

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE : TORONTO, JULY 25, 1919

No. 30

Baines



*We manufacture products that should be in every
Jobbing House in the Dominion*

BAINES LILY WHITE CHOCOLATES---
20 Varieties

CHOCOLATE CREAM BARS

NUT MILK BARS

CHOCOLATE CREAM CAKES

MAPLE BUTTER, CHOCOLATE BUTTER

PEANUT BUTTER

ENGLISH HARD BOILED CANDIES

SUPERIOR TABLE SYRUP
CANADA'S BEST MAPLE SYRUP
FRENCH CREAMS

In our lines PURITY and QUALITY are combined

Baines Limited - Montreal

A. W. BARNUM

Western Representative :

Winnipeg and Vancouver

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits


are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND



Borden's

What does Borden Popularity mean to you?


It means dollars and cents to progressive grocers in every town in Canada who have linked up with the Borden publicity campaigns which are constantly being carried on through the medium of Canadian newspapers and magazines.

Get your share of these profit-building sales by putting the Borden lines on display prominently, by suggesting their use, by featuring them in your windows. The good profit they afford will make it well worth your while, and Borden quality and utility will take good care of repeat orders for you.

Borden Milk Co., Limited

MONTREAL

VANCOUVER



*Leaders
of
Quality*



Economy of Service

Of course your service should be economical for you—but also for your customer.

Riteshapes are economical in the store and also in the home. No parchment or waxed paper lining is necessary, when you use a **Riteshape**.

It takes less paper to wrap a **Riteshape**. The dish is strong enough to carry and protect the food so that you can use lighter paper. Tuck in the paper under the ends of the dish. You can omit the string entirely and make a perfect package.

Your customer puts the **Riteshape** and its contents right into the ice box or pantry. It constitutes a permanent storage retainer until the food is all used.

When the housewife takes the food out of the **Riteshape** she can get out all you put into it.

There is no wasted food which stuck to the dish or soaked into it.



The ONLY
COMPLETE
LINE
½ to 10 LBS.

Victoria Paper & Twine Co., Limited

Wholesale Distributors : : 439 Wellington St. West, Toronto

Branches : Montreal, Halifax.

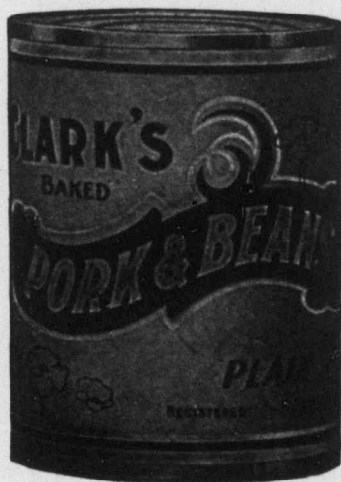


CLARK'S PORK AND BEANS

We need scarcely remind you, Mr. Grocer, that quick turnover is one of the most potent elements of business success.



THE CLARK PRODUCTS



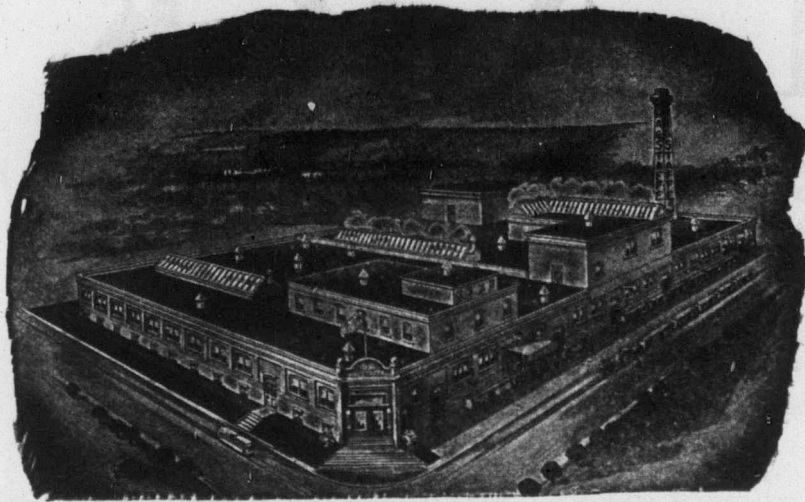
Will turn over your money much more rapidly than any other similar line and will therefore give you a much better return, plus
Satisfied Customers

W. Clark, Limited

Montreal



Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

RASPBERRY JAM

Now Ready for Delivery

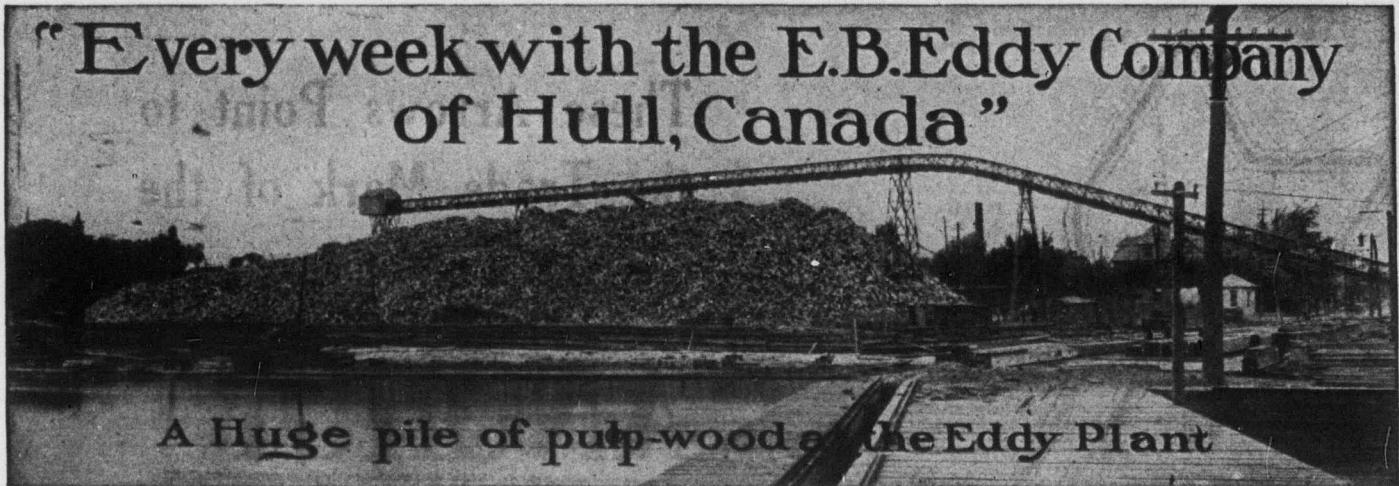
Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



“Every week with the E.B.Eddy Company of Hull, Canada”

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated July 25, 1919

Being No. 44 in the Series

Making E. B. Eddy Company Indurated Ware Products

TO find Eddy Company indurated ware in its first manufactured form at the plant you would have to visit the pulp mills which you have already read about. Here in the form of mechanical pulp and sulphite pulp the substance of the indurated ware exists, awaiting the hot ordeals by which it will become pails and tubs, and buckets and fibre washboards, etc.

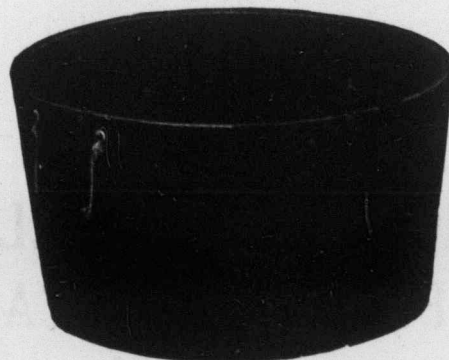
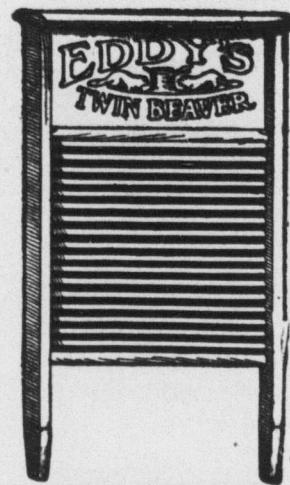
The pulp in consistency to flow freely through pipes, is pumped to the indurated ware factory. Here it pours into a beater not unlike those which are found at the paper-making plants. In the beater the pulp undergoes a very thorough mixing to comb out the fibres, and put them in order to join firmly in the solid texture of the ware.

From the beater the pulp is pumped to a battery of powerful hydraulic presses specially devised for the manufacture of each particular indurated ware article. Pails, tubs, buckets, etc., are formed over a core of perforated brass, which is further covered with cheesecloth before the pulp flows into place around it. The outside mould of the machine is also of brass, and a pressure of from 200 to 2,000 pounds per square inch can be applied.

Under this tremendous pressure the pail or tub takes shape. It is released from this press after due time, and proceeds to the hot press, where it gets the impress of the firm name applied as well as further pressure to improve its qualities. It is dipped in special varnish-like composition to make it impervious, buffed off to smooth down any imperfections, and baked in a kiln to dry it. Three dippings and if need be four, and a baking after each dipping, guarantee for Eddy Co. indurated ware perfect quality. Handles are fitted after the baking has been done.



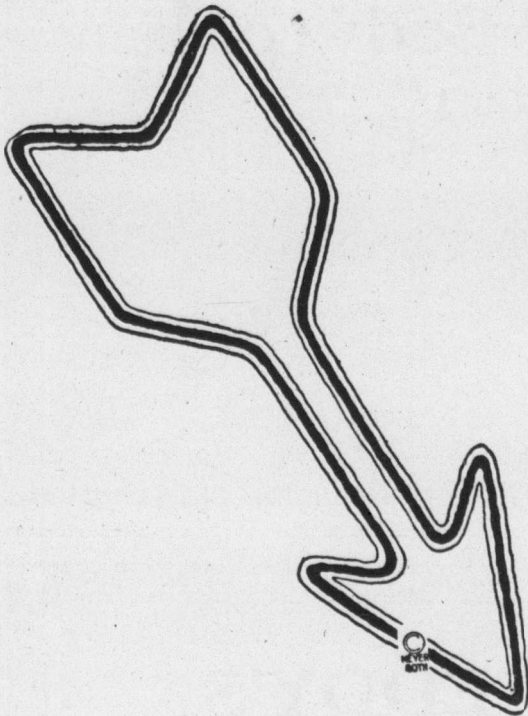
EDDY'S Indurated Fibreware



Also makers of Toilet Papers, Towels and Serviettes of the same high standard of value.

These Arrows Point to
the Trade Mark of the
Famous

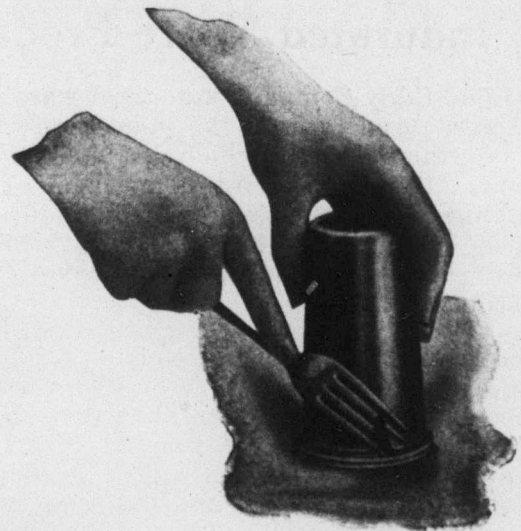
ANCHOR CAP



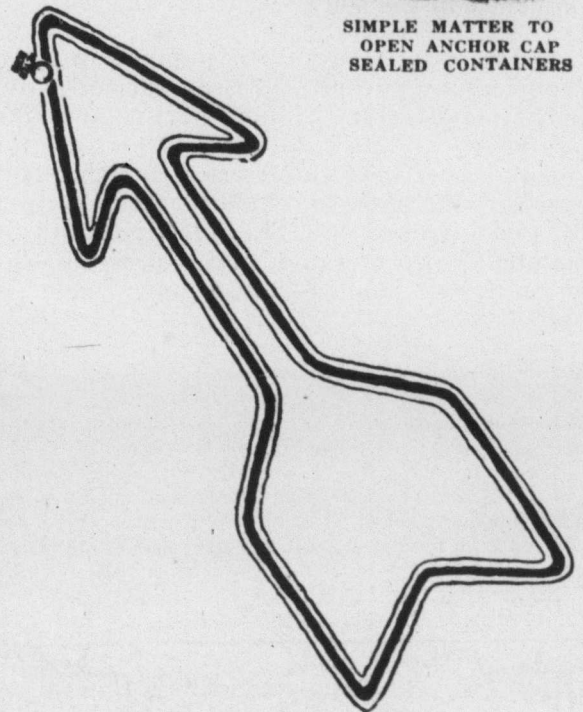
—the seal that **Experience** has proven to be the one best method of protection against leaks, moldy contents and general contamination

—the seal that gives to the package an attractive finished appearance that increases its saleability to a marked degree.

Your wholesaler can supply you with Anchor-Cap-Sealed goods.



SIMPLE MATTER TO
OPEN ANCHOR CAP
SEALED CONTAINERS



**ANCHOR CAP AND CLOSURE
CORPORATION OF CANADA**
Limited

50 Dovercourt Rd., Toronto



**Just the Thing for Picnic and
Camping Parties**

The Two Royals

**ROYAL SALAD DRESSING
ROYAL MAYONNAISE**

Display these on your counter during the warm summer days. Suggest them to customers at every opportunity.

The name "Royal" on Salad and Mayonnaise Dressing is a guarantee of quality.

**HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA**

**Do you need
a good man?**

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

Every **EUREKA** refrigerator

is equipped with the Eureka patented cold dry air circulation system.

And

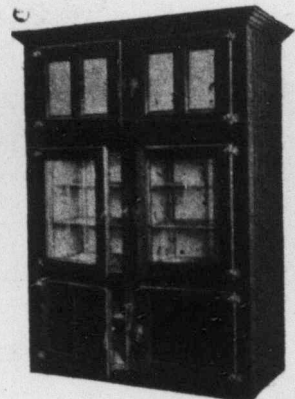
because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable food-stuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

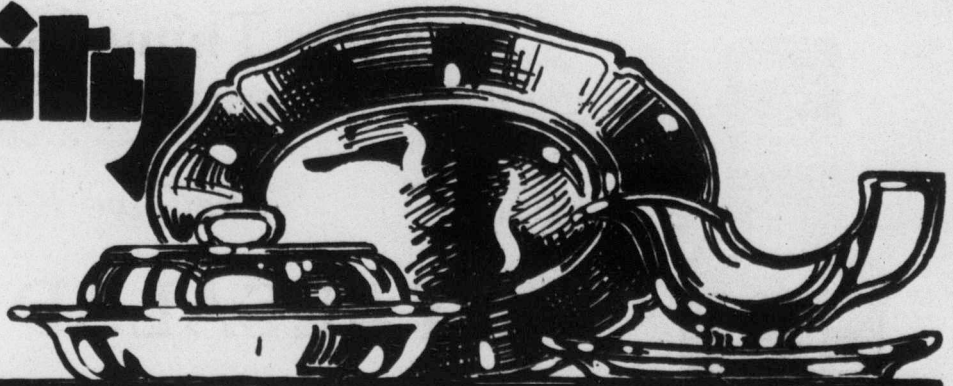
**EUREKA
REFRIGERATOR
CO., LTD.**

*Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax*



No. 19
Eureka Refrigerator

Quality



QUALITY in shoe polish is as readily recognized as quality in silverware. As the word "Sterling" signifies highest quality in silverware, so the word "Nugget" means the best in shoe polish.

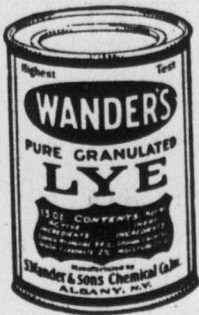
A well-known polish well received.

Black, Tan, Toney Red, Dark Brown.

THE NUGGET POLISH CO.,
(LIMITED)
TORONTO



HANDY SNAP TOP



A LYE that is TRUE

Sanitary **WANDER'S** Products

SUMMER IS THE TIME
WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE
SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

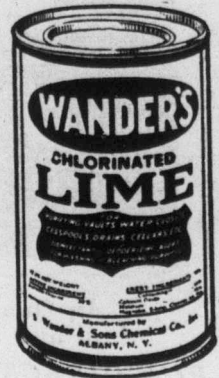
S. WANDER & SONS CHEMICAL CO., Inc.

Manufacturers and Exporters

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP



Kills Germs. Bleaches



It Has a Real Food Value

This, coupled with its delightful Concord Flavor, has made Marsh's the favorite Grape Juice of people who know.

Other refreshing Marsh summer beverages are: Unfermented Port, Unfermented Black Cherry Wine, Unfermented Ginger Wine, Raspberry Vinegar and Creme de Menthe.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.



Furnivall's

Fine Fruit Pure Jams

will give your store a meaningful reputation for high-grade, customer-pleasing jams and marmalades.

Every dealer should test Furnivall's with a trial display.

FURNIVALL-NEW, Limited
Hamilton Canada

Canada Food Board License, No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.



She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make Arrow Brand Extracts, Spices, Baking Powder, etc.

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER

ESTABLISHED 1875



HOPS

In Quarter and Half Pound
Full and Short Weight Packages
BUY DIRECT FROM THE PRODUCER
BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

Head Sales Office:
235 Pine Street,
San Francisco,
California.



Largest Hop Growers in Canada
Write for Prices—Samples

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario: Raymond & Raymond, London, Ontario.
Quebec: Arthur P. Tippet & Co., Montreal, Quebec.

DESICCATED COCOANUT

We import direct from our own
mills at Colombo, Ceylon, and stand
behind the quality of our goods.
The prices we quote are rock-
bottom. Let us quote you on your
next requirements.

Our agents are:

Tees & Perse, Ltd., Winnipeg, Fort William, Regina,
Saskatoon, Moose Jaw; Tees & Perse of Alberta,
Ltd., Calgary, Edmonton, Newton A. Hill, Toronto,
Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream &
Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax,
N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Imperial Rice Milling
Co., Ltd.

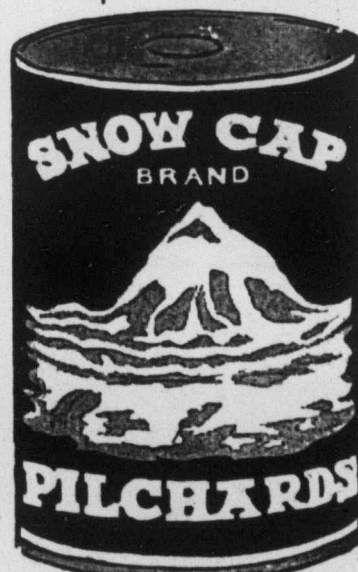
VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
Market to-day.

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed

BY

**The Nootka
Packing Co., Ltd.**

NOOTKA, B.C.

Packed in 1 lb. Tins
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane. Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?
We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

FOR REPRESENTATION
in B. C.
VENABLES & MERRYFIELD
525 Standard Bank Bldg. Vancouver, B.C.
Agents for QUAKER OATS CO. We cover the RETAIL TRADE

See Page 72 of this Issue, it will interest you. It has helped others, it may help you.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

LET US QUOTE YOU ON ORIENTAL LINES
Isinglass, Electrical Goods, Brushes (all kinds), Camphor, Coconut, etc., Mirrors, Lead Pencils, etc.
Write or Wire for Prices. It means Money to You.
R. G. BEDLINGTON & CO., LIMITED, VANCOUVER
IMPORTERS Established 1905 EXPORTERS



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**Wholesale Grocery Brokers**
Commission Merchants410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton**Macdonald, Adams Company**

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

EL ROI-TAN PERFECT CIGAR

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-480

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

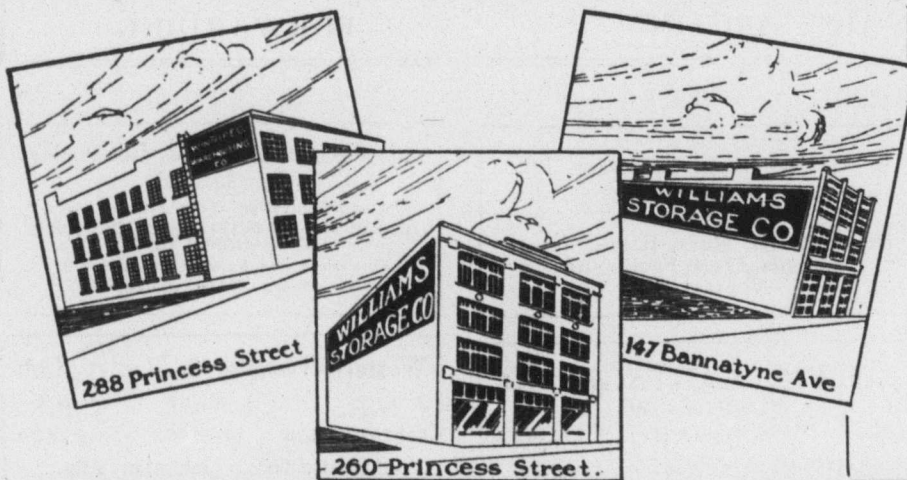
Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



CHRISTIE'S BISCUITS AND ROBERTSONS CONFECTIONERY

are both marketed in Western Canada by us. Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East

WINNIPEG

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables.

