Pure Jam a quality standard that's hard to equal.

Keep it displayed.

**FURNIVALL-NEW, Limited**  
Hamilton, Canada

## Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

### "SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing  $\frac{1}{4}$ ,  $\frac{1}{2}$  or 1-lb. packets.

#### R. E. BOYD & COMPANY

Agents for the Province of Quebec  
15 STE. THERESE ST. MONTREAL

#### D. H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

## W. C. Edwards & Co., Ltd.

OTTAWA  
ONTARIO

Manufacturers of

# BOX SHOOKS

## GOOD WASHBOARDS AT PRICES THAT SELL

Every one of our washboards is made to give years of satisfaction and service. And the price is attractive.

#### Our lines:

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

Every sale means a good profit.

### CANADIAN WOODENWARE CO.

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

## MELROSE'S TEAS

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

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

### ANDW. MELROSE & CO.

Tea Merchants to the King  
EDINBURGH, SCOTLAND

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

In our Prohibition Provinces and elsewhere, most people are delighted with this delicious beverage. And so are dealers, for

## Hop Malt Beer Extract

sells quickly and sells well, wherever presented. Helps anyone to make a most delightfully flavored, genuine, wholesome Lager Beer at home. Conforms strictly to Temperance Act. No license necessary. Agents still required in many places. Write at once.

HOP MALT COMPANY  
Dept. S. Beamsville, Ont.

## Salesmen Wanted

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

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

# The Popular Summer Dessert

The hot summer days call for lighter desserts. No woman wants to spend her precious time and energy making up the usual heavy ones all the time when she can introduce variety and satisfaction by using

## Shirriff's Jelly Powders



What could be more delicious than a Shirriff's jelly with fruit or ice cream for the hot days? - They can be prepared for the table in a few minutes. And if the housewife sees your windows attractively decorated with our free window displays, she will quickly get the idea and make you a good customer.

*Why not start with a case or two right away. Write us.*

**Imperial Extract Company - Toronto**



### Speedy and Profitable Soap Sales

Grocers appreciating quick-selling, customer-pleasing lines should concentrate their selling efforts on this aptly named and popular soap.

Put in a window display to-day and let results speak for themselves. You'll find Wonderful Soap a good profit-maker.

You will find "Crystal Soap Chips" a live seller.

**Guelph Soap Co.**  
Guelph, Ont.



### Tell your customers

about the sweet, delicious purity of **MARSH'S GRAPE JUICE**. Repeat sales will quickly convince you that this is a line worth pushing.

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

**The Marsh Grape Juice Company**  
Niagara Falls - Ontario

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

**Rose & Laflamme, Ltd.**  
Montreal, Que.

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



## Pleasure for Canadians to Obey Food Controller's Order

TO give strict heed to the order of W. J. Hanna, Dominion Food Controller, that Canadians should conserve the meat supplies by making greater use of fish and sea foods, is really a very pleasant duty to those who are familiar with the delicious products put up under the Brunswick Brand.



## Win the appreciation of your customers

by offering them complete assortment of the appetizing Sea Foods distinguished by the

## Brunswick Brand

KEEP these goods well displayed in the windows and on the counter. Suggest them with every order. It will mean additional business and extra profits for you; and your customers will appreciate your thoughtfulness in having suggested such delicious foods.

Your Wholesaler has these:

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

## Connors Bros., Limited Black's Harbor, N.B.

### QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

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

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

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

#### DOMINION CANNERS, LTD.

#### JAMS

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

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

#### DOMINION CANNERS, LTD.

#### CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts. Delhi Epicure.....	\$1 75
1/2 Pts., Red Seal, screw tops	1.35
Pts., Delhi Epicure .....	2.40
Pts., Red Seal .....	1.85
Qts., Delhi Epicure .....	2.60
Qts., Red Seal .....	2.40
Qts., Lynn Valley .....	2.40

#### BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case .....	.95
1's Baked Beans, Plain, 4 doz. to case .....	1.15