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN

Free and Bonded Storage
5 floors—60,000 sq. feet.

Say you saw it in Canadian
Grocer, it will identify you.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for **KELLOGG'S** Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties
12 FRONT ST. EAST, TORONTO

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS
PAPER

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen. OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture. You will have no complaint from even your most particular customers if you sell them.

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.
The Gray Building, 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: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

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



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Belvin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada.

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QUEBEC

ROSE & LAFLAMME LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

Paul F. Gauvreau
Wholesale Broker
FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec
Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. C. THOMPSON COMPANY
Brokers and Commission Agents
Montreal, P.Q.

W. J. SHEELY
*Grocery Broker and
Commission Merchant*
AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.
St. Nicholas Bldg. Montreal

MARITIME PROVINCES

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

PETER'S ORIGINAL MILK CHOCOLATE
New importation now in stock with
HOWE, McINTYRE CO. BROKERS, IMPORTERS AND MANUFACTURERS' AGENTS
91-93 YOUVILLE SQUARE MONTREAL

Dominion Spring Clothes Pins 

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

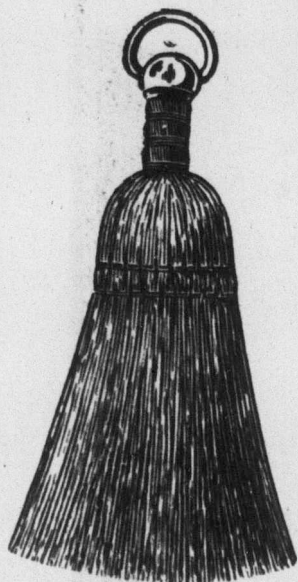
The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

J. W. DION
Commission Broker
17 Janiest Street QUEBEC, QUE.

I want agencies for foodstuffs for Province of Quebec

References: Molsons Bank, Quebec

Let Your Customers Depend on You for the *Best* in Brushes



Foster that trade-building confidence of your customers—make them feel that whatever they buy from you they can depend on. Simms' Brushes always instill that confidence—the finish is excellent and the stock *stays* in. Simms' Brooms don't scatter fragments of the broom in the wake of the sweeping. Simms' Brushes and Brooms are Better Brushes, Better Brooms.

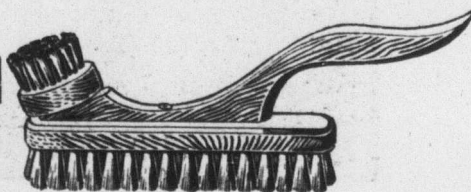
Made in one of the largest brush factories in the world, with all the advantages of the most expert workmanship and finest materials and machinery.

Keep your stock up. Order to-day. Price lists by return of mail.

T. S. SIMMS & CO., Limited,

St. JOHN, N.B.

Branches : Montreal, Toronto, London

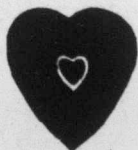


MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking

- "British Consols"
- "Brier"
- "Index"

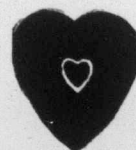


Trade Mark
Registered



Plug Chewing

- "Prince of Wales"
- "Napoleon"
- "Black Rod" (Twist)
- "Crown"



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, QUE.

Incorporated.

A Broom Can't Clean the Oil Room

You can't "sweep-out" the offensive oily odor that comes from slip-shod oil storage. It gets into everything. You may not notice it because you are use to it, but your trade notices it the minute they step into your store.

BOWSER Oil Storage Outfits

keep the oil where it belongs. No exposure to the air---no leaking---no oil on the floor---no oil on your hands---no oil on eatables---no complaints from your trade.

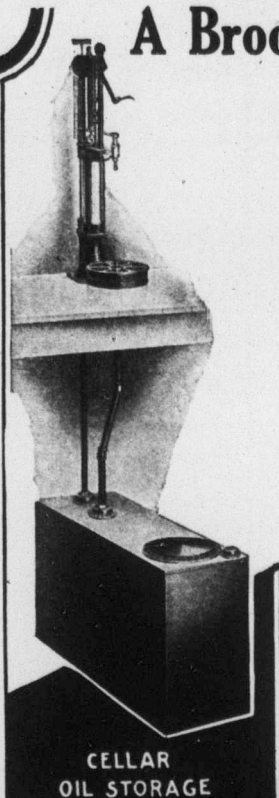
Fill the Tank from Outside

It avoids dripping oil through the store. Your customers will say: "That BOWSER is fine, it keeps the oil pure and the store clean." Such good will is profitable for you.

S. F. BOWSER CO., LIMITED

66-68 Fraser Ave. TORONTO, ONT.

Sales Offices in All Centres. Representatives Everywhere.

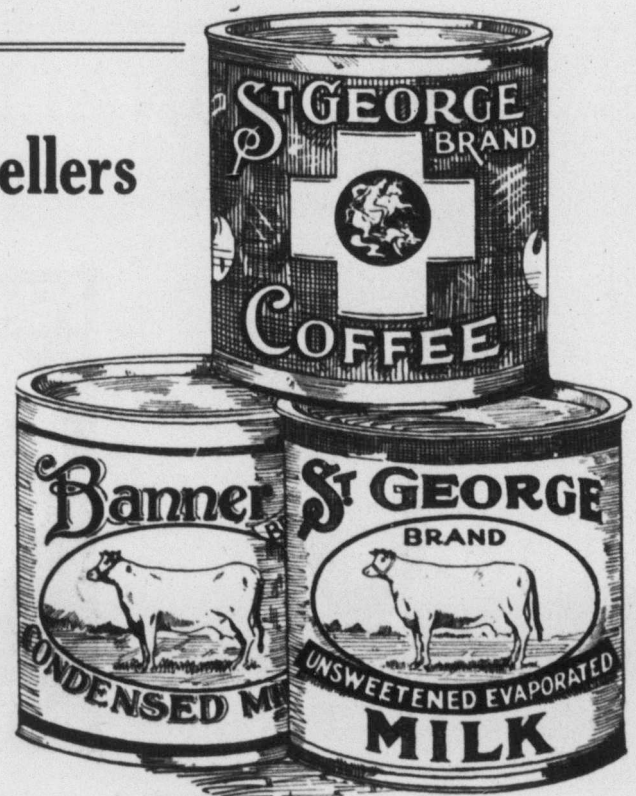


CELLAR
OIL STORAGE

Three Made-in-Canada Sellers

The three packages pictured at the right are **All-Canadian** and **All Quality** into the bargain. They are the equal in every way of the much advertised imported milk products. Moreover, every time you sell a package of **Malcolm's** you are helping Canadian enterprise and industry and netting yourself a good profit at the same time.

Are you handling Malcolm Milk Products? Send for a 5-case lot to-day. Freight paid up to 50c per 100 pounds.



The
Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO



Liked by all lovers of Quality and Purity

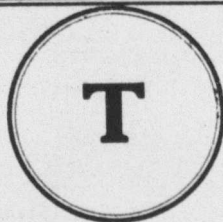
Royal Acadia Sugar has won the esteem of particular housewives because experience has proven to them that Royal Acadia is a superior sweetening medium.

The Safest Sugar for you to sell.

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

Importers



Exporters

FUJITA & CO.

VANCOUVER, B.C.

IMPORTERS

OF

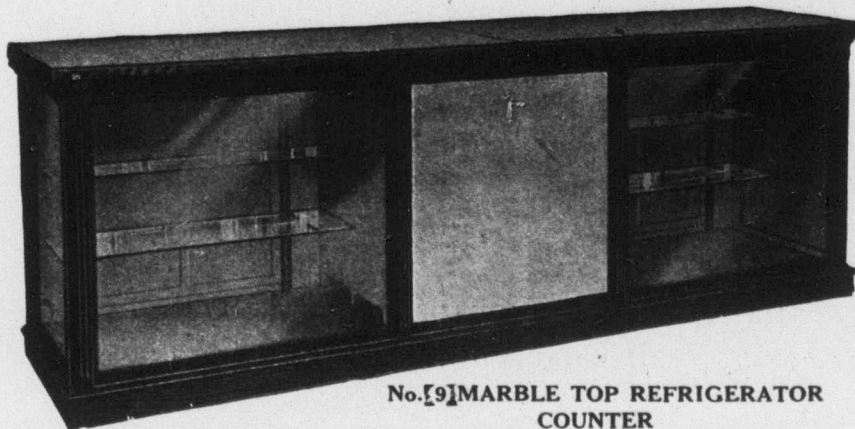
QUALITY BEANS
PEANUTS
WALNUTS
RICE, ALL
ORIENTAL
OLINES

HEAD OFFICE: KOBE, JAPAN

Walker Cool Air Display Counter

Seasonable for Vacation and Camping Days

Show up your high grade picnic, campers and hot weather delicatessen, meats, etc., in good condition, right in your working counter.



No. [9] MARBLE TOP REFRIGERATOR COUNTER

Stock of 9 ft. and 11 ft. in either marble top as shown, or glass display over end compartments. Double construction of insulated wood or glass throughout. Bottom galvanized metal lined, all white enamelled inside. Door panels also inside and top panels 3 ply built up wood, to avoid all the warping and open joints that annoyed you in old style construction. Glass or wire shelves. Price \$215.00 and \$250.00 stand-ard oak finish.

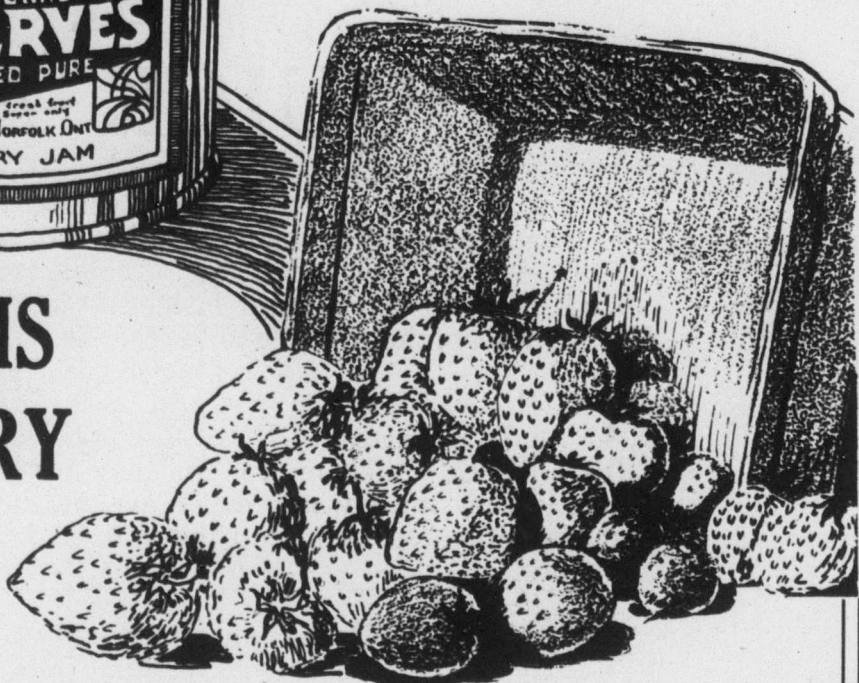
The Walker Bin & Store Fixture Co., Limited
KITCHENER, ONTARIO



Quality **Whittemore's** Variety
Shoe Polishes

The Shine That Lasts

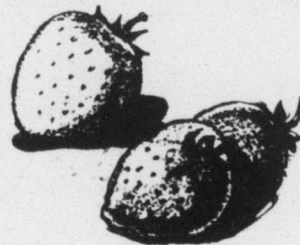
Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.
Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.
Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.



ST. WILLIAMS STRAWBERRY JAM

*The New Pack
Is Now Ready*

The Quality Is Guaranteed
Send In Your Order Today



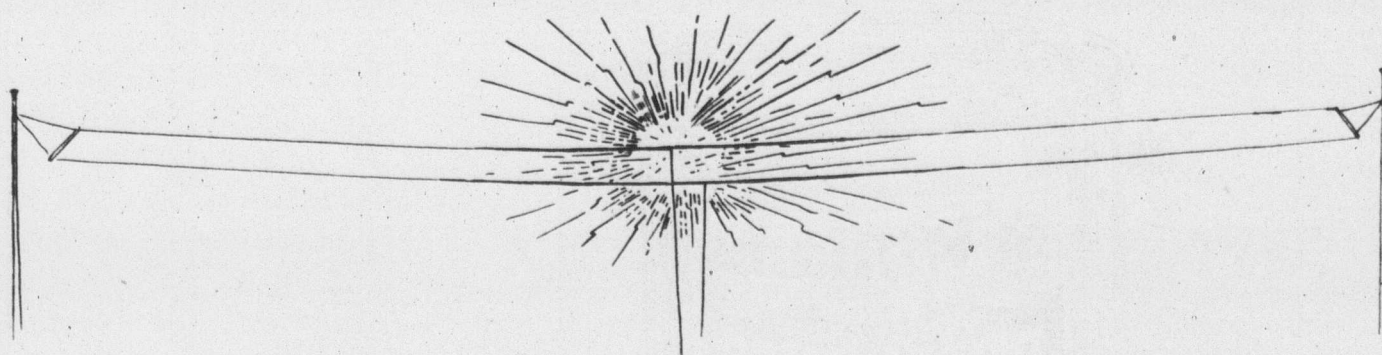
St. Williams Fruit Preservers, Ltd.
Simcoe and St. Williams, Ont.

MACLURE AND LANGLEY, LIMITED

MONTREAL

TORONTO

WINNIPEG



GET QUICK ACTION

IT is logical that the more select business men who read of your wants the greater chance you have of getting them supplied. Send out your S.O.S. call by a condensed ad in CANADIAN GROCER—the paper most interested in your business. It will be heard from the Atlantic to the Pacific.

THOUSANDS of the best grocers in Canada subscribe to and read CANADIAN GROCER every week. These grocers have PROGRESS as their motto, and they are living up to it. Consequently they must watch every avenue that is likely to contain opportunities for them, and the WANT AD PAGE is one of the avenues.

THIS Want Ad Page is open to you to voice your wants effectually and economically. Why not take advantage of it whenever you are in need of something?

The following list will perhaps suggest a few of your needs:

Position Wanted	Store Fixtures For Sale
Position Vacant	To Buy Store Fixtures
Business For Sale	Goods For Sale
To Buy Business	To Buy Goods
Agents Wanted	Salesman Wanted
Agencies Wanted	Miscellaneous

You would like to know what it is going to cost. Well, here is how it figures out:

2c per word first insertion and 1c per word for each subsequent insertion. 5c extra if you wish your replies directed to a Box Number in our care. Payable in advance.

SEND IN YOUR WANT AD TO-DAY
CANADIAN GROCER

143-153 University Ave.

- Toronto

**No time this week to
write an Ad.—Too busy
getting out orders.**

"SALADA" TEA COMPANY

Toronto

Montreal

Traveler's Half-Holiday Guide Book For You

CANADIAN GROCER has had printed in booklet form, list of half holidays in cities and towns in each province of Canada. The booklet also contains lists of Summer and Fall Fairs, Quebec Province holidays, etc.

It is a very handy guide for traveling salesmen and copy will be sent to anyone interested without charge.

Wire, Phone, or send us a card.

CANADIAN GROCER

143-153 University Ave., Toronto

Phone M. 7324

The Remedy That Queen Victoria Used

*A New Laxative Made By
E. W. Jeffress Co., Walkerville, Ont.*

No drugs of any kind are used in the manufacture of this pleasant remedy. Such ingredients as dates, figs, bran and simple herbs are scientifically combined to promote a gentle bowel action without those disagreeable effects common to so many laxative preparations.

This new laxative is made up in the form of a paste so pleasing to the palate that it can be used as a topping for dessert or eaten alone in small quantities in the form of a confection.

Packed in Mono Service Containers, 4-oz. size, 2 dozen to case, \$4.25 a dozen.

Ready for delivery Aug. 1

E. W. Jeffress, Limited
WALKERVILLE, ONT.

If you were to visit India

and expressed a desire to see the plantations where the richest and strongest teas in the world are grown, you would be taken to the hillside gardens of ASSAM in northern India.

Without going to India, you can find the same tea in the Red Rose packages, as Red Rose consists chiefly of ASSAM teas. You can sell this rich, full-flavored and economical tea to your customers and satisfy every good judge of tea that comes into your store.

The ASSAM quality of Red Rose Tea makes it worthy of your recommendation—makes it the natural choice for your LEADER.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO



Keen's Oxford

BLUE

An All-British Blue that has won the approval of critical housewives because of its Quality.

What better Blue can you handle or recommend than Keen's Oxford—the Blue every woman wants:

Magor, Son & Company, Limited

191 St. Paul St. West, MONTREAL 30 Church St., TORONTO

AGENTS FOR THE DOMINION OF CANADA

Get This Mr. Manufacturer!

We have a Western connection covering all of Canada from Lake Superior to the Pacific Coast.

Our reputation for integrity and square dealing is a big factor to link your product with in this important field.

We are purchasing agents for MacDonald's Consolidated Interests and **our Annual Buying Power is now 15,000,000.**

Isn't this the sort of firm you would wish to have **push** your line in Western Canada?

Write or wire us your offerings.

The Consolidated Purchasing Co.
Limited

313-319 Pacific Ave., Winnipeg

E. NICHOLSON, GENERAL MGR.



CANADIAN GROCER

Vol. XXXIII.

TORONTO, JULY 25, 1919

No. 30

Ask Gov't Supervision for Canned Fish

British Columbia Packer Sees in Such a Move the Only Safeguard of a Great Canadian Industry on the World's Markets—Claims Government Should Adopt Proper Methods to Popularize Chum Salmon in Canada.

VANCOUVER, B.C.—“I heartily concur with the statements made in CANADIAN GROCER to the effect that the Canadian public cannot be compelled to eat chum salmon,” said Mr. F. E. Burke, of the Wallace Fisheries, Vancouver. “But I will say that there is no reason in the world why the Canadian public would not use and enjoy chum salmon if the Government would take the logical course to combat prejudice—thorough investigation, rigid inspection, and a campaign of education as to the true place of chum salmon among our home-produced foods. I'll frankly acknowledge,” said Mr. Burke, “that there have been cannery men who have packed, not only chums, but also herring and other fish with more regard to price than quality. Any packer or manufacturer in any line of business is constantly annoyed by the short-sighted policies of some operators. The remedy is well within reach at any time, granted that the authorities are sincere in their wish to find a remedy.

“The Government inspection of any product invariably results in a higher grade article. New Zealand butter has gained the enviable place in the world market that it enjoys, through the Government of New Zealand operating a strict inspection measure on all butter offered for export. The buyer, in whatever part of the globe he may be, knows that the New Zealand butter bears the Government's endorsement and must be up to the standard. The Canadian consumer purchases meat with a greater degree of satisfaction knowing that a strict Government inspection is maintained at all abattoirs.

“In CANADIAN GROCER I see frequent references to prosecution by the Canadian Government pure food authorities for adulterated maple syrup—the whole theory and practice of inspection, and official endorsement as to purity, is that the consumer uses the inspected product with greater confidence, the buyer has a definite stan-

dard by which to judge of the fitness of the commodities he retails, and the manufacturer, and packer can make a definite claim in terms that mean something. The packer whose principles would permit him to market an inferior article is compelled to raise the standard of his product to conform to the requirements, and the conscientious packer has a reasonable protection from the competitor who would produce down to a price instead of up to a quality.”

Unscrupulous Packer Harms Whole Industry

“I have a letter on file at this time,” continued Mr. Burke, “from a firm in New Zealand, in which the manager stated that he had had his experience of Canadian herring, and that he would never buy a case of it again. I found out what he had had his experience with, but the whole Canadian industry suffers in that particular firm's estimation through the cupidity of one packer. With a government inspection, this would be almost impossible.

Days of Slip-Shod Methods Past

“Some cannot seem to realize that the conditions during the war that permitted slip-shod merchandizing practices are gone, and the nation that wants to make any kind of a showing in a competitive world market has to be able to meet the requirements of that market. When your competitor can state: ‘Here's an article that bears the O.K. of our Government, signifying that an inspection by official inspectors has been made and the quality of product, and the method of preparation have both been in conformity with our pure food regulations,’ and the Canadian merchant says ‘We have no inspection,’—down in his

own heart he knows that he has nothing on which to stake his own claim that the goods offered by him, and probably packed by several different packers, will justify his strongest claims.

“Who?” asks Mr. Burke “stands the best chance of getting the business? And who most assuredly gets a premium?”