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

#### "AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case .....	\$1 40
12-oz. Glass, Screw Top, 2 doz. in case .....	2 00
16-oz. Glass, Screw Top, 2 doz. in case .....	2 50
16-oz. Glass Tall, Vacuum Top, 2 doz. in case.....	2 50
2's Tin, 2 doz. per case.....	3 40
4's Tin, 12 pails in crate, per pail .....	0 63
5's Tin, 8 pails in crate, per pail .....	0 76
7's Tin or Wood, 6 pails in crate .....	0 99
14's Tin or Wood, 4 pails in crate, per lb. ....	14 1/2
30's Tin or Wood, one pail crate, per lb. ....	14 1/2

#### BLUE

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

#### CEREALS

#### WHITE SWAN Per case

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

#### COCOA AND CHOCOLATE THE COWAN CO., LTD.

#### COCOA.

Empire Breakfast Cocoa, 2 doz. in box, per doz.....	2.45
Perfection, 1/2-lb. tins, doz...	2.45
Perfection, 1/4-lb. tins, doz...	1.35
Perfection, 10c size, doz.....	.95
Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	.37
Supreme Chocolate, 12-lb. boxes per lb. ....	.96

# A PURE HARD — SOAP —



**PURITY.** The manufacture and sale of "SURPRISE" have always been undertaken with the assurance of a high standard of PURITY, guaranteed by the use of pure ingredients.

**HARDNESS.** It is no longer necessary for you to store up soap to make it HARD. "SURPRISE" is hard and ready for immediate use.

**THE ST. CROIX SOAP MANUFACTURING COMPANY**

ST. STEPHEN, N.B.

Montreal

Toronto

Winnipeg

Vancouver

West Indies

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



# Your Word Carries Weight

—with your customers. They trust your judgment. They will try what you suggest, and use what you recommend. Many of your customers will come back and thank you for showing and recommending

# Sunset Soap Dyes

because they are so cleanly to use, so economical and satisfactory. These wonderful dyes do not stain the hands or soil utensils. Goods to be dyed need not be washed. Sunset Dyes clean and dye at the same time. Contain no acid—will not injure delicate fabrics. They come to you attractively packed and boxed, ready to place on your counter.

For prices and trade discounts write—

Canadian Distributors:  
**HAROLD F. RITCHIE & COMPANY LIMITED**

TORONTO : ONTARIO

Manufactured by  
**SUNSET SOAP DYE CO., Inc.**  
NEW ROCHELLE, NEW YORK

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

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, 10c cakes, 2 doz. in box, per box.	1 80
Diamond Chocolate, 7s, 4-lb. boxes	1 10
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 23
Diamond, ¼'s, 6 and 12-lb. boxes	0 23
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 25
Chocolate Confections Per doz.	
Maple buds, 5-lb. boxes.	0 39
Milk medallions, 5-lb. boxes.	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes.	0 39
Lunch bars, 5-lb. boxes.	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box.	0 95
Nut milk chocolate ½'s, 6. lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake.	0 75
Almond nut bars, 24 bars, per box	0 90

**CALIFORNIA FRUIT CANNERS ASSOCIATION**

**CALIFORNIA RIPE OLIVES DEL MONTE BRAND**

Size—

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

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

**CONDENSED MILK**

Terms net 30 days

Eagle Brand, each 48 cans...	\$8 25
Reindeer Brand, each 48 cans	7 95
Silver Cow, each 48 cans...	7 40
Gold Seal, Purity, each 48 cans	7 25
Mayflower Brand, each 48 cans	7 25
Challenge, Clover Brand, each 48 cans	6 75

**EVAPORATED MILK**

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

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

**CONDENSED COFFEE**

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

**COFFEE**

**WHITE SWAN SPICES AND CEREALS, LTD.**

**WHITE SWAN**

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz to case, weight 70 lbs.	0 35

**ENGLISH BREAKFAST COFFEE**

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

**MOJA**

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

**PRESENTATION COFFEE**

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

**FLAVORING EXTRACTS**

**WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS**

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

**GELATINE**

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 36

**W. CLARK, LIMITED**

**MONTREAL**

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

## Prompt answering means pleased customers

Make your telephone a better source of profit and customer-satisfaction by making it a rule to answer all calls promptly and courteously.

Polite, prompt telephone service puts your customer in a receptive mood, where she is willing to receive and accept suggestions from you.

Your telephone will cover its own cost and pay for its rental many times over if you see to it that every call is answered promptly and politely.



*Good service . . . our true intent.*



# The Bell Telephone Co. of Canada

HEINZ 57 VARIETIES

# HEINZ

Canadian-American Food Products.

## 57 VARIETIES

Canadian Factory, Leamington, Ont.    Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:  
**TORONTO**                      **MONTREAL**

Canadian Distributing Agencies:

Halifax	John Tobin & Co.
St. John	Baird & Peters.
Quebec	J. B. Renaud & Co.
Ottawa	Provost & Allard.
Winnipeg	The Codville Co., Ltd.
Edmonton	The A. Macdonald Co.
Lethbridge	The A. Macdonald Co.
Calgary	Simington Co., Ltd.
Fernie, B.C.	Western Canada Wholesale Co.
Moose Jaw	The Codville Co., Ltd.
Saskatoon	The Codville Co., Ltd.
Vancouver	Kelly, Douglas & Co.
Victoria	Kelly, Douglas & Co.

HEINZ 57 VARIETIES

## Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

# MIKADO

**We are offering the best value  
in Rice on the Canadian  
market to-day.**

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





## Vegetables

How do you keep them fresh for your customers and in view? Keep them in view and they are easier sold.

## FREEMAN

### VEGETABLE DISPLAY STAND

takes care of everything and allows a fine mist to fall on your vegetables and keeps them in the best of condition.

Write for catalogue and prices.

**W. A. FREEMAN & CO., LIMITED**  
Hamilton, Canada

# ROLLED BACON

Sugar Cured, Boneless, nice fresh goods and low in price.

*Let us have a sample order from you.*

**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON

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

**LAPORTE, MARTIN, LIMITEE**  
Montreal Agencies

**BASIN DE VICHY WATERS**

- L'Admirable, 50 bottles, litre cs. .... 8 00
- Neptune ..... 8 50
- San Rival ..... 9 00

**VICHY LEMONADE**

- La Savoureuse, 50 bottles, cs. 12 00

**IMPORTED GINGER ALE AND SODA**

- Ginger Ale, Trayders, cs., 6 doz. pts., doz. .... 1 35
- Ginger Ale, Trayders, cs., 6 doz., splits, doz. .... 1 25
- Club Soda, Trayders, cs., 6 doz., pts., doz. .... 1 30
- Club Soda, Trayders, cs., 6 doz. splits, doz. .... 1 20

**BLACK TEAS**

- Victoria Blend, 50 and 30-lb. tins, lb. .... 0 54
- Princess Blend, 50 and 30-lb. tins, lb. .... 0 52

**JAPAN TEAS**

- H. L., ch. 90 lbs., lb. .... 0 36
- Victoria, ch., 90 lbs., lb. .... 0 30

**COFFEES**

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

**MUSTARD**

**COLMAN'S OR KEEN'S**

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

**JELL-O**

**GENESEE PURE FOOD CO.**

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

**JELL-O ICE CREAM POWDERS**

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

**JELLY POWDERS**

**WHITE SWAN SPICES AND CEREALS, LTD.**

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

**SPICES**

**WHITE SWAN SPICES AND CEREALS, TORONTO**

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

# CANADIAN

**Tomatoes**  
**Cucumbers**  
**and Peppers**  
**Huckleberries**  
**Thimbleberries**  
**Early Peaches, Pears,**  
**Plums and Apples**  
 Also all kinds of  
**California and Southern**  
**Fruits**

**HUGH WALKER & SON**  
 GUELPH, ONT.

Established 1861

# FRUITS

The largest assortment in the trade. Pears, Peaches, Plums, Grapes, Tomatoes, Oranges, Lemons, Bananas. Good local Peaches will be starting shortly, and we wish to advise the trade that we will handle the packs of the principal growers in Niagara Peninsula.