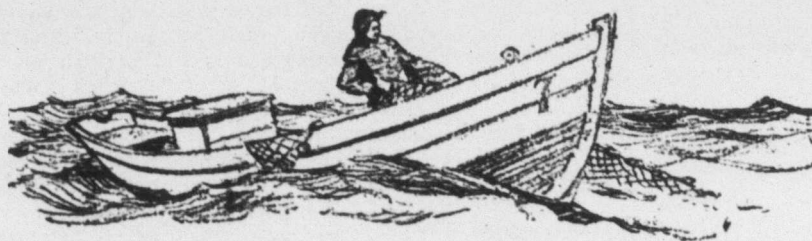
Cured Fish Bill Killed in Committee

“I have just returned recently from Ottawa,” he said, “where I was endeavoring to have a bill go through this session for compulsory inspection of cured fish, which we hoped to extend to include canned fish, etc. This bill, as drafted, met with the approval of the Department of Fisheries, as well as the Canadian Trade Commission, who are quite aware of the advantage to Canada, as an exporting nation, of inspection as requested. I am in receipt of a letter from the Department to the effect that the bill was killed in committee. No British Columbia members were present, though they might have been expected to take some slight interest in questions of great moment to British Columbia. The attack against the bill was led by Mr. Duff and Mr. Loggie, of N.S. A few of us still have ambitions, however, for Canada as a fish exporting country.

Need to Educate the Public Re Salmon

“Again reverting to the chum salmon question, I sincerely deprecate any attempt to market chums under any other label. If the Government will conduct a campaign of education regarding the various member of the salmon family, with particulars of the habits of the various fish, the appearance, and analyses of their several food values, the chum salmon would be marketed as chum salmon and soon enjoy a high place in the estimation of the housewife as a whole, some and economical food.

“The public will learn that all salmon are not red, and that salmon is still salmon though it only be pink. That some salmon is



red before cooking and pink after. Finally," said Mr. Burke "because a fowl may be a Black Minorca, it does not fol-

low that it has less claim to the general term of 'chicken' than a White Leghorn, or a Rhode Island Red."

the raw material and it will only take time and hard work to make this a big business like salmon.

Expects Big Scramble for B.C. Salmon, Herring

B. C. Packer Outlines the Conditions That Exist at Present in the Market for Canned Salmon, Pilchards and Herring —Foresees Normal Pack With a Heavy Export Demand—Expects a Scramble for Stocks.

VANCOUVER, B.C.—There will be a big demand for canned salmon during the coming season, and as the supply will certainly not be too large to meet the demands made upon it, there will in all probability be a scramble for stocks similar to that which occurred in California fruits. This is the contention of Francis Millerd of the Gosse-Millerd Packing Company, Vancouver, B. C. Mr. Millerd is strongly of the opinion that the trade will be well advised to get their requirements provided for early. He foresees a heavy export business, and contends that unless the trade moves promptly in this matter they can have no complaint if they find that the packers have sold their product on the export market.

In regard to the coming season's prospects in the various lines of salmon and herring, Mr. Millerd outlines the situation as follows:

Of course, it is hard to estimate the pack, but conditions point to a normal pack.

Sockeye Salmon Will Be High

English buyers have recently bid as high as \$17.25 per case for half pound Sockeyes unlabelled, and it looks as if this shape is going to be favored most by the packers, as being more remunerative than either one pound flats or one pound talls. Talls to come into line would require to fetch \$16.

A Heavy Purchase of Cohoes

One export buyer made a purchase of 25,000 case of Cohoes—a very unusual thing—with the result that packers in view of this demand are going to bid high for the raw fish, and consequently, will have to demand high prices.

During the past few weeks there have been some large orders coming in from the Continent, especially France, for Pinks, and it looks as if it will be doubtful as to whether there will be enough to take care of the trade.

Expect Opening Of Old Markets For Chums

There are very long interests in chums, but we look for a demand from the Continent very shortly, and now that steamer sailings are becoming more regular, and rates more stable, this variety will find its old markets, such as the Orient, etc.

Pilchards are a variety of fish with great possibilities, and at the present

time large quantities are being shipped to England. We look for a big business being done at no distant date, provided the packers pack good goods.

We find that herrings are moving very satisfactorily, and think that the days of the Scotch and English packers are over as far as Canada is concerned; also Australia and New Zealand. We have

FINED FOR SELLING TOO MUCH LEMON EXTRACT

Prohibition Inspector Amos Belliveau, who is doing special duty outside the County of Westmorland, N.B., returned to-day from Campbellton, N.B., where he had eight cases of alleged violation of the Prohibition Act before Stipendiary Magistrate Matheson. One of the cases was against a grocer of Campbellton, charged with violating the prohibition law by selling unwarranted quantities of lemon extract. A conviction was entered up and a fine of fifty dollars imposed. This is the first conviction under the prohibition act for the sale of lemon extract.

The Year's Prospects for Canned Goods

Peas Are a Short Pack, but Early Indications for Other Vegetables Are Fair—Small Fruit Prices Will Be Abnormally High—Contract Prices for Fruits Have Been Unheard-of—Dr. Jackman's Report on the Canning Industry.

IT is early as yet for any definite information regarding this year's prospects. The better part of the canning season is yet to come, and on its success will depend the success of the crop. The pack of peas and strawberries, the only lines on which an estimate can be given, are somewhat disappointing. Peas will only run about a 30 per cent. pack. On the other hand, tomatoes, that had a very unfortunate start owing to persistent rains, have advanced rapidly owing to the hot weather of May and June, and have practically overcome the disadvantage of a late start. Corn conditions are also somewhat better than seemed probable some time ago, though, of course, it is impossible at this early date to forecast conditions at the packing season. All that can be said is that early crop prospects promise fairly well.

In the small fruits, strawberries are all packed and at hitherto unheard of contract prices, and raspberries are packing at present at scarcely lowered figures. Despite this fact, however, there is no question whatever that they will be readily marketable. A world shortage of small fruits precludes the possibility of other markets underselling. In the British Empire small fruits have been at unprecedented figures, and sugar has been none too plentiful. The result is that far from being an exporting country, England will again be a heavy buyer of canned fruits. There was a demand there last year for all stocks available, and it is confidently believed that the same market will be open this year.

In regard to the vegetable pack and the pack of large fruits, granting a nor-

mal pack there will be no difficulty in handling it in this country, while here again an export market is available. Producers have been bare of stocks for some months past, and wholesalers who are not absolutely bare of stock are running very short, so that the retailer must depend on his own supplies. With some time to run before many of these lines will be available the new pack will come on a market barer of supplies than it has been for many a year past, and this should assure very favorable market conditions that should place the company in a very satisfactory position.

Took Fair Attitude

Dr. W. T. Jackman, of the University of Toronto, who investigated the operations of the Dominion Cannery and other allied industries at the instance of the Dominion Statistics Department, contended in his report to the Minister of Labor, that, while the operations of the company had been profitable during the past few years, these operations must, because of their uncertain nature, be judged over a period of years, and not on the showing of any one season. The years 1913, 1914 and 1915 were very lean years for the company. The pack was exceptionally light and consequently costly, and the difficulty of getting freight space prevented the company seeking more profitable markets. Dr. Jackman stated that while the Dominion Cannery controlled about 80 per cent. of the pack, there was nothing predatory in their attitude. They endeavored only to make a fair return on an exceedingly speculative industry.

Express Rates Increase Except on Perishable Commodities

General List Shows Substantial Increase—Communities Not Served by Delivery System Will Be Given a Reduction From These Rates.

BY a judgment recently issued by the Board of Railway Commissioners, communities not served by a waggon delivery will be given advantage of lower rates to compensate. Where no delivery is available at either starting or delivery point there will be a deduction of 30 cents per hundred pounds, and in cases where there is delivery at one of the points the deduction will be 15 cents.

As it was found that the companies were doing business in many instances at an actual loss under the present tariff, increases were permitted. These increases do not apply, however, to the general commodity rates, but apply only to the general merchandise scale. Under this ruling the charges on the movement of perishable goods will not be increased.

Does Not Effect Commodity Rate

The chief contest that arose was with reference to commodity rates under which perishable goods moved in bulk. On this question the board's judgment, which is written by the chief commissioner, reads in part as follows:

"The companies will obtain a fair measure of increase in their first class and second class rates. That increase, it is hoped, will prove sufficient to properly maintain the companies and the business, but whatever increase if placed on these commodities would form a reason (a comparatively small one, it is true, in most instances, but still a reason) for further increase in the charge made to the consumer.

"As I see it, it is not to the public interest, and not in the interest of the express companies themselves to afford the excuse that a raise in the price of transportation of these essential commodities would give for still higher charges against the public. I would dismiss the companies' application insofar as the commodity rates are concerned, entirely."

Increases Allowed on General List

The judgment finds that the railways and express companies are carrying on business at a large loss. In order to increase receipts and make good this loss, increases are allowed in the general merchandise scale, and in the special scale "N." The increases in the general merchandise scale amount to, taken over the whole country, an average increase of 45.94 per cent., in Eastern Canada; 23.75 per cent. on the prairies, and 11.48 per cent. in British Columbia.

The companies' waggon service is materially extended and on the basis of population, thus relieving many populated districts of Montreal, Toronto and

other cities that have not had the benefit of a waggon service.

Deduction Required In No Delivery Sections

Over and above this, however, a radical change is made as to the companies' tariffs, as they will have in the future

to carry goods at a lower rate when originating in or being delivered to points without waggon service, thus removing a discrimination which has been much objected to. Between points where no delivery service exists a reduction is made, having regard to the appropriate graduated table, of 30 cents per 100 pounds, and between points where but the one waggon service exists of 15 cents per hundred pounds.

Important concessions are made in case of traffic by extending the pound unit from 10 to 15 pounds, and by recasting the graduated table under multiples of five, both as to the price and weight, as against the companies' proposition of tables based on multiples of ten.

Soaps Again Advance to New High Levels

ANOTHER sharp advance has taken place in laundry soaps. This is the second this month. New prices are 50 cents higher than a week ago, and a dollar higher than one month ago. Comfort, Surprise, Borax, Sunlight, Twin and Octagon. Gold and white Naptha, are now selling to the trade at \$8.75 for boxes of 100 bars. Lifebuoy is quoted at \$8. Sunny Monday at \$8.50, and Fels Naptha at \$8.80. The latter is unchanged from last week. Increasing costs of raw materials and the low price of glycerine are the chief factors contributing to the advance. The price tendency, manufacturers state, is decidedly upward. The increasing cost of not only materials, but labor, is having its effect on the market, and until improvement is noted in this direction, and easier prices prevail on fats, no lower quotations can be looked for on soap. Ivory soaps, too, show another advance, in addition to the 15 per cent. added on July 5th. Cases of large bars are now selling at \$14.50, as compared with \$12.70 on July 5th. Cases of the small

bars are firm at \$7.35. Soap powders are strong at last week's advance.

A NOVEL THIEVING METHOD

An audacious theft took place recently from the retail store of the United Farmers' Co-operative Society, King Street East, Toronto. Two men in a motor stopped at the society's headquarters, boldly entered the place, picked up two crates of eggs, placed them on the car, and disappeared. One of the crates was cut in halves to eliminate the name of the owner, made into separate cases, and left at the home of one of the thieves. The other case was taken to a house on the Kingston Road, there to remain until required by the alleged thieves.

Unluckily for the thieves, an employee of the United Farmers' firm noticed the number of the automobile, and when the theft was discovered he imparted this information to the police, thus leading to the arrest of the culprits.

Cocoa Shows Sharp Advance

Two Manufacturers Name Higher Prices, Effective This Week—A Jump of Eight Cents Per Pound

AMONG other things that show advances this week is cocoa. The rapidly advancing quotations on cocoa beans is the cause of the advance. Manufacturers are paying much higher figures for the raw materials now, and these of course must be reflected in the manufacturers' prices to the trade. Fry's cocoa has advanced from 40 cents to 48 cents per pound. Half pound tins in dozen lots are selling at \$2.88, as compared with a previous price of \$2.40.

The advances went into effect this week. Cowan's Perfection cocoa that formerly sold at \$4.60 for one dozen pound tins, is now selling at \$5.25. The half pound tins have advanced 30 cents per dozen to \$2.75, and the quarter pound tins are up 10 cents at \$1.45. Cowan's Empire breakfast cocoa is now \$3 per dozen, as compared with \$2.75 previously. Baker's cocoa is selling at 43 cents per pound. It advanced two cents per pound about one month ago.

Supply of Walnuts Light

French Walnuts at Shipping Point Are Quoted at 30 Cents—
Almonds and Peanuts Also High.

AS was announced in CANADIAN GROCER last week, fall quotations on nuts are likely to be very high. Further advices, received by importers during the past week, substantiate the prediction. There is a very heavy demand in the United States for all kinds of nuts, and Great Britain is a big buyer. In regard to walnuts, the supply will be light. Announcement from France is to the effect that the new crop will be a short one. Labor, too, has been scarce. The first price, that is on consignments at shipping points, has been placed at 30 cents per pound, the present quotation on

Grenoble walnuts to the retail trade. Almonds, too, promise to be very high, and supplies will not be at all plentiful. Already prices show advances of three cents on figures of one month ago. Shelled almonds just at present are almost exhausted. Peanuts are advancing steadily, and prices are much higher than two months ago. Before the new crop is available, quotations are likely to be considerably stronger. Brazil nuts advanced this week, and as was stated in the last issue, the present crop is likely to be cleaned up long before the usual time.

U.S. Tomato and Corn Holdings Almost Double Former Years

Stocks of Canned Tomatoes and Corn Show Enormous Reserves—
Heavy Increase in Canned Salmon Also—
Other Commodities in Lessened Supply.

OVERSTOCKS of food products on the American market must of necessity have their effect on closely associated Canadian markets. Consequently the report of the United States Department of Agriculture on present stocks on hand are of great value.

According to the latest survey of food stocks by the Department of Agriculture, the stocks of tomatoes, corn and salmon are appreciably greater June 1 this year as against last. With the exception of buckwheat flour, mixed flour and condensed milk, they are the only commodities in greater supply than last year. Of tomatoes there are 102.3 per cent. more than in 1918, 91.8 per cent. more corn and 20.1% more salmon. Sugar, beans, rice, rolled oats and evaporated milk show a decline in quantity over last year.

Tomatoes Double Last Year

Elevators, warehouses, and wholesale dealers reported stocks of dry edible beans amounting to 5,291,550 bushels, while wholesale grocers and warehouses reported the following commodities in the quantities indicated: Cleaned rice, 90,013,887 pounds; rolled oats, 37,641,123 pounds; canned salmon, 110,202,642 pounds; canned tomatoes, 199,998,969 pounds; canned corn 86,649,754 pounds; sugar, 225,345,574 pounds. These stocks represent the following percentages of the corresponding stocks on hand June 1, 1918: Beans, 96.5 per cent.; rice, 93.1 per cent.; rolled oats, 77.7 per cent.; canned salmon, 120.1 per cent.; canned tomatoes, 202.3 per cent.; canned corn, 191.8 per cent.; sugar, 95.4 per cent.

Evaporated Milk Stocks Higher

Stocks of condensed and evaporated milk were reported by condensaries, cold storages, warehouses, and wholesale gro-

cers, as follows: Condensed milk, 68,388,528 pounds; evaporated milk, 110,159,055 pounds. The holdings of condensed milk reported for June 1, 1919, represented 105.6 per cent. of the stocks held by the same firms a year earlier, while the holdings of evaporated milk represented 79.7 per cent. of the June 1, 1918, stock.

MAY HAVE CORK FACTORY

It is reported that a large cork factory will locate at Port Colborne, Ont., the factory to employ about one thousand persons. The plant will occupy a site on the lake-front.

HOW TO EXPLAIN THE ADVANCE IN COFFEE

How should roasters and dealers explain the advance in the price of coffee? asks the Tea & Coffee Trade Journal, New York, and answers it own question as follows:

We suggest it to be done truthfully and simply. Roasters might say: Coffees are up and may go higher because of the shortage of stocks here and wild speculation in Brazil—but only for immediate needs, as a reaction is not far distant. Dealers might say: Coffees are up and may go higher because of a shortage here due to war-time restrictions and an orgy of speculation in Brazil. But only as you need it; coffee prices are certain to recede, although they will never return to the former low level, as there has been a natural, normal increase in the cost of production which must be met. Don't hoard coffee. It is most satisfying when fresh. Fresh coffee is more important than fresh bread.

CANADA'S WHEAT PLACE

In average yield in bushels per acre of wheat in the great wheat growing countries of the world, Canada is fourth among eleven countries. The United Kingdom is first with 31.9 bushels, Germany next with 31.8 bushels, Austria third with 20.2 bushels and Canada fourth with 20.0 bushels per acre, according to statistics compiled by the Department of the Interior.

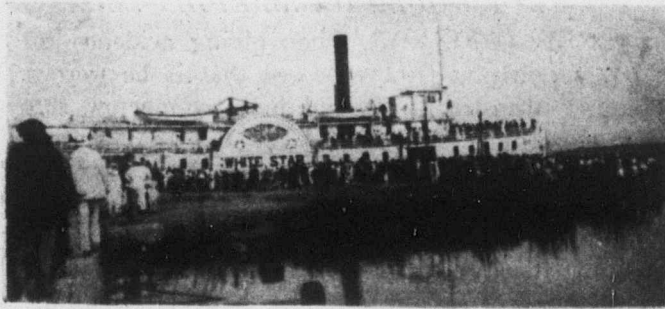
ALASKA RED SALMON PRACTICALLY CLEANED UP IN U.S.

It is stated from San Francisco that the Alaska red salmon is practically cleaned up in the States; Europe is credited with taking the most of it. It is understood that Canadian jobbers had placed orders, however, and it is expected that they will get delivery.

A Minimum Price for Wheat Probable

THE important question in the milling industry at the moment is the fixing of a minimum wheat price for the coming crop. This matter is under consideration at the present time, and as yet no decision has been reached. It is probable, however, with wheat already cut in parts of Ontario, that the question will be settled very shortly. While, of course, there can be no definite figure stated in advance of the official announcement, prominent milling officials believe that the minimum will be set around \$1.75. The setting of a minimum price is undertaken to give the necessary stability to the financing of the crop without the onerous financial difficulties incident to a set price at the present time.

With the United States maintaining a set price of \$2.26 there is little likelihood that they will open the market to outside grain, for despite the world scarcity of food, that price represents pretty well a maximum. This means that Canada will have to pretty well look after her own crop. In the past the financing of the crop has been a serious factor under a set price, of course, that did not represent a speculative transaction, but it was feared that with an open market, it might be somewhat difficult to obtain the necessary finances to handle the crop. With a minimum set anywhere about the figure suggested above, however, there should be no difficulty in this regard.



Two photos of the record crowd of the Hamilton grocers' recent picnic leaving the boat for the picnic grounds.



One of the busy officials of the grocers, J. Venator, an officer of the Sports Committee who did yeoman service during the day.

Hamilton Grocers Have Record Picnic

Thousands Seize the Opportunity to Meet Together, and Spend One of the Days of Their Life

THE annual picnic of the Hamilton grocers held this year at Wabaso Park on Wednesday, the 16th, will set a mark for many another event of the kind. It was roughly estimated that there were upwards of 10,000 people at the park, most of them grocers and their friends, and the steamer Modjeska had to make a large number of trips during the day to help out the regular boat in handling the crowd.

Conditions could hardly have been more favorable. The day was warm, and sunshiny, but at the park the cool breezes from the bay made everything pleasant and everyone took full advantage of these happy conditions to thoroughly enjoy themselves. There was no untoward accident to mar the pleasure of the day, and the tired folks who steamed homeward in the evening, all bore evidence that it was a day to be long remembered.

With the first boat loads of picnickers started for the park with their lunch baskets determined to make a day of it, and every succeeding boat brought its hundreds from the city and surrounding districts. Many found it more convenient to come by auto, and there were literally hundreds of cars parked in the open space in the rear of the grounds.

Baby Show a Feature

The baby show was one of the first items on the program and got the day off to a good start. There were enough entries to make the task of the judges an arduous one, but there was such good feeling displayed everywhere, in this and other contests of the day, that being a judge wasn't at all an unpleasant matter.

There was a list of 32 events that followed one another in regular succession during the morning and afternoon and kept the throng interested and excited. There were contests for everyone, and no pains had been spared to make these a success, and there was plenty of novelty to hold the interest. There were prizes, too, well worth contending for, supplied in many instances by the friends of the trade.

The big feature of the morning was the soft-ball game between the grocers and the travelers. Few professional teams have had a more enthusiastic audience. The score doesn't matter; nobody seemed to be too sure of it anyway, but the game was a big success, and both grocers and travelers put in their very best licks to win. This game was followed in the early afternoon by a ladies' baseball game between the

Westinghouse Company and the T. Eaton Company.

For those not athletically inclined there were other items of interest. Prince Napoleon gave his thrilling exhibition on the high wire, while the Midway shows and the ice cream booth provided other points of interest.

During the day the 91st Band, under the leadership of Bandmaster Stares, provided music for the crowds and Lomas' orchestra played the accompaniments to the pavilion dances. Rube bands, clown bands, carnival parties gave a touch of color and gaiety to the scene.

There was something for everyone to do and everyone was very intent on doing it, which is the demonstration of a successful picnic.

A goodly part of the credit for the success of the picnic lies with the games committee.

Be careful how you joke with customers whose sense of humor is an unknown quantity with you. Some people have no sense of humor and take offense at a joke.

Brantford Grocers and Butchers Hold Successful Picnic

The Day at Mohawk Park an Unqualified Success—Many Novel Stunts Pulled Off—A Great "Get-Together" Occasion

WITH 3,000 people on the grounds at 2 o'clock, the big annual grocers' and butchers' picnic at Mohawk Park was off to a start that marked the beginning of a long afternoon and evening of fun for all. Planned as a whole day affair, the program of sports in the afternoon was an uninterrupted round of good contests and exhibitions for everyone. F. S. Bain and Ed. Cutmore kept the rings going, and the

crowds watched the races, then enjoyed the ball game, and finally were keyed up to interest in the baby show, which proved to be the feature of the day.

The grocers and butchers were out to have and give a good time, and no one was disappointed.

People arrived on foot, in autos and by the street cars. One Ford car held a family of 14 as it entered the grounds;

(Continued on Page 35.)

CANADIAN GROCER

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ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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REDUCING PRICES

THE demand that some radical steps be taken to force down prices which is so constantly with us in one form or another, is seldom a far-seeing demand. It fails to see that these reductions cannot apply only to certain steps of the great processes of production. It is not only the retailer and the wholesaler that must suffer, nor yet the manufacturer, for when they suffer the worker and the producer must also suffer. We are face to face with a vicious circle. Costs of goods cannot go down without a reduction in the wages and salaries of those who produce the goods, and artificial remedies for high prices are very apt to be loaded.

A LOST SHERLOCK HOLMES

CONAN DOYLE is the latest celebrity to spring into the limelight on the cost of living question. He prophesies an uprising in England if prices increase, and suggests imprisonment as the best way of remedying the situation. He is not very definite on this imprisonment question, but he is convinced of its efficacy. The well-known author has discovered something, not very new it must be confessed, for the cost of living question has been bandied about till it is pretty well exhausted, but he has not used that incisive reasoning of the great Sherlock Holmes to get to the bottom of the matter. It is not the Conan Doyle of Sherlock Holmes fame that speaks, but Sir Arthur Conan Doyle of the spirit seances.

BUT WOULD HE BE RIGHT?

W. F. O'CONNOR, when giving evidence recently at Ottawa, stated that if he were a Cabinet Minister he "would move to-morrow that the Government take over all the cold storage plants in Canada, and operate them."

Very probably Mr. O'Connor would do just that, for he ought to know better than anyone else the easy popularity that comes from just such ideas. It does not of necessity follow, however, that Mr. O'Connor would be right. He is only omniscient in the eyes of certain Toronto newspapers who are eager for any argument to bolster up a case.

It has yet to be proven that the public profits by Government operation. The United States has had several notable examples of late. The Government, for instance, operated the railways in a way that a long-suffering public would never have borne from any private corporation. And did they profit by it? They most unquestionably did not. For that bedevilled service they were permitted to pay a 25 per cent. increase in rates.

Mr. O'Connor might, of course, turn the packing business over to the Government, if he had the power, but he has even then to prove that bacon would be cheaper rather than dearer.

REMEDIES THAT DO NOT CURE

OF the various schemes for overcoming the high cost of living, the idea of fixed prices has probably been the most popular. In some European countries the popular clamor has caused Governments to take action in this regard and to decree a fixed price far below the current market figures. It is doubtful, however, if any of the thoughtful statesmen see a real remedy in the artificial interferences with natural laws. Premier Nitti of Italy, where such a scheme has been tried, voices his own disbelief in its efficacy, and expresses his belief that it can only intensify the difficulty.

"I fully appreciate," he declares, "the serious situation caused by the popular exasperation at the long-continued excessive prices, conditions which justified the temporary application of drastic measures, such as the fifty per cent. reduction in prices, but I appreciate also the fact that such measures cannot form a permanent remedy."

"Indeed, such measures intensify the trouble by causing a simultaneous increase in consumption and decrease in supplies on account of the price of some articles arriving at a non-paying level."

The Italian Premier is statesman enough to understand that the only sound way of meeting these conditions is by production. Given an ample production matters will regulate themselves without outside interference.

Detailed Expenses Under 10 Per Cent.

What One Merchant Did in the Way of Constructing a Business—Some Comments on the Methods—Other Facts—Stunts in Present-Day Retailing.

By HENRY JOHNSON, Jr.

FROM Manitoba, where there are so many efficient merchants, a grocer writes to me:—

In a recent story in CANADIAN GROCER you take considerable pains to convince a few skeptics that a business can be run at a cost of only eleven per cent. on turnover.

Just over seven years ago I tried numbers of grocery stores in Calgary seeking employment. It was useless, two things being against me: Age, forty; nationality, English.

Things becoming desperate, only \$200 left, I took an empty store in a town which, from reports, was not only sleepy, but dead. With so little capital credit was impossible; and why should anyone pay me cash when long credit was common?

Without any flourish of trumpets, I commenced giving a cash discount of five per cent., with the result, from the start, including a reasonable salary for myself, expenses have never gone over ten per cent. I will not weary you with details how it is done beyond including a summary of last year's expense account, which proves the point.

Yours, etc.,

GROCER.

Statement

For some little time other goods have been added to groceries, but have not reduced percentage of cost (of operation?).

Turnover, 1918, a little over \$70,000.

	About	
Salaries, including myself.....	5½%	\$3,850.00
Interest on present capital and Depreciation	1½%	1,000.00
Paper and Twine	¾%	440.00
Rent	½%	360.00
Taxes	¾%	260.00
Insurance	¾%	450.00
Fire and Light	¾%	270.00
Sundries	½%	350.00
Total		\$6,980.00

An Inspiring Record

I have asked this man to send me further details, not only of "how it was done," but everything. I should like to know just what is his present worth and every other detail of how he operates his business; for he knows where he is going and will not go astray.

Just glance at some of those facts: Aged forty. Total possessions, \$200. Opens in an empty store in a dead town—does not even take over a run-down business which might have some good will attached to it. Then, with that kind of start, he supports himself, pays cash for his goods, and last year, within seven years of his start in a "dead town," he sells \$70,000 worth of mixed merchandise!

And that is not all. He says the addition of other lines has not enabled him to reduce expenses. The wonder is that

such additions have not enhanced expenses. For of all lines of merchandise, groceries are either the least expensive to handle or come second in the list. Mixed merchandise is the most expensive of all, barring only jewelry, drugs and one or two other special lines.

So this man's showing is exceedingly good; and I am mighty glad to get it, as I am always glad to have added demonstration that there is plenty of room for the earnest, determined man in the grocery business!

Some More Statistical Facts

Investigations by the Curtis Publishing Co. indicate that the food business of the United States amounts to \$4,500,000,000 a year, and the National Wholesale Grocers' Association makes certain estimated divisions between various classes of stores. It assigns 22 per cent., say, \$990,000,000 to meat markets, leaving \$3,510,000,000 for the various forms of grocery distributing agencies, divided roughly as follows:

\$1,705,500,000, 37.9 per cent., to the corner grocery stores.
900,000,000, 20 per cent., to general stores.
405,000,000, 9 per cent., to rural stores.
49,500,000, 1.1 per cent., to mailorder stores.
148,500,000, 3.3 per cent., to chain stores.
301,000,000, 6.7 per cent., to "other" stores.

If we accept the estimate of 110,000,000 people as the present status of the United States and allow that there are 375,000 retail food distributors of all kinds in the country, which figures are generally regarded as fairly accurate, we have some interesting deductions to make.

For those figures will then give us \$9,360 as the average turnover of each food distributor, and will show that each one supplies 293 1-3 people. Thus the contention that around three to the thousand population is the saturation point of grocery distributors. Probably this fact accounts for the ebb and flow of increase and decrease in the number of stores in various communities around the static figure of three to the thousand.

Anyway, these plain facts, garnered from the two sources, are well to keep in mind and think over as conditions which influence, or control the grocery business. For, when all is said, facts underly success or failure.

Extremes in Turnover

A self-serve store which I visited lately does a business of \$20,000 a week on a stock of \$34,000, making 15 per cent. gross margin. Thus its stock turned completely every two weeks. It is experimental as yet, though the owners think they know just how it is coming out, so final results cannot be given; but certain possibilities may be consid-

ered as pointing to its earning capacity on its present turnover of \$1,040,000 a year.

If there is a net earnings of only 1 per cent. on sales, it will make \$10,400 a year, or 30½ per cent. on its stock investment. If it makes 1½ per cent. it will show \$15,600 a year, or nearly 46 per cent. on its stock investment. While if it can scrape through with 13 per cent. expense—as seems not at all unreasonable to hope for—it will earn \$20,800, or over 61 per cent. on its stock investment.

Moreover, that business is in its infancy. Its capacity for growth is practically unlimited, and the confident expectation is that it will be running to upwards of \$3,000,000 turnover within two years. Figure it out for yourself and see how nearly you can emulate its performance in your own store.

Against that record stands a very high grade credit grocer, who says that, aside from sugar, flour and other heavy staples, his stock is turned only 2½ times a year. He has plenty of money, buys long on futures and imperishable stocks, and thinks he is making money this way. I do not agree with him. I think that his money loaned out at 4 per cent. would be much more productive. Let us take a little equation and see. Incidentally, here is a distinct "knock" against all buying to "save" against an expected market advance. Let us suppose a commodity which costs \$1.00 the dozen, on which you plan to make 20 per cent. Let us say that one man buys a dozen a month, paying the current price, while another buys four dozen at the low price. Let us figure that each sells a dozen a month and each follows the market promptly as the goods enhance in value. Here is the way it will work out:

Fallacy of Long Buying

Buy 1 dozen, \$1.00, sell 20 per cent. higher, \$1.25, make gross	\$0.25
Buy 1 dozen, \$1.10, sell 20 per cent. higher, \$1.37½, make gross27½
Buy 1 dozen, \$1.25, sell 20 per cent. higher, \$1.56¼, make gross31¼
Buy 1 dozen, \$1.40, sell 20 per cent. higher, \$1.75, make gross35

Gross earnings, total

Here the average cost of the goods has been \$1.18¾ per dozen, and the average investment, let us say, is half of that, or 59 7-8c. It is not so much because the man discounts his bill at the end of 8 or 9 days, so has that extra time without investment at all; but let it go at that. In this case the capital gross earnings run to 200 per cent.

Meantime, the other man buys the entire 4 dozen for \$1 per dozen, or \$4 total investment, and he advances his price each month so that his gross earn-

(Continued on page 35.)

CURRENT NEWS OF THE WEEK

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

QUEBEC

Lambris & Lang's, grocers, Montreal, have dissolved partnership.

Jacques Courteau, grocer and hardware, Nicolet, has sold his stock.

Alex. M. McLeay, Sr., of McLeay & Riddle Bros., Danville, is dead.

Francois Lavallee, general merchant, St. Jean, Port Joli, is dead.

H. Cote, general merchant, St. Faustin Station, has sold to Henri Filion.

Fred McBride of John T. McBride, importers, Montreal, was in New York last week for several days.

C. Ritz, Montreal manager of Robin Hood Mills, Ltd., is away to the West. Mr. Ritz will perhaps be absent several weeks.

T. Fujita of Kobe, Japan and Vancouver, B.C., was in Montreal last week. Mr. Fujita stated that the new rice mill at Vancouver, being erected by his firm will be completed and ready for operating about October of this year.

Sir Hormisdas Laporte, President Laporte, Martin, Ltd., is continuing his duties as chairman of the War Purchasing Commission for a few months. Sir Hormisdas reports having enjoyed a most successful fishing trip, with a big catch to his credit.

ONTARIO

Chas. T. Miller, manager of the Toronto branch of the Red Rose Tea Co., Ltd., is on holidays this week and next at his old home in Orono, Ont.

R. O. Pye and J. C. Longchallon, of Gunn's, Ltd., Front Street East, Toronto, are spending a holiday fishing at Trent Bridge, Ont.

G. B. Cunningham has been appointed manager of the grocery department of the Northway, Grant Co. departmental store at Orillia. Mr. Cunningham was formerly in charge of a store in North Toronto.

H. G. Pack, who, until a few weeks ago, was in charge of the grocery department of the Northway, Grant store at Orillia, has gone into business for himself in that town, having purchased the business of James McKerroll.

Donald Nicholson, who, a couple of months ago, disposed of his grocery business on Roncesvalles avenue, Toronto, to Loblaw Bros., has gone to his home in the Old Country for a well-earned holiday. He sailed on Saturday last.

J. H. Collis, of the Fry Cocoa Co., was in Toronto this week on a visit to the company's offices. Mr. Collis is resident general manager of the company in Canada. He went from here to Brooklyn, N.Y., where he will visit the factory of the company there.

BUSINESS CHANGES

Alfred G. Went, grocer, Toronto, has sold to Mrs. Connell.

I. J. Katzman, grocer, Windsor, has sold to C. N. Anderson.

Rourke & Son, Southamton, Ont., have opened a new grocery store.

Albert Misch, Walkerton, Ont., has moved from Amelia street to Durham street, now occupying a much larger and better equipped store.

Mrs. A. McIntyre, Toronto, has sold to Lockerbie & Fricker.

A. N. Maitland, grocer and meats, Sarnia, has sold to D. Hislop.

Howard Richardson, of Huntley, has sold his store and his 50 and 100 acre farms to Solomon White. Possession will be given next April.

A change has been made in the organization of the business of Arthur Meighen & Bros., Perth, Ont., which was formerly owned by the late Wm. Meighen. The members of his family are continuing the business and for that purpose a company has been formed under the name of Arthur Meighen Brothers, Ltd. The officers of the company are as follows: Dr. Wm. A. Meighen, president; James M. Meighen, vice-president; Miss Leonore M. Meighen, secretary; Hugh Robertson, treasurer.

W. A. Day, who formerly conducted a grocery business in Mary street, St. Thomas, Ont., has purchased the grocery and provision business, together with the building, of ex-Ald. T. S. Poole, at the corner of Ross and Locust streets. Mr. Day taking immediate possession. Mr. Poole has been in business in that district for the past nineteen years.

GUNNS, LIMITED, TORONTO, TO HAVE STORAGE BUILDING

Gunns, Limited, Toronto, have obtained a permit for the erection of a storage plant. The large packing plants were considerably hampered during the recent cessation of export buying, by the lack of facilities for storing their products. The new building at the Gunn plant, will look after the need. The building is to cost \$225,000.

ST. THOMAS, ONT., PACKING CO. HAS SMALL BLAZE

A small blaze at the St. Thomas Packing Company's local plant caused some little damage recently, but through the quick work of the fire department the damage will not exceed a few hundred dollars. The alarm was turned in be-

tween 3 and 4 o'clock, and in less than a couple of minutes the firemen were on the scene.

IMPERIAL EXTRACT CO. BUILDING

The Imperial Extract Co., Toronto, are adding a 3-storey brick addition to their factory to take care of the growing needs of their business.

CONCILIATION BOARD FOR BAKERS

The Minister of Labor has appointed a Board of Conciliation to deal with the dispute between some twenty Master Bakers of Toronto, and their bread drivers. It is stated that there are about 600 men directly and 800 indirectly involved in the dispute. The men were on strike, but have now gone back to work.

The Master Bakers have appointed F. H. McGuigan, of Toronto, as their representative on the board, and W. Clay will represent the men. They will elect their own chairman, or failing an agreement, he will be appointed by the Minister.

CELEBRATED THE OPENING

J. G. Johnston, of Prairie Siding, Ont., gave his friends a treat last evening in the way of a dance and reception which was held to celebrate the opening of his large new general store recently completed in that town. Refreshments were served the patrons and people in attendance and a social evening was thoroughly enjoyed. One of the features of the opening was a dance which was given in the fine new dance hall over the store. Crackle's orchestra furnished the music.

TORONTO GROCER, HIS PAINFUL EXPERIENCE

Fred Davey, the five-year-old son of E. Davey, grocer, 2219 Dundas street, Toronto, is now out of danger after having been in a critical condition for five days. He was taken ill with whooping cough and after a violent fit of coughing became unconscious from a hemorrhage of the brain. An operation was performed but no hope was held for the lad's recovery for several days. Later, however, he took a turn for the better, and is now making good progress toward recovery. Mr. Davey, the boy's father, had a painful experience in connection with the case. In an effort to relieve the lad during a choking spell he put his finger in his mouth, and the child, while coughing, bit it. Blood poisoning developed, but was checked by prompt medical attention, although the finger was greatly swollen and exceedingly painful.

FEED MAN SEES NO LOW FEEDS

Wallace J. Baker, sales representative for the Canadian Feed Manfg. Co., Ltd., Fort William, believes that there is no hope of low feed prices this year. This is suggested by the crop conditions in Canada. Ontario and all the Western provinces with the exception of Manitoba, Mr. Baker states, are producing but a small crop, and much below the average. There can be but one result, and that is the continuance of high prices. Feeds will, as a matter of fact, be probably much higher than at present. The demand will manifest itself again later in the season and when keen competitive buying starts there will be a strong tendency upward. Mr. Baker believes that Germany will be a factor in influencing prices for she will require large supplies and will be willing to pay the price necessary to procure them. With no surplus in hand now there is poor prospect of relief in the matter of prices.

WHOLESALE GROCER STAFF PICNICS

On Saturday last the male employees of Hudon, Hebert and Co., Ltd., Montreal, motored to Riviere des Prairies for a day's outing. There were 191 in the party out of the 150 odd male employees of the firm, and the picnic grounds, situated at the junction of the St. Lawrence and Riviere des Prairies Rivers, was pronounced ideal. The motor trip occupied two hours each way, and the scenery was very inviting. Games and contests were indulged in and a baseball match pulled off between the warehouse and office staffs. This resulted in a score of 15-6, favorable to the winners. The day was acclaimed one of the best yet enjoyed, and through the kindness of the management the luncheon, drinks and transportation were provided.

BRANTFORD GROCERS' PICNIC
(Continued from Page 31.)

all were smiling and prepared to enjoy themselves.

Auto trucks and delivery carts were pressed into service yesterday, and the butchers, under captains A. Harp, grocers, did their best to carry down as many kiddies to the park as possible.

All who entered the ground received a tag reading, "Get acquainted," and marked with a number. This device led everyone to take an interest in his neighbors' number, and a friendliness spread through the big crowd.

The Ball Game

The ball game that started the ball rolling was between the grocers and the butchers, under captains A. Harpe, grocers; G. M. Gress, butchers. This was a sure win for the butchers as seen from the start, but the grocers had a plucky team, for they kept right on till the end, when the butchers were proclaimed winners.

The Baby Show

The baby show, held in the pavilion, proved the best event of the day, for

over forty entries were taken. The judges had a panicky time in choosing the winner in this event, for all were splendid babies, but at last it was done without any injury to the judges from disappointed mothers.

The judges were G. H. Hartmann, D. Wilson, Miss E. Mellen; and the prize-winning mothers were: Mrs. Oliver Whitaker, 232 Darling Street; Mrs. Frank Alderson, 61 Grand Street; Mrs. E. Sinden, 84 Marlboro Street; Mrs. Chas. Bygraves, 51 Walter Street; and Mrs. Alex. Merson, 171 West Street. The winners for the best pair of twins were: Mrs. Shuker, 110 Erie Avenue, and Mrs. Riches, 246 Wellington street.

The special prize to oldest lady on the ground who registered with the secretary before 4.30 p.m. was won by Mrs. G. F. Berger, 158 Market Street. Mrs. Berger is over 90 years, but is still hale and hearty.

The games were all run successfully, and everyone seemed satisfied over the results, no grumbling to be heard all day. Valuable prizes were given to the winners, who were as follows:

Girls' race under 15 years: 1, Katherine Pierce; 2, Winnie Smith, 3, Irene Peddie. Boys' race under 15 years: 1, Stephen Sparks; 2, John Manns; 3, Stan Carter. Married ladies' race: 1, Mrs. L. Harp; 2, Mrs. Lee; 3, Mrs. F. Cheney. Single ladies' race: 1, Miss G. Pierce; 2, Blanche Stuart; 3, Mary McDonald. Soldiers' walking race: 1, A. S. Post; 2, A. Bailie; 3, W. W. Bell. Grocers, butchers, drivers, clerks, 100 yards: 1, Fred Holt; 2, L. Van Evry; 3, Stanley Pierce. Married ladies' backward race, 25 yards: 1, Mrs. E. Wolfe; 2, Mrs. L. Harp; 3, Mrs. W. Britton. Married ladies' race: 1, Mrs. F. Cheney; 2, Mrs. V. Edwards; 3, Mrs. E. Wolfe; 4, M. Marra; 5, Mrs. B. Conlan; Soldiers' wives only, 50 yards: 1, V Edwards; 2, E. Wolfe; 3, F. Cheney; 4, M. Marra. Returned soldiers' race: 1, W. Martin; 2, W. T. Pamplin; 3, A. S. Post. Pick-o'-back race: 1, Russ. Whitlake and H. Harrigan; 2, Stan. Caret and R. Whitaker.