*Enquiries invited.*

**WHITE & CO., LIMITED**

*Fruit Market*

Main 5529

:::

TORONTO

## New Crop

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

are shipped. Get these brands for the best Lemons.

**J. J. McCabe**  
 Agent  
 TORONTO

## Let us handle your fruit requirements

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

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

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

Write us to-day.

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

*Wholesale  
 Fruit and  
 Produce  
 Merchants*

*Established  
 1876*

*McWilliam & Everist, Limited*

Apples,  
 Bananas,  
 Citrus  
 Fruits  
 Cranberries,  
 etc.

25 CHURCH ST.  
 TORONTO

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





# You'll be delighted

with this big customer-satisfier — its sales-building, profit-making qualities are unexcelled, while its delicious piquancy and all-round goodness equal the most expensive imported brands.

STERLING TOMATO CATSUP is entirely Canadian-made, and can be safely recommended to the most critical connoisseur.

**T. A. Lytle Co., Ltd.**  
STERLING ROAD, TORONTO

## INDEX TO ADVERTISERS

<b>A</b>	
Ackerman, H. W. ....	18
Acadia Sugar Refining Co., Ltd. ....	22
Adams, E. E. ....	21
Anchor Cap & Closure Corp. ....	17
Atlantic Sugar Refineries, Ltd. ....	53
<b>B</b>	
Babbitts, Ltd. ....	21
Bain, Donald H., Co. ....	7
Baker, Walter, & Co. ....	55
Bell Telephone Co. of Canada ....	61
Benedict, F. L. ....	68
Betts & Co. ....	Inside front cover
Borden Milk Co. ....	1
B. & L. Manfg. Co., Ltd. ....	54
<b>C</b>	
Canadian Milk Products, Ltd. ....	55
Canadian Salt Co. ....	21
Canadian Woodenware Co. ....	56
Church & Dwight, Ltd. ....	21
Clark, W., Ltd. ....	3
Cockburn, F. D. ....	12
Connors Bros. ....	58
<b>D</b>	
Dole Bros. Hops & Malt Co. ....	56
Denault Grain & Prov. Co. ....	18
<b>E</b>	
Eckardt, H. P., & Co. ....	63
Elliot, W. F. ....	18
Edwards & Co., W. C. ....	56
El Roi Tan Co. ....	15
Escott, W. H., Co. ....	8
<b>F</b>	
Fearman Bros. ....	15
Fearman, F. W., Co. ....	62
Freeman, The W. A., Co. ....	62
Furnivall-New, Ltd. ....	56
<b>G</b>	
Gillespie, Robert, & Co. ....	10
Grant, C. H. ....	13
Griffin & Skelley ....	54
Griffiths, Geo. W., & Co., Ltd. ....	15
Guelph Soap Co. ....	57
<b>H</b>	
Hamblin-Brereton Co., Ltd. ....	18
Hargreaves, Canada, Ltd. ....	23
Hart, C. B., Reg. ....	18
Heinz & Co. ....	61
Hillock, John, & Co. ....	19
Horne, Harry, Co. ....	10
Hop Malt Co. ....	56
Hygienic Products ....	2
<b>I</b>	
Imperial Extract Co. ....	57
Imperial Rice Milling Co. ....	61
<b>J</b>	
Jacobs Bros. ....	2
Jarvis, F. S., & Co. ....	2
Jones, C. & J. ....	11
<b>K</b>	
Kearney Bros. ....	53
<b>L</b>	
Lake of the Woods Milling Co. ....	Back cover
Lalonde, A. ....	18
Lambe, W. G. A., & Co. ....	18
Lemon Bros. ....	65
Lever Bros. ....	59
<b>M</b>	
MacLure & Langley, Ltd. ....	16, 18
Magor, Son & Co., Ltd. ....	24
Mann, C. A., & Co. ....	68
Manufacturers' Window Dressing Service ....	18
Marsh Grape Juice Co. ....	57
Marshall, H. D. ....	18
Mason & Hickey ....	9
Mathieu, J. L., Co. ....	22
McCabe, J. J. ....	65
McKenzie, W. L. ....	11
Melrose, Andrew ....	56
McWilliam & Everist ....	65
Menzies, Stewart, & Co. ....	15
Millman, W. H., & Sons ....	18
Megantic Broom Mfg. Co. ....	22
Musson, Geo., & Co. ....	15
Mount Royal Milling Co. ....	Front cover
<b>N</b>	
Niagara Falls Wine Co. ....	24
<b>O</b>	
Oakeys ....	68
Ontario Grape Growing & Wine Mfg. Co. ....	55
O-Pee-Chee Gum Co. ....	5
Oury, Millar & Co. ....	2
<b>P</b>	
Patrick, W. G., & Co. ....	18, 20
Perry, H. L., & Co. ....	13
Pullan, E. ....	68
<b>R</b>	
Red Rose Tea Co. ....	23
Rock City Tobacco Co. ....	Inside front cover
Rose & Laflamme, Ltd. ....	18
<b>S</b>	
Sarnia Barrel Works ....	68
Scott-Bathgate Co., Ltd. ....	14
Shaw & Ellis ....	2
Spratts ....	64
Smith, E. D., & Son ....	6
Sunset Soap & Dye, Inc. ....	60
Supplies, Ltd. ....	18
<b>T</b>	
Tanguay, A. T., & Co. ....	18
Thompson, E. B., Co. ....	68
Thompson, G. B., & Co. ....	15
Tippett, A. P. ....	17, 19
Trent Mfg. Co. ....	68
Toronto Butchers' Supply ....	68
Toronto Pottery Co. ....	23
Toronto Salt Works ....	68
Turgeon, E. ....	18
Turner, C. S., Co. ....	11
Turton, J. E. ....	18
<b>U</b>	
Universal Importing Co. ....	18
<b>V</b>	
Varty, Geo. ....	18
<b>W</b>	
Wagstaffes, Ltd. ....	4
Walker, Hugh, & Son ....	65
Walsh, Martin M. ....	18
Watson & Truesdale ....	12
Wethey, J. H., & Co. ....	55
White & Co. ....	65
Woods, Walter, Co. ....	64

# Wanted

## CLASSIFIED ADVERTISING

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

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

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

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

### AGENCIES WANTED

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

### BUSINESSES FOR SALE

**EIGHT THOUSAND GENERAL STOCK—FINE** farming district. May continue or remove. Sixty-eight cents; half cash. Curiosity seekers and realty men, save postage. Box 444, Canadian Grocer.

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

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

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

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

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

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

### AGENTS WANTED

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

### POSITION WANTED

**A YOUNG, EXPERIENCED GROCERY SALESMAN** desires a position with good prospects. Write J. M. C., Box 57, Listowel, Ont.

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

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

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

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

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

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

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

### POSITION WANTED

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

### SALESMEN WANTED

**YOU NEED THE KIND OF HELP THAT** is trained, is alert, and has initiative. Readers of this paper are in this class, and they may be looking for just such a proposition as you have to offer. Try a condensed ad. Rates, payable in advance, 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents per insertion extra for Box Number.

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

### GOODS FOR SALE

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

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

### FIXTURES FOR SALE

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

**YOU MAY BE ENLARGING YOUR STORE** and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.



# Buyers' Guide

## Good Fresh Poultry

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

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

## BARRELS

(The best shipping package.)

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

**THE SARNIA BARREL WORKS, SARNIA, ONT.**

## Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

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


**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

**GEO. J. CLIFF**

**OAKLEY'S KNIFE POLISH**

20-102-7788



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

AGENTS:

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

## LARGEST CANADIAN DEALER

**ADEL 760**

**WASTE PAPER**

**E. PULLAN TORONTO**

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

**THE TRENT MFG. CO., LTD.**  
TRENTON ONTARIO

## SUCHARD'S COCOA

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

**FRANK L. BENEDICT & CO.**  
Agents Montreal

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

## COCOANUT Standard Coconut Mills

*E. B. Thompson, Sole Proprietor*

HAMILTON

CANADA

## EDWARDS' Worcestershire Sauce

**Chas. M. Edwards & Company**

*E. B. Thompson, Sole Proprietor*

20 FRONT ST. EAST

TORONTO

## Get the "Grocers' Encyclopedia"—

A large, handsomely bound volume, with scores of fine half-tone and color illustrations about the goods you buy and sell.