The Supper Event

About six p.m. came a very welcome break in the days' enjoyment, namely the call to the lunch tables. The tables were crowded, and parties were sitting around on the grass before table cloths laden with good things. The laughing crowds testified to the success of the day. After supper the numbers of the lucky cars were called out from the pavilion to an eager crowd. The winners of the boxes of candies being: No. 92, Mrs. Lowe; No. 502, Miss Foster; No. 1111, Miss Irene Merlihan; No. 1200, Mrs. Morris, 60 Charlotte Street; No. 602, Mrs. Spicer, 85 Park Avenue; No. 1915, Mrs. Longmuir, 69 Strathcona Avenue; No. 2004, Mrs. Bert, Mohawk Lodge; No. 716, Miss M. Chalmers, 34 Eagle Place; No. 901, Mrs. Ed. Campbell; No. 670, Leslie Reid. After this event came the dancing, which continued till

well on into the evening, and so passed away the 18th annual picnic of the Grocers' and Butchers' Association.

The games committees were as follows:

Geo. Gress, John Kew, Pussel Gowman, A. Harp, E. Cutmore, A. E. Young, Don McDougall, F. S. Hartley, F. C. Harp, Geo. Townson, H. Teakle, W. H. Mellen, Art. Coulbeck, G. Devlin, R. J. Fennell, J. G. Page, R. Poerson, John Buckwell, and Secretary F. S. Blain.

DETAILED EXPENSES

(Continued from Page 33.)

ings is \$1.93%. Figuring his investment also at 50 per cent. of the total, or \$2.00, here he makes less than 100 per cent. on his capital, against the 200 per cent. of the other man.

On this basis, the rapidly turning man can swing the same size of business on \$598.75 that the other man swings on \$2,000, or he can do with \$5,987.50 what it will require \$20,000 for the other man to do.

This takes no account of the two important facts: (1) That the hand-to-mouth buyer will never lose much on any declining market, while the other will lose heavily. (2) Chances are that the 4 dozen buyer will not follow the market up promptly, so will not make even as good as showing as I have allotted to him.

If you do not agree with me, "show me!"

CATALOGUES and BOOKLETS

S. F. Bowser and Co. have issued an attractive circular announcement showing their products, such as gasoline outfits, oil tanks, etc., in colors. Each article is described and the features of each are given. The booklet is entitled "Handsome Returns to Yourself." Another booklet being sent out is entitled "Systems for Oil Economy and Efficiency." It is also printed in colors, showing different equipment manufactured by them.

NEW GOODS

J. A. Manning o., Owen Sound, Ont., have placed on the market a new egg substitute called "Bake-Al-Rite." It is made from milk and corn. The manufacturers state it can be used to good effect in baking at a small fraction of the cost of eggs. It is also stated it will keep indefinitely, that it is made from pure foods, and does not contain a particle of egg.

W-S S

Snowflake
THE FULL STRENGTH
Ammonia

LAWRASON'S
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and
Disinfecting Purposes.
S. F. Lawrason & Co.
LONDON, ONT.

**CUTS GREASE
SOFTENS WATER
SAVES SOAP**

**KEEPS TAPS &
SINKS BRIGHT**

LAWRASON'S
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and
Disinfecting Purposes.
S. F. Lawrason & Co.
LONDON, ONT. 11

Snowflake
THE FULL STRENGTH
Ammonia

**CUTS GREASE
SOFTENS WATER
SAVES SOAP**

LAWRASON'S
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and
Disinfecting Purposes.
S. F. Lawrason & Co.
LONDON, ONT. 11

Cuts grease - Saves Soap

A spoonful of Snowflake Ammonia softens a whole pan of dish water, dissolves the grease from the dishes—and saves its cost in soap.

Use it in kitchen, bathroom, laundry.

Snowflake
THE FULL STRENGTH
Ammonia

Up Goes Washing M Down Con Profi

Extract from *The Globe*, Toronto

"Glycerine has dropped at a pound, and as this commodity is soap the manufacturers of soaps have taken this opportunity to raise their prices by 50 cents per box, \$8.25. Another soap is now in advance of 40 cents per case up about 15 per cent."

You know who suffers when prices go up and the cost of sales.

There is a way to meet this increase in the cost of sales. Snowflake Ammonia washing material does. For cutting grease and softening water nothing to equal it.

Scores of your customers use Snowflake Ammonia. Others who have yet to learn of its worth are waiting. This is the opportune moment to "talk back" with a protest against increased prices with a substitute that does the work just as well and better. Don't waste your time talking back. On Snowflake Ammonia you can save money and on a lower investment at that.

But Remember This:—All Ammonia is not alike. There are low grade powders on the market. The business we have created.

SNOWFLAKE is the full strength Ammonia. Customers have seen advertised consistently and will recommend.

Order Through Your

S. F. LAWRASON

Price of Materials Come Your Profits

Toronto, July 4th, 1919

per about 40 cents per
modity is a by-product of
ers of several Canadian
is opportunity of raising
er box, or from \$7.75 to
is now quoted at \$7, an
er case. Toilet soaps are

ces go up—less profit, a falling down

ase in prices. Snowflake Ammonia
mmonia will do anything any wash-
grease and softening water there is

wflake Ammonia, but there are many
ts wonderful advantages.

“talk up” Snowflake. Meet the cry
es with the logical suggestions of the
t as well, and for many uses much
alking higher-priced washing mate-
rou can make a much larger profit,
it.

onia powders are not “Snowflake.”
n the market that are hurting the

h Ammonia—the ammonia your cus-
sistently—the ammonia you can

Your Wholesaler.

ON & CO., LONDON,
ONT.

Snowflake
THE FULL STRENGTH
Ammonia
Softens Water Cuts Grease

Makes blankets soft & white

18

LAWLSON'S
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and
Disinfecting Purposes
S. F. Lawlson & Co.
LONDON, ONT.

Snowflake
THE FULL STRENGTH
Ammonia

Softens the Water -
Makes the Bath More Refreshing

15

LAWLSON'S
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and
Disinfecting Purposes
S. F. Lawlson & Co.
LONDON, ONT.

Snowflake
THE FULL STRENGTH
Ammonia

CUTS GREASE
SAVES SOAP

10 cts

14

LAWLSON'S
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and
Disinfecting Purposes
S. F. Lawlson & Co.
LONDON, ONT.

Snowflake
THE FULL STRENGTH
Ammonia

Cleans Dishes Without
Soap - Quicker - Easier -
More Sanitary

16
CUTS GREASE

LAWLSON'S
Snowflake
Ammonia
Saves 90 Per Cent Soap

NEWS FROM WESTERN CANADA

BUSINESS CHANGES

J. F. Tennant, Brandon, Man., has sold to J. S. McKelvie.

J. H. Fargey & Sons, general merchants, La Riviere, Man., have suffered loss by fire.

H. Harden, grocer, Winnipeg, has sold out.

A. F. Higgins, grocer, Winnipeg, has been succeeded by T. J. Harron.

L. Krisel, groceries and meats, Corydon street, Winnipeg, has sold to Edward Morris.

G. O. Bergstal, Vantage, Sask., has sold his stock and fixtures to Jos. Winberg.

The Wadena Trading Co., Wadena, Sask., has sold out.

E. G. Reitzel, grocer, Edmonton, Alta., has been succeeded by Jas. Anderson.

P. A. McNaughton, general merchant, Pickardville, has suffered loss by fire.

S. Cohen, general store, Theodore, Sask., has been succeeded by Cohen & Dolen.

R. H. WILLIAMS CO., REGINA, HOLD PICNIC

Regina Beach the Scene of a Joyous Gathering—A Long List of Sports

One of the biggest events in Regina retail circles in recent months was the picnic of the employees of the R. H. Williams Company. Advantage was taken of the usual Wednesday afternoon holiday, and to it was added the morning, the big store being closed all day on Wednesday, July 9, and all the employees, together with their families and friends, took the early special train to Regina Beach. All cares were left behind and there was no difficulty in finding pleasure and relaxation and plenty of it at the lake shore. Over 500 people were present.

After a ride on the train of over an hour and a half, the beautiful Regina Beach is reached, everyone is free to spend the day as he chooses. Some made for the water right away, while others engaged in various sports, while still others lounged around in the shade until after the noon lunch was over. In the afternoon a long list of sports was indulged in, prizes for which had been cheerfully donated by many of the leading wholesale firms in Western Canada, and by the Glasgow House officials. Some events were for the employees only, while others were open to the world. The water events were most popular and created no end of merriment. The single men, by a small margin, succeeded in wresting the baseball championship from the married men. The score was 11 to 10.

Buying by Carload and Delivering From Car Door

Method of Cabri, Saskatchewan, Merchant Proves a Great Success—A Strictly Cash Business

HERE is a tip that should be of value to country grocers. Out in the town of Cabri, Sask., on the Empress branch of the C.P.R., there is a merchant named Arthel Simard who has made a big turn-over each fall by shipping in carloads of groceries, potatoes and fruit which he sold direct to the farmer from the track, thereby avoiding the expense of drayage and handling.

Last fall Mr. Simard sold two cars of groceries, seven cars of potatoes and one car of fruit in this manner. The sales were all made for cash when the farmer was flush with money after selling his grain. The goods were sold off the cars in orders ranging from \$40 to \$100, many of the customers taking advantage of the low prices offered by this merchant to lay in their winter stocks.

It was these low prices that were the big drawing card. By disposing of his goods in bulk, and without the expense of handling, Mr. Simard could make a very attractive price, and he heralded the news of his selling exploit over the country by every means at his power. In the first place this merchant is one of the cleverest advertisers in Western Canada, making every inch of space count to draw trade. His announcements in the local weekly paper were catchy, but on the occasions of his sales from the track he outdoes himself. At such times he takes half a page of space, his ads. running the full depth of the page from top to bottom. He takes care to avoid overcrowding this space with matter, rather does he go to the other extreme, with the result that the announcements stand out in large clear type and are easy to read. The caption on these ads. reads:

BUY GROCERIES AT WHOLESALE PRICES

There follows a brief announcement with regard to the purchase of goods in carload lots and a statement of how they will be sold from the car on the track at stipulated hours, first come, first served. An effort is made to make the advertising appear unusual, and to make it look like the story of genuine bargains. Full down the page appears a tabulated statement of the goods offered for sale, preceded by their regular price, and with the sale price set forth at the end of the line in black figures.

The effect is more or less spectacular as compared with the ordinary run of advertising in country newspapers.

Uses Personal Letter

To supplement this advertising, Mr. Simard sends a personally signed letter to every farmer in the district inviting his attendance at the sale, and uses the telephone liberally to reach any who may not receive their mail in time to attend.

At this time of year many farmers are employing two or three men to help with the harvest or threshing. Some of them operate threshing outfits that employ from 20 to 25 men, and the sale comes at an opportune time for them.

Groceries Sold by the Case

In the case of groceries they are sold by the case, and a carload is disposed of in quick order. In his grocery sales conducted in this manner last year, Mr. Simard had only one article of goods left over—pork and beans. The mention of pork to a farmer, after he has been using this form of diet all year, is most distasteful. In the sale of potatoes, whole carloads were at times disposed of in eight hours. The car of fruit shipped in was mixed in variety, but consisted largely of barrels of apples, pears, etc.

Business Triples in Three Years

The business of this merchant has tripled since he took it over three years ago, his sales last year totalling \$89,000. He has branched out from an exclusive grocery store into the general store business, and everything is sold for cash with the exception of groceries. Prominently displayed in the various other departments of the store are big square printed signs reading: "Goods in this department are sold for cash only in order to compete with the mail-order houses."

Despite poor crops in this district, Mr. Simard says that the farmers appear to have the money, for his cash sales are increasing each week.

He does an extensive business in bran and flour, bringing in these commodities by the carload from time to time. Wherever possible he impresses on his customers to buy in bulk, using the argument that prices are constantly advancing, and that it will pay them.

Gossip from the B.C. Coast

Fred Moore, for many years associated with Wm. Braid & Co., Vancouver tea and coffee merchants, has left to enter partnership with J. W. Berry, engaged in the same business, and for the present will represent the firm between Calgary and Montreal.

Geo. L. Palmer, manager of the Winnipeg branch of the Red Rose Tea Co., Ltd., with his family, have gone to St. John, N.B., and the Maritimes, where he will spend a month's holidays. Mr. Palmer went by way of Toronto on his trip East.

"THIS IS ON US," SAYS VANCOUVER WHOLESALE HOUSE

A. MacDonald Co., Vancouver, Gives Picnic to Its Employees

A hundred and fifty of the employees of A. MacDonald & Co., Vancouver, and their families enjoyed the firm's hospitality on Saturday, when they went up to Bowen Island on the S. S. Bellina for a picnic. T. D. Stark, the manager, decided that such an outing might offer him an opportunity to express the firm's appreciation of the loyalty of the employees, of whom not one deserted the company in the recent strike, and would also afford an opportunity for the staff to have a reunion now that nearly all the employees are back from overseas. The various committees excelled themselves and when the many sports events had been decided to the satisfaction of the

winners at least, and the entire company sat down to a generous banquet, the picnickers voted the whole event an unqualified success. It is planned to hold



E. J. Jardine was always found in the thick of it when there was anything going on, whether it was baseball or hockey; he gave just as good an account of himself in the Big Game, and now he's back with W. H. Malkin & Co., Vancouver, B.C., where his smiling face was all that has been missing these last few weeks to make the place look like old times. His friends have surmised correctly—yes, we did steal this picture.

several more outings during the several months of summer that still remain. Among the guests of honor, as representing other branches, were Mrs. John Crawford and family, of Moose Jaw, and Mr. and Mrs. D. N. Stark, of Nelson.

VANCOUVER MERCHANTS TO PICNIC AUGUST 6.

The retail grocers of Vancouver will hold their annual picnic at Bowen Island, on August 6. If past records count for anything there will and should be a tremendous gathering present at the picnic. Special arrangements are being made this year to have the picnic the most enjoyable that has ever been held.

TO ORGANIZE CO-OPERATIVE STORES

The Vernon branch of the G.W.V.A. has decided to take steps toward organizing a chain of co-operative stores throughout the Okanagan Valley. A committee has been working on the scheme for some time, and the plan was supported at a large meeting of the local branch held here last night.

GOSSE-MILLERD AGENTS

Gosse-Millerd Packing Co., Limited, Vancouver, B.C., have appointed selling agents for their fish products. These agents are Donald H. Bain & Co., Winnipeg, for Western Canada; Rose & LaFlamme, Ltd., Montreal, Eastern, and Thomas Flanagan, Halifax, N.S., for the Maritime Provinces. The Gosse-Millerd Co. pack salmon, pilchard, deep sea trout and herring.

Developing Business Over the Phone

Vancouver Merchant Moves to a Side Street, but Keeps His Customers Through Phone Service—Answers the Phone Himself to Keep the Personal Connection Between the Customer and the Store.

By Canadian Grocer Vancouver Representative

F. W. WRIGHT, a Seymour street grocer, Vancouver, was at one time on Granville street, in the very centre of the high-rent district. About nine years ago he moved to the present location, a spot which, though within a block of the busiest retail street in the city, is, perhaps, for that reason, peculiarly quiet. The actual shoppers going along that street ordinarily would be nil, but in that store Mr. Wright has a turnover that would make many a more pretentious store suffer by comparison. The explanation? Well, Mr. Wright has been in the grocery business in Vancouver for twenty-seven years, and some of his best customers have dealt with him for almost that long, and most of them for the last ten years. The connection he built up when on the main street, he retained when he moved, and the service rendered was such as to merit a continuance of patronage and the "good word" to the new families that moved into the district.

Trusted the Grocer's Judgment

"When I first moved off the main street," said Mr. Wright, "my entire

business was done on the phone. The customers I had when I moved to this out-of-the-way location," said Mr. Wright, "knew that I knew what would suit them. They knew that I couldn't afford, even if I were so minded, to recommend or deliver to them any article that I wasn't sure would please them as to quality. I can say without hesitation that nine-tenths of the orders I take over the phone, and that means that the largest percentage of my entire business for commodities, without any choice, preference, or mention of trade name, or brand. For instance:

Hasn't Lost a Marmalade Sale Yet

"I only stock one kind of marmalade. There are several good lines on the market, and there appears to be a new one every week, but I am satisfied that the kind I'm stocking is first-class quality, and a fair margin of profit is made on it; and I haven't lost a sale on marmalade yet. I simply say that I have this brand, which I can personally recommend (and I can), and that if it should fail to please I'll gladly refund the purchase price, and they take it on my sug-

gestion and they keep on using it on its merits, for it has the merit or I couldn't afford to back it the way I do."

A Case in Point

Just at this point the phone called Mr. Wright away. The conversation, if we may be permitted to "eaves-drop," was like this: "Mrs. —? Yes. Coffee? Yes. Vinegar? Yes. Eggs? Yes. Thank you, Mrs. —." "That's an example for you," said Mr. Wright. "That lady didn't mention any brand of coffee or vinegar. I shall send her a pound of my own ground coffee; I'm satisfied that it's quite the equal of any of the various brands in tins, and it shows me a better margin."

'Phone Helps to Better Service

Mr. Wright claims that the telephone permits the manager of the store to attend personally to the customers. They recognize the proprietor's voice; know that he understands what they want; that he knows most likely what he has in stock; that as he knows his customers' likes and dislikes he won't waste their time suggesting a lot of extras, to which

(Continued on Page 47.)

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets this week, from all important centres in the Dominion, show advances in several lines. The tendency of the markets appears to be generally higher, and there is nothing to indicate a return of lower values. Supplies in a good many instances are scant, and until this condition improves, markets are likely to be very strong.

MONTREAL—There have been some important advances this week. Nuts in the shell are marked higher and shelled also are up. It is probable that these will still further advance. Cream of tartar is marked up to 90c for the pure and white pepper is up to 55c per pound. Rolled oats and cornmeal are both higher this week in accordance with the strong grain prices prevailing. Cornflour is higher. Oat and barley feeds have taken on new high prices and oats and barley of the different grades are again advanced. More soaps are revised in price, the advances being about 50c per case. Ground oil cake is up, this being the result of high-priced flax. Chocolate and cocoa are moved higher.

The declines are few and apply only to green vegetables — tomatoes and new beets, while cherries are somewhat easier.

There is an immense sale for sugar. Rice, prunes, raisins and all dried fruits are very firm and will probably advance. Tea is very firm.

TORONTO—Several changes are noted in the grocery markets this week, and the general tendency is towards higher levels. Prices on all laundry soaps have again advanced 50 cents per case. Some toilet soaps, too, have risen to new levels. The stronger quotations on raw materials and the declines in glycerine are the causes of the higher market. The sugar situation is strong, with no changes in prices. Some wholesalers report very short supplies, but refineries state that there will be

no scarcity. There has been some unevenness in the distribution, but it is expected that there will be plenty to meet all requirements. Corn syrups and corn starches are firm at last week's advance, but dealers are anticipating even higher markets in view of the situation in Chicago corn, prices of which are ruling very high. Cornmeal is also quoted higher this week. Manufacturers of cocoa have advanced their prices in some instances as high as 8 cents per pound. Teas and coffees are strong and values are likely to be higher. The market for spices, too, is very firm. Cream of tartar is unchanged. The outlook in nuts is for stronger quotations, as indications point to light supplies, when the demand increases in the fall. Rice has again advanced, and any available is quoted from two to three cents a pound higher. Canned goods are selling well, but many kinds are cleaned up. Salmon is a big seller, and considerable American salmon is being sold on this market. New prices are quoted on California prunes, and these show marked advances. Raisins are in light supply and very firm in price. Grecian currants are coming on the market at high prices.

In produce lines, the markets are for the most part firm. Eggs have advanced and production has fallen off. Cheese is slightly weaker on the boards, but prices to the retailer are unchanged. Butter is firm. Cooked meats are a very active sale, and fresh meats are at steady levels.

WINNIPEG—An advance of $\frac{1}{2}$ c per pound has been made in coffee prices and no lower quotations are anticipated. Beans have advanced from 25c to 40c per 100 pounds. The third advance since the beginning of the month has been made in soaps. Kosher Crisco has advanced 10c per case. Canned corn and tomatoes are very scarce with an advance of 25c per case on the latter. New prices are named on dried prunes and peaches.

QUEBEC MARKETS

MONTREAL, July 23—A steadily good business is reported by the jobbers and they make more of the shortage of many goods than of anything else. The difficulties of securing foodstuffs gives little promise of righting itself in the immediate future. Price tendencies are mostly upward.

Ground Oil Cake 11¢ Chocolate Also Firms

Montreal.
OIL CAKE, CHOCOLATE.—An increased price is in effect for ground oil cake. The advance is \$1 per bag to \$4.75-\$4.85. One line of private brand chocolate is advanced in jobbing circles two cents to 41c per lb.

More Soap Advances; Soap Powder, Too

Montreal.
SOAPS AND POWDERS.—There is still considerable revision manifest in soap prices. New prices on the following include an advance of 50c per case made on the 17th: Gold, Ivory, Surprise, White Naptha, Sunlight, Gilt Edge, \$8.75 per case. Fairbanks' Fairy soap is advanced to \$8.30 to \$8.50, and in half cases, \$4.25 to \$4.35, according to size and quantity. Copoo soap is quoted at \$8.50, and in half cases at \$4.35. Gold Dust washing powder is quoted at \$6.15 per case for medium; \$3.15 for ½ cases, and \$6.15 for the small. Imperial soap powder is quoted up 50c to \$6.50 per case. Sunny Monday soap is now quoted at \$8.50 per case.

Huge Demands Made For Refined Sugar

Montreal.
SUGAR. — Increasing demands are made for refined sugar, and there is no refinery but which is working to capacity that the need may be supplied. Thus far all appear to have received sugar in necessary quantities, although prompt delivery cannot always be made. The supplies in hand are large, but the meltings every week are enormously increased over this time a year ago. The basis is steadily maintained without change.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Iceing, barrels	10 15-10 30
Iceing, 25-lb. boxes	10 55-10 70
Iceing, 50-lb. boxes	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs.	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	10 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 53
Paris lumps (100 lbs.)	0 10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95

Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Canned Goods Bound To Rule Higher

Montreal.
CANNED GOODS.—Indications are strongly in pointing upward on canned goods. There seems to be nothing short of a miracle in prospect if prices are to rule less on any line. Latest advices indicate that pack of peas will be materially less this year and it is unlikely that any of the canned fruits can be bought under present quotations, in fact these prices will probably appear cheap compared with those to rule later. Fruits are already very scarce, while vegetables have been widely distributed.

Canned Fruits—	
Apples, 2½s, doz.	1 40 1 65
Do., 3s, doz.	1 80 1 95
Do., gallons, doz.	5 25
Blueberries, 2s	2 40
Currants, black, 2s, doz.	4 00
Do., gallons, doz.	13 00
Cherries, red, pitted, doz.	2 90 3 20
Gooseberries, 2s, doz.	3 00
Do., 2s (paille)	2 77½ 2 80
Peaches, 20 oz., doz.	3 00
Do., No. 2	2 80 3 00
Do., 2½ (best)	3 75 4 00
Pears, 2s	2 50 2 90
Do., 2½	3 25
Do., 2s (light syrup)	1 90
Pineapples (grated and sliced), 2s	3 60
Do., 2½s	4 50
Plums—Lombard	2 00 2 20
Gages, Green, 2s	2 45
Do. (light syrup, 2s)	2 00
Raspberries, 2s	4 00 4 25
Do., 2½s	2 60
Strawberry, 2s	4 60
Canned Vegetables—	
Asparagus (Amer.) mammoth green, doz.	5 75
Asparagus, imported (2½s)	4 85
Beans, Golden Wax	1 95 2 00
Beans, Refugee	1 75
Beets, new sliced, 2-lb.	0 95
Corn (2s)	2 10 2 85
Carrots (sliced), 2s	1 45 1 75
Corn (on cob), gallons	7 25 7 50
Spinach, 3s	2 85
Spinach, California, 2s	3 15 3 50
Do. (wine gals.)	8 00 10 00
Tomatoes, 1s	0 95 1 00
Tomatoes, 2s	1 50
Tomatoes, 2½s	2 10
Tomatoes, 3s	1 95 2 10
Tomatoes, gallons	6 00 7 02½
Pumpkin, 2½'s (doz.)	1 10
Pumpkins, gallons (doz.)	3 25
Peas, standards	1 45 1 55
Peas, early June	1 60 1 67½
Peas, extra fine, 2s	2 30
Do., fancy, 20 oz.	1 57½
Potatoes, Can. sweet, 2½-lb tins	2 75
Do., 2-lb. tins	1 85
Olives (in bl. 49 wine gals.), gal.	1 85
Canned Fish—	
Salmon—	
Chums, 1-lb. tails	1 90
Do., ½s, flat	1 00
1 lb. tails, cases 4 doz., per doz.	4 50
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. tails	2 60
Pale, ¼-lb. doz.	1 37½
Pale, 1 lb. doz.	2 37½
Pinks, ¼-lb. doz.	1 62½
Cobans, 1-lb. tails	3 75
Cobans, 1-lb. flats	2 25
Cobans, ½-lb. flat	1 75
Red Springs, 1-lb. tails	4 60 4 60

Red Springs, ¼ lb.	2 45
White Springs (1s)	2 85
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador salmon, 1-lb. flat	2 60
Pilehards, 1-lb. tails	1 90 2 00
Whale Steak, 1-lb. flat	1 90
Herrings, kippers, dz. (4 dz. case)	2 25
Herrings (tomato sauce), doz.	2 25 2 50
Haddies (hunch) (½-lb.)	1 00
Haddies, chicken (4 doz. to case), doz.	2 25 2 35
Canadian sardines (case)	6 25 6 75
Norwegian sardines, per case of 100 (¼s)	25 00
Oysters (Canned)—	
5 oz., doz.	2 60
10 oz., doz.	4 20
Lobsters, ¼-lb. doz.	3 25
Do., ½-lb. tins, doz.	5 10
Do., 1-lb. tails	8 25
Do., ¼-lb. doz.	6 00
Do., 1-lb. flats	8 25
Lobster paste, ¼-lb. tins	3 50
sardines (Amer. Norweg'n style)	14 50
Sardines (gen. Norwegian)	25 00
Sardines—Canadian brands (as to quality), case	6 25 17 50
Sardines, French	32 00
scallops, 1-lb., doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 60
Shrimps, No. 1	2 25 2 50
Crabs, No. 1 (es 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river) (1 lb.), doz.	1 90
Scotch Snack, No. 1, dz., Montreal	2 50

Good Bean Weather But Less Acreage

Montreal.
BEANS.—There is but little domestic movement and yet prices are well maintained. The acreage sown in Quebec province this year is said to be very much smaller than that of a year ago, and if this is the case there will be a greatly reduced yield, even though the weather conditions have been favorable. The outlook at this time is for a steadily high basis, though prices may not reach the high levels of a year ago.

Canadian, hand-picked, bush	5 00 5 60
British Columbia	5 00
Brown Beans	3 50 4 00
Japanese	4 50 4 60
Yellow Eyes	5 50
Lima, per lb. (as to quality)	0 10 0 12
Kidney beans	6 00 6 50
Peas, white soup, per bushel	3 25 3 50
Peas, split, new crop (98 lbs.)	6 50
Peas (blue)	0 95 0 99

Holders of Nuts Said to be Fortunate

Montreal.
NUTS.—Advances are strictly in order for nuts, and there have been increases in one quarter this week. Not only does this apply to peanuts, but to almonds, walnuts and filberts. The markets are strong and the products scarce, with every probability of higher prices prevailing in the immediate future. Some say that there are but strictly limited supplies on this continent, and that distribution of a large quantity could not be made now. The outlook is for higher prices.

Almonds, per lb.	0 28
Almonds (shelled)	0 57 0 60
Almonds (Jordan)	0 70
Brazil nuts (new)	0 20
Brazil nuts (medium)	0 15 0 17
Filberts (Sicily), per lb.	0 27½ 0 31
Filberts, Barcelona	0 26½ 0 30
Hickory nuts (large and small), lb.	0 10 0 15
Pecans (new Jumbo), per lb.	0 32 0 35
Peanuts—	
Jumbo	0 20 0 23
Fancy	0 16 0 17

Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16½	0 18
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 38	
Fancy splits, per lb.	0 33	
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished....	0 32	0 35
Pecans, New Orleans, No. 2....	0 21	0 24
Pecans, "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Retail Prices Will Be High For Prunes

Montreal.
DRIED FRUITS.—It is inevitable, it would now seem, that prices on prunes will be much higher. The basis for various sizes given out last week denotes a stiff advance over last year, and with those who did not place their orders early the difference will be very wide. It also would seem that even though the crop yield might be large, the shortage in Europe will have the effect of sending orders into this market, and especially from France. The crop there is said to be about 50 per cent. less than normal.

Apricots, slabs	0 25
Apples (evaporated)	0 22
Peaches (fancy)	0 27
Faced	0 19
Choice	0 20
Extra choice	0 21
12 oz., per pkge.	0 16
Pears	0 25
Drained Peels (old)—	
Citron	0 45
Lemon	0 36
Raisins—	
Bulk, 25-lb. boxes, lb.	0 18
Cal. seedless, cartons, 16 oz.	0 17
Choice seeded, 12 oz.	0 12
Fancy seeded, 16 oz. pkge.	0 14
15 oz.	0 17
11 oz.	0 13
Choice seeded, 15 oz.	0 16
Seedless, 11 oz. pkge.	0 14
Currants, old pack, 15 oz.	0 27½
Dates, Excelsior, per case (36-10s)	6 50
Packages only	0 19
Do., Dromedary (36-10 oz.)	7 75
Packages only, Excelsior	0 20
Do., Dromedary	0 22
Figs (layer), 10-lb. boxes	2 60
Figs, white (70 4-oz. boxes)	5 40
Do. (28 8-oz. boxes)	3 50
Do. (12 10-oz. boxes)	2 20
Figs, Spanish (cooking), 22-lb. boxes	0 14
Prunes (25-lb. boxes)—	
30-40s	0 32
60-70s	0 25
70-80s (25-lb. box)	0 22
80-90s	0 19
90-100s	0 16
100-120s	0 14
Peels—	
Orange	0 37
Cut mixed (1-lb. cartons), doz. 4 10	4 80
In 36 ls, case	12 75
Cut, 10-lb. boxes (lb.)	0 48

Big Export Orders; Rices to Cost More

Montreal.
RICE, TAPIOCA.—Advances are still freely predicted for rice and higher levels are expected to obtain ere long. There has been a heavy accumulation of orders for export in the States, and owing to the marine troubles there has been little or no shipment of late. Best grades are the scarce ones and these are selling on a somewhat nominal basis.

The only change made in tapioca is that on instant variety in packages, which is up 20c to \$2.20 per doz.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	15 00
Honduras	15 00
Siam, No. 2	11 00
Siam (fancy)	12 00
Rangoon "B"	10 75
Rangoon CC	10 50
Mandarin	11 75
Pakling	11 00
Broken rice	7 00
Tapioca, per lb. (seed)	0 12
Tapioca, per lb. (seed)	0 12½
Tapioca (pearl)	0 12

Stiff Prices Hold For Maple Products

Montreal.
MAPLE PRODUCTS, HONEY.—No reduced prices are in effect on maple sugar or syrup. The farmers are holding stock, some assert, and the basis is likely to remain a high one. Buyers are not as numerous as they were and authorities believe there is a good supply in the country yet.

Honey of new production has been offered, although very little has come into the market yet.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2½-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs., per lb.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 22	
Buckwheat, 6-lb. tins., lb.	0 19	0 20

Is Firm Basis For Molasses and Syrup

Montreal.
MOLASSES, SYRUPS.—Not a great deal of molasses is moving, but the outgo is seasonable. Undertone of the market is steadily firm and no immediate declines are anticipated. The scilicet season will again see a good movement. Corn syrups are particularly firm, as are cane, but the high corn markets of late have decidedly changed the corn syrup basis. The advances of last week are fully maintained.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08½	
Half bbls.	0 08½	
Kegs	0 08¾	
2-lb. tins, 2 doz. in case, case	5 45	
5-lb. tins, 1 doz. in case, case	6 05	
10-lb. tins, ½ doz. in case, case	5 75	
20-lb. tins, ¼ doz. in case, case	5 70	
2-gal. 25-lb. pails, each	2 60	
3-gal. 38½-lb. pails, each	3 85	
5-gal. 65-lb. pails, each	6 25	
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	5 95	
5-lb. tins, 1 doz. in case, case	6 55	
10-lb. tins, ½ doz. in case, case	6 25	
20-lb. tins, ¼ doz. in case, case	6 20	
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	7 00	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 00	
Glucose, 5-lb. cans (case)	4 80	

		Prices for Island of Montreal	
Barbadoes Molasses—			
Puncheons	0 98	1 03	
Barrels	1 01	1 06	
Half barrels	1 03	1 08	
Antigua Molasses—			
Puncheons	0 95		
Barrels	0 98		

Note—Prices on molasses to outside points average about 3c per gallon less.

Cream of Tartar Up; White Pepper, Too

Montreal.
SPICES.—The strength of the market on white peppers has been pointed out in CANADIAN GROCER for some time and there is now an advance to 50-55c per lb. Cream of tartar, too, is up, the basis being as high as 90c for French pure. The general movement is excellent, the trade reports.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 35	
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	0 30	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk	2 00	
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut, in pails	0 21	0 22
Pimento, whole	0 20	0 28

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

How Long Will Tea Increases Hold Off?

Montreal.
TEAS.—Just how long increases for tea will be deferred is now engaging the attention of many in the trade. Certain it is that new importations will not be sold at as low prices as those prevailing to-day. A new feature is noticeable in the freer buying in New York and Ceylons have been a favorite with many buyers. Japan teas in the United States are said to be getting less in point of supplies all the time. The undertone is decidedly firm and increases are bound to come.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 41	0 47
Broken Orange Pekoes	0 43	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Moves Well At the New Prices

Montreal.
COFFEES.—A good demand continues to be manifest for coffee and the jobbers and the retail trade are supplying themselves with such supplies as they need. The basis is held without change this week and better grades are favorites among the sellers.

Cocoa is higher in some quarters and is quoted at 45c for a proprietary brand in jobbing circles.

Coffee—		
Bogotas, lb.	0 43	0 45

Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mocha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36 1/2	0 38 1/2
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
Cocoa—		
In 1-lb., per doz.	4 60	
In 1/2-lbs., per doz.	2 45	
In 3/4-lbs., per doz.	1 35	
In 10s size, per dozen	0 95	

Rolled Oats Up Again; Cornmeal

Montreal.
CEREALS. — Another advance has been made in rolled oats this week and the new basis is \$5 to \$5.25 per bag and \$11 per barrel. The oat market is ruling very strong, indeed, and further strength may develop. The high prices of corn have reflected in an advance to \$6 for cornmeal and cornflour has been revised upward to \$6. There has been no change on package goods.

Self-raising Flour—		
3-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	6 00	
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white		6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	5 75	
Oatmeal, fine cut, in pkgs., c/s.	4 60	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	5 00	5 25
Rolled oats (family pack), case		5 60
Rolled oats (small size), case.		2 00
Oat flakes (case 20 pkgs.)		5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Purridge Wheat—		
Packages, 36 in case	6 00	
Packages, 20 in case (family pack.)	5 80	
Puffed wheat, c/s	4 25	
Wheat Food, 18, 1 1/2s.	3 25	
Tapioca flour, lb.	0 15	0 16

Mills Grind Little Flour; in Demand

Montreal.
FLOUR.—Millers have been somewhat disappointed in the allotments of flour they have had of late, and this was due to the necessary curtailments to make up supplies for the Grecian order. Domestic demand is seasonable and there has been no real shortage of supplies to meet this. The basis is steadily the same as that obtaining in past weeks.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00	
Per bbl., in (2) cotton bags, 98 lbs.	11 15	
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	
Winter wheat flour (bbl.)	11 00	11 50

Feeds Move Higher Due to High Grain

Montreal.
FEEDS.—Advances have been made in the base prices of both oat and barley feeds. Crushed oats are quoted at \$60-\$68 per ton, and barley chop at \$60-\$70. There is not a great deal of demand, but no weakness in any feed is manifest.

Feeds—		
Shorts—		
Mixed cars	44 25	

Bran—		
Mixed cars	42 00	42 25
Crushed oats	60 00	68 00
Barley chop	60 00	70 00
Special, middlings		56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	54 00	
F.O.B. Fort William	50 00	

Hay Market Slow; Grains Up Again

Montreal.
HAY AND GRAIN.—Although there has been a dearth of business for hay, the prices remain unchanged. New hay will be abundant in supply here, and it is probable the season may open at a lower basis than that now obtaining.

Oats are up eight cents a bushel all around and barley is higher, too, the increase being 4c to 6c per bushel.

Good, No. 1, per 2,000-lb. ton	30 00	
Do., No. 2	27 00	
Do., No. 3	25 00	
Straw	11 00	
Oats—		
No. 2 C.W. (34 lbs.)	1 03	
No. 3 C.W.	1 01 1/2	
Extra feed	1 01 1/2	
No. 1 feed	0 99 1/2	
No. 2 feed	0 93 1/2	
Barley—		
No. 3 extra	1 48 1/2	
No. 3	1 47 1/2	
No. 2	1 48 1/2	

Note—These prices are at elevator and bags and bagging are not included.

Cherries a Little Less; Fruits High

Montreal.
FRUITS.—Cherries have been a little more plentiful and the prices somewhat more favorable. But as a rule there is little improvement in the market prices for regular fruits. The tendencies seem to indicate a continued high basis for the season.

Apples—		
Baskets	3 50	
Apricots, box	3 25	
Bananas (as to grade), bunch	5 00	6 00

Cherries (California), baskets	2 10	
Cocanuts, bag	9 00	
Cantaloupes (size 35-45)	5 50	
Grapefruit (fancy Porto Rico)	4 50	6 50
Lemons, Messina	6 00	7 00
Watermelons, each	0 50	1 00
Pears, Cal., eating, small box	4 00	
Pears, California (110 size)	5 50	
Peaches, Cal. (box)	2 25	
Peaches, crate	4 50	
Plums, box	4 00	
Oranges, Porto Rico	4 50	5 00
Oranges, Cal., Valencias	4 25	
Do., 150	4 50	
Do., 176	5 00	
Do., 200-216	6 00	
Blood oranges	4 50	
Pineapples (24s to 26s)	7 00	5 50
Raspberries (per basket)	0 30	0 35

Tomatoes and Beets Are Marked Down

Montreal.
VEGETABLES. — Green vegetables, for the most part, are held on a high basis, but tomatoes and new beets are coming down. There is likely to be a higher basis this year than last, and even though this is the case the offerings are readily picked up.

Beans, new string, Montreal, 20-lb. bag	2 00	2 25
Beets, new, doz. (Montreal)		0 75
Cucumbers, Montreal, doz.		1 50
Chickory, doz.		3 00
Cauliflower (Montreal), doz.		2 50
Cabbage (Montreal), doz.		1 50
Carrots (new), doz.		1 00
Celery, doz.		1 50
Horseradish, lb.		0 20
Lettuce (curly), box		0 15
Lettuce (Montreal), head		0 50
Leeks		2 00
Mint		0 15
Mushrooms, lb.		1 75
Basket (about 3 lbs.)		4 00
Onions, Texas, crate		5 00
Do., Red (bunches), doz.		1 50
Parsley (Canadian)		0 50
Peas (Montreal), bag	1 75	2 00
Potatoes, Montreal (90-lb. bag)		1 25
Potatoes (New Brunswick), bag		1 40
Potatoes (new), Florida (per bbl.)	4 00	7 00
Radishes, doz.		0 20
Rhubarb, doz.		0 25
Spinach, box		0 75
Turnips, Quebec		3 00
Do., new, doz.		1 00
Tomatoes, Imported (30-lb. box)		3 00
Do., hothouse, lb.		0 35

ONTARIO MARKETS

TORONTO, July 25—An active demand for practically all grocery lines, with the price tendency decidedly upward in a good many instances, features the markets this week. Some lines are in very small supply. Rolled oats in bulk are quoted higher this week, owing to the shortage of good milling oats. Corn products are very firm, and rice is from two to three cents higher. Soap has again risen.

Heavy Demands On Sugar Supplies

Toronto.
SUGAR.—Some wholesalers report rather scant supplies of sugar, but refiners state that there will be no shortage. There has been some inequality of distribution, but on the whole, it is believed that supplies will be ample for all demands. Prices are firm, and refiners do not anticipate any immediate advance in quotations.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies,	

5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.
 Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.
 Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Hold At Recent Advance

Toronto.
SYRUPS, MOLASSES.—The market for corn syrups is very strong, because of the advancing tendencies of the Chicago corn market. Prices this week are unchanged at last week's advance of 30 cents per case, and half a cent per pound on bulk goods. There is a moderate demand for syrups just now, but it is usu-

ally not so heavy as at other seasons of the year.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		\$0 08 1/4
Half barrels, 1/4 c over bbls.; 1/4 bbls., 1/2 c over bbls.		7 00
Cases, 2-lb. tins, white, 2 doz. in case	5 95	
Cases, 5-lb. tins, white, 1 doz. in case	6 55	
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 85	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/4 c over bbls.; 1/4 bbls., 1/2 c over bbls.		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls, gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/2s, 48s.	4 60	6 95

Starches Likely To Advance Again

Toronto.
PACKAGE GOODS.—There is a very firm market on all package goods. Rolled oats are in fair demand, and there is a strong upward tendency on these lines, because of the growing scarcity of oats for milling purposes. Dealers have not advanced their quotations on packaged rolled oats. Starches are very strong at last week's advance, and owing to the strength of the corn market it is not unlikely that fresh advances will be made. Buying at present prices is advised, as dealers express the opinion that the market is likely to advance.