A book that you will be proud of—that you will like to see always on your library table—full of the very information you want in your business.

Price Prepaid \$10.50.

**Technical Book Dept.— MacLean Publishing Company**  
143-153 University Ave. - Toronto

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

# LET US MARKET YOUR PRODUCT IN WESTERN CANADA

Our selling organization covers the Prairie Provinces from the head of the Great Lakes westward.

Give snap and variety  
to your cooking with

## Lea & Perrins

The original  
and genuine  
Worcestershire Sauce.

Sold by Grocers Everywhere.

Made in  
Canada



No Better Salt  
in the World

### Windsor Table Salt

Made in  
Canada  
THE CANADIAN SALT CO. LIMITED



### Lantic Sugar

These are among the  
Trade Marks of National  
Reputation which we  
represent on the Western  
Market.



### REGAL FREE RUNNING Table Salt

An efficient selling organization, coupled with an old established connection with the Wholesale Trade, places us in a position to offer you **unexcelled facilities** for marketing your products.

We solicit accounts of large and progressive Manufacturers wanting active and responsible representation.

*Get your share of the Western Demand. Write us to-day*

## H. P. PENNOCK & CO., LIMITED

WHOLESALE GROCERY BROKERS

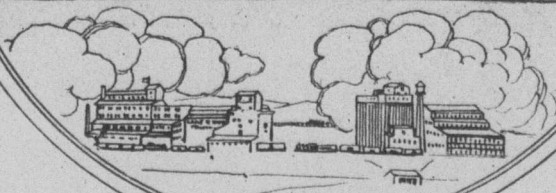
SASKATCHEWAN  
MANITOBA

Head Office WINNIPEG, Manitoba

ALBERTA  
WESTERN ONTARIO

*Representing The Canadian Salt Co., Limited; Atlantic Sugar Refineries, Limited; Lea & Perrins, etc.*





# Your Personal Guarantee Still Holds Good

The weather we will have henceforth will be a determining factor in the quality of the flour you will sell next year.

While, of course, we cannot control the weather, your interest dictates that we carefully supervise our wheat selection and milling process.

It is because the LAKE O' THE WOODS are not only willing but equipped through their intricate elevator system to sift the crop for its finest fruit, irrespective of price influence, that the grocers and dealers on our list are so well able at all times to maintain the integrity of their personal guarantee to the housewives in their trading radius.

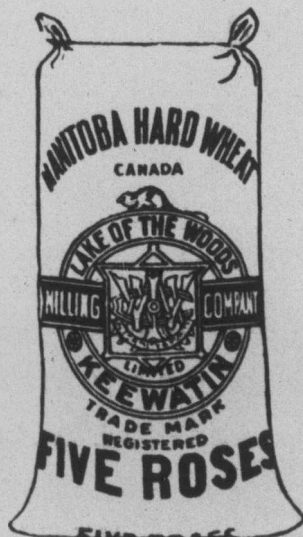
This Company's milling policy is based on the conviction that even in the leanest years there will be ample high grade wheat to insure the uniformly dependable standard of at least one brand of flour.

Even with the wheat still in the ground it is reassuring for you to know that your customers can rely on uniform baking results with FIVE ROSES flour. *Let your customers learn by experience that the words "Uniformity and Purity" on a FIVE ROSES bag are a genuine description of the contents.*

Such a belief on their part is the soundest basis of Goodwill!

**LAKE OF THE WOODS MILLING CO.,  
LIMITED**

Montreal "The House of Character" Winnipeg  
Offices in 16 Canadian Cities



Daily Capacity  
27,400 Bags of 98 lbs.