PACKAGE GOODS		
Roller Oats, 20s round, case		\$5 60
Do., 20s square, case	5 10	5 60
Do., 36s, case		4 00
Do., 18s, case		2 00
Corn Flakes, 36s, case	3 60	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		5 80
Cooker Package Peas, 36s, case		3 60
West Indies, 1 1/2s, 48s.	4 60	6 95
Cornstarch, No. 1, lb, cartons	0 11 1/2	0 11 3/4
Do., No. 2, lb, cartons		0 10 1/4
Laundry starch		0 10
Laundry starch, in 1-lb. cartons		0 12
Do., Do., in 6-lb. tin canisters		0 13 1/4
Do., Do., in 6-lb. wood boxes		0 13 1/4
Potato Flour, in 1-lb. pkgs.		0 16
Fine oatmeal, 20s		5 60
Cornmeal, 24s		3 65
Farina, 24s		2 35
Barley, 24s		2 35

Sharp Advance Again in Rices

Toronto.
RICES.—Rices have again advanced to new high levels. Quotations by Toronto wholesalers are at very high figures. The scarcity of rices is becoming more pronounced, and any of good qual-

ity are very hard to procure. Siam rices range from \$13 to \$13.75 per cwt. Tapioca and sago are equally scarce and are selling at from 13 1/4 to 14 cents per pound.

Texas, fancy, per 100 lbs.	17 50	18 00
Blue Rose, Texas, per 100 lbs.	16 00	17 50
Honduras, fancy, per 100 lbs.	16 00	17 00
Siam, fancy, per 100 lbs.	13 50	13 75
Siam, second, per 100 lbs.	13 00	13 50
Japans, fancy, per 100 lbs.	15 00	16 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese XX, per 100 lbs.		14 00
Do., Simiu	15 00	16 00
Do., Mujin, No. 1		13 50
Do., Paking		12 00
White Sago	0 13 1/4	0 13 3/4
Tapioca, per lb.	0 18 1/2	0 14

High Prices

Toronto.

NUTS.—Brazil nuts show a very sharp advance this week, selling up to 85 cents per pound, and some dealers are asking even as high as 87 cents. Looking to the future, there promises to be very high prices on nuts. There is heavy buying in the United States, and quotations are steadily advancing. Dealers' quotations on Spanish peanuts are not any higher than it costs to make new purchases. Almonds and walnuts will be undoubtedly high.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocconuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.		0 19
Do., Chinese, 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 85	0 87

Corned Goods in Small Supply

Toronto.

CANNED GOODS.—There is no change in the market for canned goods this week. Supplies of canned vegetables among the wholesale dealers are pretty well cleaned up. Canned salmon is in big demand, and considerable American packed salmon is selling on the Toronto market. New canned peas are on the market, but new prices on other vegetables already packed are not yet named. Canned fruits are pretty scarce.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, 1/2s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 46
Pinks, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoes, 1/2-lb. tins	2 00	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2 lb., doz.		6 00
Do., 1/4-lb. tins		1 75
Whale Steak, 1s flat doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	2 15	2 25
Canned Vegetables—		
Beets, 2s.	1 90	2 20
Tomatoes, 2 1/2s		2 25
Peas, standard		1 60
Peas, early June	1 67 1/2	1 75
Sweet Wrinkle		1 97 1/4
Beans, golden wax, doz.	2 00	2 10
Asparagus, tins, doz.	3 75	4 00
Asparagus butts	2 00	2 02 1/2
Canadian corn	2 25	2 45

Corn, American, 2s, doz.	2 10	2 25
Pumpkins, 2 1/2s	0 95	1 15
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.		4 75
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard, 10s, doz.	4 50	4 62 1/2
Apples, gals., doz.		7 00
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s		1 90
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		5 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 35
Do., 4s, each		1 02
Strawberries, 16 oz., doz.	3 90	4 35
Do., 4s, each		1 08

Bulk Rolled Oats Higher

Toronto.

CEREALS.—An advance in the price of rolled oats in bulk is announced this week. A jump of from 50 to 75 cents for bags of 90 pounds has taken place. They are selling at from \$5 to \$5.25. Corn-meal is also very strong, the strength of the Chicago corn market having a bullish influence. Golden corn-meal is selling at \$6.25, and fancy yellow corn-meal at from \$5.50 to \$5.75.

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s		4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s		6 25
Do., fancy yellow, 98s	5 50	5 75
Corn Flour, white, 98s	4 60	5 00
Do., Government standard, 98s		4 25
Hominy grits, 98s		5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s		4 75
Oat Flour		4 60
Roller oats, 90s	5 00	5 25
Roller Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No. 1		6 15
Do., No. 2		6 15
Rice Flour, per 100 lbs.		8 00
Linseed Meal, 98s		6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s		6 50
Blue peas, lb.		0 10

Above prices give range of quotations to the retail trade.

Grecian Currants Will Be High

Toronto.

DRIED APPLES.—Evaporated apples are pretty well cleaned up. There are still some prunes on the market, but these are not plentiful. New prices are announced on this year's crop, and they show very marked advances. Apricots on spot are almost impossible to get. Shipments of Grecian currants are en route, but prices are likely to be very high, as the market is rapidly advancing. While quotations on raisins are not yet announced, indications point to very firm prices.

Apples, evaporated, Ontario		0 24
Apricots, unpitted		0 16 1/2
Do., fancy, 25s		0 30
Do., choice, 25s		0 30
Do., standard, 25s		0 22 1/2
Candied Peels, American—		
Lemon	0 38	0 43 1/2

Orange	0 45 1/2	
Citron	0 47	
Currants—		
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 29	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	6 25	
Dromedary, 3 doz. in case	7 25	
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 3 oz., 20s, case	3 25	
Cal., 10 oz., 12s, case	2 25	
Prunes—		
30-40s, pe rib.	0 25	0 35
40-50s, per lb.		0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.		0 22
70-80s, per lb.	0 19	0 20
80-90s, per lb.	0 16 1/2	0 17
90-100s, per lb.		0 14 1/2
100-120s, per lb.	0 11	0 11 1/2
Peaches—		
Standard, 25-lb. box, peeled	0 20	
Choice, 25-lb. box, peeled	0 23	
Fancy, 25-lb. boxes	0 24	
Practically peeled, 25-lb. boxes	0 23 1/2	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Extra Fancy sulphur bleached, 25s	0 17	0 17
Seedless, 15-oz. packets	0 19	
Seeded, fancy, 1-lb. packets	0 14 1/2	0 15
Seeded, 15 oz. packets	0 15	0 16
Seedless, Thompson's, bulk	0 20	
Seedless, 16-oz. packets	0 19 1/2	
Do., Bakers, Thompson's, 25s	0 20	
Crown Muscatels, 25s	0 17	

Maple Syrup in Quiet Demand

Toronto.
HONEY, MAPLE SYRUPS.—There is a quiet demand for both honey and maple syrup. There is still some honey of last year's crop on the market, but the new crop should soon be available. Maple syrup is quoted at steady prices.

Honey—		
Clover—		
5-lb. tins	0 24	
2 1/2 gal. tins	0 26	
10-lb. tins	0 25	
60-lb. tins	0 24	0 24
Buckwheat, 60-lb. tins, lb.	0 18	0 18
Comb. No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 90
Maple Syrup—		
3 1/2-lb. tins, 10 to case, case	17 00	
Wine qt. tins, 24 to case, case	16 00	
Wine 1/2 gal. tins, 12 to case, case	15 00	
Wine 1 gal. tins, 6 to case, case	14 00	
Imperial 5 gal. cans, 1 to case, case	14 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	

Tendency in Teas is Very Firm

Toronto.
TEAS—The price tendency in teas is still towards higher levels. While there are no actual changes in quotations on spot, supplies here are becoming lighter, and prices are more than likely to see advances, as the present buying is at very strong levels. Shipments of teas out of Canada to the London market, where prices are ruling higher, have been fairly heavy of late.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Second pickings	0 48	0 50
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Hyson Thirds, lb.	0 45	0 45
Early pickings, Japans	0 53	0 55
Do., seconds	0 50	0 55
Do., sifted	0 60	0 65

Coffee Prices Steady and Firm

Toronto.
COFFEE.—Quotations on coffees on spot are unchanged. The market at primary points is very firm, and a recent rally has sent the market to new levels. Dealers, however, have not changed their quotations, Toronto delivery, but the same are very firm.

Java, Private Estate	\$ 50	\$ 50
Java, old Government, lb.	0 48	0 50
Bogotas, lb.		0 47
Guatemala, lb.	0 46	0 48
Mexican	0 46	0 47
Maracibo, lb.	0 45	0 46
Jamaica, lb.	0 43	0 45
Blue Mountain Jamaica	0 48	0 49
Mocha, Arabian, lb.		0 48
Rio, lb.	0 33	0 37
Santos, Bourbon, lb.	0 45	0 46
Ceylon, Plantation, lb.		0 48
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 26	0 28
Sweet, lb.		0 26

Quotations on Spices Are Firm

Toronto.
SPICES.—Few changes are reported in quotations on spices this week. The market is firm at last week's advances. The tendency in pepper, particularly white pepper, is decidedly upward, and some of the brokers, dealers state, have withdrawn their prices. Cream of tartar is firm, the French pure selling at from 70 to 80 cents per pound. Cloves are rapidly advancing, having risen full 8 cents per pound in the past week. They are selling at from 70 to 75 cents.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 36	0 50
Cloves	0 70	0 75
Cayenne	0 33	0 37
Ginger	0 28	0 35
Ginger	0 30	0 35
—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
—rice	0 90	1 10
Peppers, black	0 35	0 43
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 50s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 65	0 70
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 70	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.		1 75
4-oz. packages, doz.		3 00
8 oz. tins, doz.		6 00

Beans Firm; Demand Quiet

Toronto.
BEANS.—Prices on beans are unchanged this week, being very firm at the recent advance. There is a great scarcity of good quality beans. Ontario 1-lb. to 2-lb. pickers are quoted at from \$4.25 to \$4.50, and hand-picked beans at from \$4.75 to \$5. Demand is, however, inclined to be quiet in beans.

Ontario, 1-lb. to 2-lb. pickers, bus.	\$ 25	\$ 50
Do., hand-picked, bus.	4 75	5 00
Japanese Kotosashi, per bush.	4 50	
Rangoons, per bushel	3 00	
Limas, per lb.	0 12 1/2	

Imported Fruits Arrive Freely

Toronto.
FRUITS.—Imported pears, peaches and canteloupes are arriving freely on the Toronto market these days. California Bartlett pears are selling at \$5.50 per box and in five box lots at \$5.25. Elberta peaches are selling by the bushel at \$5, and California Crawfords at from \$2 to \$2.25 per box. California plums are from \$3.25 to \$3.50 per box. Delaware hampers of hand-picked apples are \$3.50. Canadian raspberries have been arriving plentifully, and are being quoted at from 28 to 30 cents per box. Montmorency cherries are from \$1.65 to \$1.75 per 11-quart basket, and blueberries are from \$2.25 to \$2.50 for a large basket. Red currants range from \$1.50 to \$1.75, and black currants from \$3 to \$3.50 for large baskets. Verdilli lemons are selling at \$7 per case, and California's at \$6.50 per box.

Bananas, per lb.	0 08	
Grapefruit—		
California, seedless, 64s	5 00	
Do., 48s	4 50	
Do., 80s	6 00	
Valencias—		
100s, 126s, 150s, 176s, 200s,		
216s, 250s	5 50	6 50
288s, 324s	5 00	5 50
Lemons, Cal., 270s, 390s, case	6 50	7 00
Raspberries, box	0 25	0 30
Cherries, Home Grown—		
11-qt. basket	1 50	1 75
6-qt. basket	0 75	1 00
Gooseberries, 11-qt. basket		3 50
Red Currants, 11-qt. basket	1 50	1 75
Black Currants, 11-qt. basket	3 00	3 50
Watermelons	0 80	0 90
Georgia Peaches, 6 basket crates,		
per crate		4 50
Texas Elbertas, bushel		5 00
Cal. Peaches, Crawfords, box	2 00	2 25
Canteloupes, Arizona, 45s, stand-		
ards		7 50
Do., flats		2 75
Do., salmon flesh, flats		3 00
Plums, Cal., per case	3 25	3 50
Apples, yellow transparent, bus-		
hamper		3 50
Cal. Bartlett Pears, box	5 25	5 50

Vegetables Have Active Inquiry

Toronto.
VEGETABLES.—Canadian vegetables are arriving freely on the Toronto market, and there is a very active demand for all supplies. Cabbages, beets, and carrots are unchanged in prices as compared with a week ago. Kentucky onions in 100-lb. sacks are selling at \$8.50. Green peppers are from \$1.50 to \$1.75 per dozen, and celery is 40 cents per dozen. Wax beans in 11-quart baskets are selling at 75 cents. Virginia potatoes are \$7.75 per barrel. New Ontario potatoes should soon be available in fairly good quantities. Canadian tomatoes are much easier in price this week, selling at from \$2.25 to \$2.50 per 11-quart basket.

New beets, per dozen	0 40
Cabbage, per crate	5 00
Do., per bushel	3 00
New carrots, per doz.	0 40
Radishes, per dozen	0 30
Can. Lettuce, doz.	0 50
Onions, Kentucky fine hard, 100-lb. sacks	8 50
Parsley, per basket	1 00

Peppers, green, dozen	1 50	1 75
Celery, doz.		0 40
Wax Beans, Can., 11-qt. basket		0 75
Cucumbers	1 50	2 00
New potatoes, Virginia		7 75
Do., No. 2s, machine graded		6 00
Potatoes, Ontario, bag		1 00
Turnips, hamper		2 75
Spinach, box		2 00
Domestic peas, 11-qt. basket		1 00
Outdoor Tomatoes, 11-qt. basket	2 25	2 50

Flour Supplies

Ample For Inquiry

Toronto.

FLOUR.—There is a very good demand for flour for domestic account these days. Supplies are ample for the inquiry, and quotations remain unchanged.

Flour—

Government standard, 74 per cent. extraction.
Ontario winter wheat flour, in carload shipments, on track, in cotton bags 11 15
In jute bags 11 00

Bran and Shorts

Are Unchanged

Toronto.

MILLFEEDS.—No changes are reported in quotations on bran and shorts. Bran in car lots is selling at \$42 per ton, and shorts at \$44. Inquiry is more active for shorts than for bran.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

WINNIPEG MARKETS

WINNIPEG, July 19.—There is a growing scarcity of canned goods on the market and prices on tomatoes have advanced. Soap also shows advance, while various other commodities show an upward tendency.

New Prices On

Prunes and Peaches

Winnipeg.

DRIED FRUITS.—Prices have just been named on new crop prunes and peaches. Prices on bulk prunes are as follows: 70's, 80's, 90's, 11c per lb.; 40's, 14c per lb.; 50's, 12c per lb. These prices, as anticipated, are high, but not on as high a basis as some of the outsiders have been making resales at. Peaches have opened at prices about in line with what was expected, as follows: choice peaches, 25-lb. boxes, 16½c per lb.; fancy peaches, 17¼c per lb.; extra fancy 19c per lb. Old dried fruits are almost unobtainable, and it will be some months yet before new crop goods are ready for shipment.

Canned Tomatoes

Up 25c Per Case

Winnipeg.

CANNED GOODS.—There is a growing scarcity of canned corn and tomatoes, and so great is the demand for the former that United States corn is being brought into this market. Jobbers have firmed up prices on canned tomatoes recently to the extent of about 25 cents per case.

Corn, 2s	4 55
Peas, Standard, 24 x 2s	3 25
Tomatoes, 2½s, Cal.	4 50
Peaches, heavy syrup, 24 x 2s	5 80
Pears, light syrup, 24 x 2s	4 15
Do., heavy syrup	5 80
Plums, Lombard, heavy syrup, 24 x 2s	4 50 4 60
Strawberries, 2s x 2 doz., case	8 95 9 00
Cherries, 2s, 2 doz. case, per case	6 20 6 25
Raspberries, 2s, 2 doz. cases, per case	8 55 8 60

Crisco Market

Is Very Firm

Winnipeg.

CRISCO.—The market is holding firm at the big advance recorded in these columns two weeks ago. The opening up of trade with Germany has made a heavy

export demand for fats of all kinds, and no decline on such lines as this can be expected. Kosher Crisco has advanced again this week to about 10 cents per case higher than our last quotation.

Further Advances

In All Soaps

Winnipeg.

SOAP.—Some further advances have been named on soap, making in some cases the third advance since July 1. The first advance was outlined in these columns two weeks ago, since which time a further advance of from 80c to 90c has been made on practically all lines. Some manufacturers have withdrawn all prices. The market is very firm at the advance. The lifting of the embargo on shipments to Germany has resulted in a heavy export demand for fats of all kinds, and under these circumstances the market is expected to remain very firm for some time to come.

Stiff Market in

Tapioca and Sago

Winnipeg.

TAPIOCA, SAGO.—The market has stiffened materially on these lines during the past week. Latest quotations

names prices of about 11½c delivered at Vancouver on tapioca and sago.

Coffee Advances

Half Cent Per Pound

Winnipeg.

COFFEE.—The coffee crop is harvested this month and next. By the end of this month it will be possible to know the extent and grade of the crop. At present Canadian and the United States are buying from hand to mouth, while Europe is buying up all offerings at fancy prices. Jobbers do not expect prices will be any lower, though it is impossible to say what prices will be for a few weeks yet. Coffee has firmed up ½c per lb. in the past week, and the market is very firm.

Santos, old crop, per lb.	0 34
Bourbon, per lb.	0 35
Bogota, per lb.	0 48
Costa Rica, per lb.	0 43
Maracaibo, per lb.	0 43

Higher Levels

In Bean Market

Winnipeg.

BEANS.—The market is firmer and higher for good grade beans. Advices show most recent advances range from 25c to 40c per 100 lbs. British Columbia beans, of which a large quantity are used at prairie points, are practically cleaned up.

Upward Tendency

in Tea Market

Winnipeg.

TEA.—A considerable movement in tea continues to be reflected in the primary markets. The local market is strong, with an upward tendency. The demand is good, particularly for Ceylon teas in both low and medium grades.

No High-Grade

Rice Is Available

Winnipeg.

RICE.—Very few grades of rice are available. Millers in most cases are sold out of stock and are not making any offerings. They advise that to import rice at to-day's quotations they would have to pay \$40 to \$50 per ton above the price at which they contracted at early in the season. To-day it is almost impossible to buy any high-grade rice at all, such as No. 1 Japan or Fancy Siam.

BRITISH COLUMBIA MARKETS

VANCOUVER, July 21—Some advances on certain lines are shown this week. Sockeye salmon is on the market, and is quoted at very high levels, at \$17.50. Red Spring salmon is also available at \$15.50. Sugar is in fairly good supply with prices firm.

Provisions Are

At Steady Prices

Vancouver.

PROVISIONS.—No changes are reported in the market for provisions.

Hams and bacon are selling at very strong figures, quotations on live hogs being at the highest figures on record. Beef too, is firm.

Fresh Beef	0 17	0 19
Lamb		0 28

(Continued on Page 51.)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., July 22.—The changes during the week continue to show an upward trend. Granulated cornmeal is selling at from \$6.25 to \$6.35, and ordinary cornmeal is bringing from \$4.50 to \$4.60. Rolled oats are selling at \$11.50. Siam rice is quoted at from \$12.75 to \$13. All grades of eggs have advanced two cents per dozen. Compound lard is from 35 to 35½ cents. Clear pork shows a sharp advance at from 65 to 75 cents. Canned tomatoes are selling at \$4.30. There are no canned apples available. Few new potatoes are arriving. They are \$3 per bushel. Old crop potatoes have advanced from \$4 to \$4.25.

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	6 25 6 35
Cornmeal, ordinary, bags	4 50 4 60
Rolled oats	11 50
Rice, Siam, per 100 lbs.	12 15 13 00
Molasses	0 88 0 89
sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, New Brunswick	0 33 0 34
Cheese, Ont., twins	0 33 0 34
Eggs, fresh, doz.	0 50
Eggs, case	0 45 0 47
Breakfast bacon	0 44 0 49
Butter, creamery, per lb.	0 46 0 49
Butter, dairy, per lb.	0 43 0 45
Butter, tub	0 41 0 43
Margarine	0 33 0 35
Lard, pure, lb.	0 39½ 0 40
Lard, compound	0 35 0 35½
American clear pork	0 62 0 65
Beef, corned, lb.	4 55 4 90
Tomatoes, 3s, standard, case	4 20
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 20
Corn, 2s, standard case	4 70
Peas, standard case	3 20 3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00 11 50
Cohoos	14 50 15 00
Chums	8 50
Evaporated apples, per lb.	0 23
Peaches, per lb.	
Potatoes—	
Natives, per bbl.	3 00 3 50
Onion, Egyptians, lb.	0 11 0 12
Lemons, Cal.	8 50 9 00
Peaches, Cal., box	2 00 3 00
Pears, Cal., box	6 00 7 00
Plums, Cal., crate	3 00 4 00
Oranges, Cal., case	6 00 7 00
Grapefruit, Cal., case	7 00 7 50
Bananas, per lb.	0 08½ 0 09

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, July 22.—Several advances are noted in the price changes on grocery commodities here this week. Lux has gone up 25 cents; Sunlight soap, in

hundreds, 25 cents; Welcome powder, 30 cents a case; and Fairy soap, \$1 per case. Fry's cocoa has risen 30 cents a dozen, and H.P. sauce 40 cents a dozen. Rolled oats are now selling at \$4.20 for eighties. Further advances are likely. Blue Ribbon coffee is now 52 cents for ones, and Baker's cocoa and chocolate are two cents a pound higher. Siam rice is quoted at from \$10.50 to \$11. Number one Japanese rice at \$13, and sago and tapioca at from 12½ to 14 cents. Cooked and smoked hams are up a cent. Campbell's soups are 40 cents a case lower. Gillett's lye and cream of tartar are cheaper. Gallon apples and lobsters are unobtainable.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	10 50
Rolled oats, 80s	4 20	
Rice, Siam, cwt.	10 50	11 00
Rice, China mat., No. 1	4 80	
Do., No. 2	3 95	
Japan, No. 1	13 00	
Tapioca, lb.	0 12½	0 14
Sago, lb.	0 12½	0 14
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large	0 33½	0 36
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	22 80	
Eggs, new-laid, local	13 50	
Tomatoes, 2½s, standard, case	4 20	
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack.	5 60	
Strawberries, 2s, Ontario, case	8 10	8 75
Jams—		
B.C. Strawberries, 4s.	13 50	
Logan Raspberries	13 00	
Peaches	11 00	
Plum	10 00	
Gooseberries	11 00	
Blackberries	11 00	
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted	6 40	
Apples, evaporated	0 22	
Do., 25s, lb.	0 23	
Apricots, evaporated, lb.	0 26	0 27
Peaches, evaporated, lb.	0 23	
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s	0 22	
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges, Valencia	7 00	
Lemons, case	8 50	
Grapefruit, California	7 50	
Strawberries, Hood River, crate	7 00	
Cantaloupes, crate 45s	7 50	

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., July 22.—Crop conditions show considerable improvement. New potatoes are on the market at 3 pounds for 25 cents. Beef has declined three or four cents. Veal is lower. Pork is firm. New B. C. apples are on the market. The Hudson Bay Co. is opening a wholesale tobacco store in Smeed's warehouse, Regina, on August first. The egg market is un-

changed. A car of Washington Yellow Transparents arrived this week. The price is higher than last season, retailing 2 pounds for 35 cents. Fresh vegetables are also very high. Cabbages, beets, carrots and turnips are 10 cents per pound.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	3 86
Puffed Rice, case	5 25
Rice, Siam, cwt.	8 40 8 65
Sago, lb.	0 11½
Tapioca, lb.	0 11½
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1, Ontario, large	0 34½
Butter, Creamery	0 58
Crisco	12 70 13 35
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 31
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
New potatoes, 3 lbs.	0 25
Grapefruit	7 50
California oranges	7 00 8 50
Pinapples	7 00 8 50
Lemons	8 00
Strawberries, crate	7 50
B.C. Cherries, basket	3 00 4 00
Watermelons, lb.	0 09
Apricots, Cal.	3 25
Plums, Cal.	3 75
Peaches, Cal.	2 75
Apples	4 50
Washington yellow transparents,	
2 lbs.	0 35
Tomatoes	3 50
Cucumbers, doz.	3 00

DEVELOPING BUSINESS OVER THE PHONE

(Continued from Page 39.)

they'll have to keep saying "No." While it is getting now that more and more of the customers come to the store when down town shopping, Mr. Wright is of the opinion that the bulk of the business and the best established and steadiest connection is made and kept through the 'phone.

The Need of Care in Selling by 'Phone

To the younger clerk, and even sometimes to the older merchant, there is a hint from Mr. Wright's experience that is worth remembering. "One has to be particularly careful of their choice of words, and the modulation of the voice in using the 'phone," he says. "One cannot see the expression on the face of the one who listens. Quite often in speaking face-to-face, one speaks in a sharp, abrupt manner, the effect of which is corrected by the expression on the face; in 'phoning, such phraseology, and such a tone, unredeemed by the expression, sounds almost rude. A little study and observation of one's self and others is helpful."

PRODUCE AND PROVISIONS

The Situation in Eggs and Poultry

Eggs Are Moving More Readily, With Strong Export Demand—
Storage Stocks Also Show Marked Increase—
Poultry Receipts Continue Light.

THE egg market gained material strength during the week just closed. Receipts at consuming centres have been light. Export demand has continued keen and this, with the demand for local consumption, could have taken care of much heavier arrivals. Ontario country track shippers report having paid stores from 42 to 46c, and making sales of current receipts at 46 to 47c f.o.b., cases returnable. The demand, they say, is very keen and some shippers are now asking 50c f.o.b. Egg circles are reported to have made sales at 48½c f.o.b. The unsatisfactory future at the present time is the very restricted outlet for low grade eggs of which there is a large proportion in the receipts. Bakers and confectioners who formerly used undergrade eggs are now largely using Chinese frozen and powdered eggs, which, they say, are more satisfactory and the cost is reasonable in comparison to undergrade Canadian shell eggs. A sale of seconds was reported last week at 35c, and a sale of cracks at 20c. This is a serious situation as the loss on undergrades sustained by dealers must be taken into account in figuring the cost of the better grades. Naturally, this reflects on the price paid to the producer.

Improved Production Expected

The impression of some country shippers is that the decline in production has about reached the low point and a gradual increase may be looked for from now on. Harvesting has commenced in many sections, which is much earlier than usual. This will have appreciable effect on the quality. Hens will get the loose grain on the stubble.

The United States markets are firmer for the higher grades, but a very dull market exists for heated low grades, which are said to be very difficult to move except at losses to the shippers. Storage stocks July 1st were as follows:

July 1st, 1919, 408 storages 7,508,530 c/s
July 1st, 1919, 388 storages 7,488,752 c/s
July 1st, 1918, 388 storages 6,410,384 c/s
Increase 1,078,368 c/s

A Good Export Movement

The demand from Great Britain for eggs, both for immediate and fall shipment continues good and more business was reported during the week. Canadian eggs are selling at a premium over United States product, which, no doubt, is due to superior quality and uniformity of grades, according to the Canadian standards. Canadian buyers are reported to be active in the States securing April and May for fall shipment.

The movement for export has been as follows:

March, 7,620 cases; April, 8,405 cases; May, 18,023.	
June 1st-7th	50 cases
June 8th-14th	595 cases
June 15th-21st	900 cases
June 22nd-28th	2,035 cases
June 29th-5th July ..	2,915 cases
July 6th-12th	1,195 cases
Total, 41,738 cases (1,252,140 doz.).	

Short Receipts of All Grade Poultry

The receipts of fresh killed and live poultry: Broilers (spring chickens) and

cocks showed an increase, but old fowl were less. Dealers have advanced their prices for this week's deliveries in an endeavor to draw heavier receipts. It is thought by some in the trade that the higher price of eggs is the reason why receipts of fowl are less. This may be partly the reason, but many farmers are too busy to spare the time to come to town. Then it is not generally appreciated what an important factor the Jewish trade is. The Jew trade is to be found all through the country buying poultry right at the farm and shipping direct to Jew trade or consumer in the consuming centres. This, of course, diverts a great deal of the poultry that formerly was marketed through the old established poultry dealers. Prices of storage poultry are unchanged, and what is left in storage is gradually moving into consumption.

Storage Stocks

Poultry stocks in storage on July 1 were as follows:

Broilers	64,583 lbs.
Chickens	391,785 lbs.
Fowl	673,786 lbs.
Ducks	11,964 lbs.
Geese	96,492 lbs.
Turkeys	190,892 lbs.
Unclassified	161,169 lbs.
	<hr/>
	1,599,561 lbs.

Cheese Export Movement Continues Light

Rumors of British Control Disorganizes Market—Butter Export Movement, However, Shows Heavy Increase in Volume.

THE persistent rumor of the British Government's intention to again assume control of the importation and sale of cheese, though as yet unconfirmed, is having a very depressing effect on the cheese and butter export business. Last week's receipts and shipments on export account were unusually light for the time of year, but the past week has seen further declines in this movement. Receipts of cheese for the week ending July 19 were 44,748 boxes as compared with 86,341 boxes last week, while exports dropped from 117,517 boxes to 62,361 during the week ending July 19.

Butter also showed declines, the receipts for the week of July 19, being 18,719 packages, as against 21,939 packages the preceding week. Export movement, however, was considerably heavier, being 9,532 packages against 3,212 packages the week previous.

The official figures are as follows:

	Receipts.	
	Butter. Packages.	Cheese. Boxes.
Week ending July 19, 1919	18,719	44,748
Week ending July 20, 1918	16,625	84,063
From May 1 to July 19, 1919	187,470	501,495
From May 1 to July 20, 1918	182,397	692,616
	Exports.	
	Butter. Packages.	Cheese. Boxes.
Week ending July 19, 1919	9,532	62,361
From May 1 to July 19, 1919	13,241	519,722

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 21—Live and dressed hogs advanced again this week and are on a much stiffer basis with the undertone strong. The cattle markets are strong, too. Breakfast bacon is marked up and cooked and roast hams and shoulders are up one cent. Lard and shortening are marked higher in some quarters, but are held firm in others without change. Creamery butter is up one cent and cheese is down two cents per pound. Eggs advanced one to four cents per dozen. Buying prices are higher on live poultry and lower on old dressed fowl. The fish markets are active and supplies of market and steak cod and halibut are larger as is also that of whitefish.

Hogs Again Advance; Cattle High Also

Montreal.

FRESH MEATS.—There has been a sympathetic advance here in the price of live hogs, and prices are advanced materially over a week ago to \$23.75 to \$24 per cwt. for select abattoir stuff. A stiff advance has also been recorded for dressed hogs. Various cuts are marked higher. The cattle markets are firm and higher, and it does not seem that prices are likely to decline just now. The buying by packers is active.

Hogs, live	23 75	24 00
Hogs, dressed—		
Abattoir killed, small, 65-90 lbs.	33 50	34 00
Sows (heavy)	26 50	27 00
Fresh Pork—		
Leg of Pork (trimmed) (foot		
cn)	0 40	
Loins (trimmed)	0 45	
Loins (untrimmed)	0 42	
Spare ribs	0 25	0 26
Trimmed shoulders	0 30	0 31
Fresh Beef—		
(Cows)		
\$ 28 ..Hind quarters..	\$ 30	30 30
0 14 ..Front quarters..	0 16	0 18
0 28 ..Loins	0 37	0 37
0 25 ..Ribs	0 28	0 28
0 15 ..Chucks	0 15	0 16
0 26 ..Hips	0 28	0 28
Calves (as per grade)	0 22	0 27
Lambs, 30-40 lbs. (whole carcass),		
lb.	0 36	
No. 1 Mutton (whole carcass), lb.	0 20	

Immense Sales Made; Breakfast Bacon Up

Montreal.

CURED MEATS.—There has been a decided impetus to the sale of breakfast bacon, and prices have been advanced one cent. There is likely to be a big sale for these goods and for cured hams, for the holiday seekers are using much of these products now. Prices are very firm, and the tendencies are upward.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 47	
14-20 lbs.	0 47	
25-35 lbs.	0 40	
20-25 lbs.	0 42	
Backs—		
Plain	0 50	
Breakfast, per lb. (as to qual.)	0 50	0 57
Rolls, per lb.	0 38	0 39
Dry Salt Meats—		
Long clear bacon, ton lots....	0 30½	0 31½
Long clear bacon, small lots..	0 31	0 32
Barrel Pork—		
Fat backs, lb.	0 33	
Canadian short cut (bbl.) 30-40		
pieces	62 00	62 50

Clear fat backs (bbl.) (40-50		
pieces	70 00	
Heavy mess pork (bbl.)	54 00	
Bean pork (bbl.) (American)		
(60-80 pieces)	54 60	

Hams and Shoulders Advanced a Cent

Montreal.

COOKED MEATS.—Big sales have been made of cooked and roast meat and hams are very big sellers. The demand has been well taken care of, and still there is every inclination toward advances being made, so great is the demand. With pork soaring, further increases may be looked for.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 65	0 66
Jellied pork tongues	0 44	0 44
Ham and tongue, lb.	0 32	0 32
Veal and tongue	0 25	0 25
Hams, roast	0 66	0 66
Hams, cooked	0 66	0 66
Shoulders, roast	0 53	0 53
Shoulders, boiled	0 53	0 53
Pork pies (doz.)	0 85	0 85
Blood pudding, lb.	0 12	0 12

Lard Demand Firm; Advances Probable

Montreal.

LARD.—A good heavy demand still continues for lard, and there is every indication of prices being maintained on the high levels reached, or even of higher prices obtaining. There have been advances in some quarters already.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 37½	0 38
Tubs, 50 lbs., per lb.	0 38	0 38¼
Pails, 20 lbs., per lb.	0 38¼	0 38½
Bricks, 1 lb., per lb.	0 40	0 40½

Shortening is a Good Seller

Montreal.

SHORTENING.—Excellent sales have been made of shortening and there is a strong undertone to this market. Prices are more likely to advance than to decline, and there is every evidence of firmness continuing. Prices have already been marked up somewhat in certain quarters.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 31	0 31¼
Tubs, 50 lbs., per lb.	0 31¼	0 31½
Pails, 20 lbs., per lb.	0 31¼	0 32
Bricks, 1 lb., per lb.	0 33	0 34

No Low Prices On Margarine

Montreal.

MARGARINE.—The market is a steady one, and this product is sold in frequent small lots, rather than in heavy. The hot weather demand is quite satisfactory, and the basis is likely to hold with most fats high, and some of them scarce.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 38½
Tubs, according to quality, lb.	0 32	0 34½

Creamery Butter Advances One Cent

Montreal.

BUTTER.—The market for creamery butter is an active one, and the feature of the week was that of a one cent advance for creamery grades. The total of 3,349 packages received here last week was readily sold, and the keen competitive buying is assigned as the reason for increased prices. The undertone is very firm and with export accounts likely to seek continued supplies, it is expected that there will be a firm market, though clear defining of the basis is not easy.

BUTTER—		
Creamery prints, fresh made..	0 56	
Creamery solids, fresh made..	0 55	
Dairy prints	0 45	0 48
Dairy, in tubs, choice	0 44	0 47

Cheese Declines 2 Cents Per Pound

Montreal.

CHEESE.—A most unsettled market condition developed last week and the net result is that of a two cent decline for new cheese. This sudden change to lower levels was due to the unsettled state of trade owing to the probability of the British authorities taking over the price control in England. There has been little export demand, and local trade is benefiting. Prices may further decline, for there has been a decided lowering tendency in the country.

CHEESE—		
New, large, per lb.	0 30	0 30
Twins, per lb.	0 30	0 30½
Triplets, per lb.	0 30	0 30
Stilton, per lb.	0 33	0 33
Fancy, old cheese, per lb.	0 35	0 36

Much Live Poultry; Buying Prices Up

Montreal.

POULTRY.—A freer delivery of live poultry is being made, and there has been quite a lot of competitive buying, resulting in better prices being offered the seller. Old fowls, dressed, on the other hand, are quoted down two cents per pound. There is an excellent sale for poultry all around, and the supplies are quite ample.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47

Ducks—		
Brome Lake (milk fed green).....	0 46	
Young Domestic	0 58	0 40
Turkeys (old toms), lb.	0 49	
Turkeys (young)	0 50	
Geese	0 30	0 31
Old fowls (large)	0 34	
Old fowls (small)	0 30	
POULTRY (live)—		
(Buying Prices)		
Live—Old fowl	0 33	0 35
Roasters	0 23	0 24
Turkeys	0 40	
Broilers	0 33	0 40

One to Four Cents Advance on Eggs

Montreal.
EGGS.—An advance has been made of one to four cents per dozen for eggs, the better grades being advanced most, and new-laid being quoted up 4c to 62c per dozen. The receipts are quite large, but the demand is excellent, and best grades in particular are quickly bought. The undertone is strong.

EGGS—		
No. 2	0 44	
No. 1	0 52	
Selects	0 58	
New laid	0 62	

Plenty of Whitefish, Cod and Halibut Arrive

Montreal.
FISH.—There is a better supply of whitefish this week, and a good demand exists for it. Supplies also of halibut and market and steak cod have arrived more freely. There is a scarcity of Gaspé salmon, and the supply is about exhausted for the season. Mackerel, lake trout and dore are firmer, and may advance.

FRESH FISH		
Carps, per lb.	0 11	0 12
Dore	0 20	
Eels, lb.	0 10	
Bullheads (dressed)	0 15	
Gaspereaux, each	0 07	
Haddies	0 12	0 13
Fillet Haddies	0 20	
Haddock	0 08	
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 09	0 10
Market cod	0 06 1/2	0 07
Flounders	0 08	
Prawns	0 30	
Pike, per lb.	0 12	0 13

Live lobsters	0 45	0 50
Boiled lobsters	0 35	0 40
Salmon (B.C.), per lb., Red	0 30	0 32
Salmon, Gaspé	0 85	0 40
Shad	0 13	
Skate	0 17	
Lake Trout	0 20	
Mackerel	0 16	
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 40	

FROZEN FISH		
Gaspereaux, per lb.	0 06 1/2	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06	0 06 1/2
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05 1/2	
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08	
Gaspé Salmon, per lb.	0 24	0 20
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	
Alewives	0 05 1/2	0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel.	17 00	
Pollock, No. 1, 200 lb. barrel.	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 19	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	20 00	

PICKLED FISH		
Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel	12 00	
Do., half barrel	6 25	
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	26 00	
Salmon, B.C. (200 lbs.)	24 50	
Sea Trout (200-lb. bbis.)	25 00	
Turbot (200 lbs.)	17 00	
Codfish, tongues and sound, lb.	0 15	
Eels, lb.	0 16	0 17

OYSTERS		
Cape Cod, per barrel	16 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 50	
Can No. 1 (Solids)	2 50	
Can No. 3 (Solids)	7 50	
Can No. 5 (Solids)	12 50	
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	9 00	
SUNDRIES		
Paper Oyster Pails, 1/4 per 100	1 75	
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, 1/4-lb. per 100	2 25	

Front quarters, lb.	0 14	0 17
Ribs, lb.	0 22	0 28
Chucks, lb.	0 10	0 13
Loins, whole, lb.	0 32	0 35
Do., whole, lb.	0 30	0 38
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 27	0 32
Lambs, whole, lb.	0 28	0 30
Spring lamb	0 38	0 40
Sheep, whole, lb.	0 16	0 22

Hams and Bacon Holding Steady

Toronto.
PROVISIONS.—Like all other pork products, hams and bacon continue at very high levels. Hams are selling around 44 and 48 cents per pound. Back bacon is selling at 48 cents, and boneless at from 55 to 58 cents. Ordinary breakfast bacon is selling at from 48c to 51 cents, and fancy breakfast bacon at from 57 to 59 cents. Dry salt meats and barrel pork are bringing very firm prices.

Hams—		
Medium	0 46	0 48
Large, per lb.	0 44	
Bacon—		
Skinned, rib in	0 48	
Boneless, per lb.	0 55	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 57	0 59
Roll, per lb.	0 38	
Wiltshire (smoked sides), lb.	0 41	0 42
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 33	0 35
Do., av. 70-100 lbs.	0 28	0 30
Fat backs, 16-20 lbs.	0 33	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	0 58	
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	60 00	
Do., do., do., lightweight	60 00	

Cooked Meats At Strong Figures

Toronto.
COOKED MEATS.—A very active demand continues for all cooked meats. Boiled hams are selling at 65 cents per pound, and roast hams, without dressing at from 65 to 66 cents. Head cheese is selling at 14 to 15 cents. All other lines are very firm. The continued warm weather is stimulating the inquiry.

Boiled hams, lb.	0 65	
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 60	
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 27	
Choice jellied ox tongue, lb.	0 65	0 67
Pork and Tongue, lb.	0 48	0 52

Butter Market Holds Firm

Toronto.
BUTTER.—The butter market is firm, with demand active. Dealers are paying from 50 1/2 to 51 1/2 cents for creamery butter in solids at country points. It is selling to the trade in prints at from 54 to 55 cents, and in the solids at from 53 to 54 cents.

Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0 53	0 54
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	0 45	

ONTARIO MARKETS

TORONTO, July 25—All produce is holding at very firm levels. Fresh pork is selling at high levels, but beef is easier, due to the lack of demand in the warm weather. Live hogs continue at the highest levels on record. Eggs have risen from three to four cents a dozen. Production has fallen off, but consumption is still at a very high rate. Cheese is tending to lower values, but present prices are unchanged. Butter is firm.

Pork is Selling At High Figures

Toronto.
FRESH MEATS.—The strong values at which live hogs are selling, keep all quotations on pork at very high figures. Beef prices are ruling at slightly easier levels. The demand for meats is not so active these warm days, but the heavy export requirements for pork and all pork products is the chief factor in maintaining high levels for all pork. Live

hogs are holding around \$24 per cwt.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	\$30 00	
Live, on cars, per cwt.	24 50	
Live, fed and watered, per cwt.	24 00	
Live, f.o.b., per cwt.	23 00	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	0 42
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 43	0 45
Spare ribs, lb.	0 14	0 15
Picnics, lb.	0 28	0 32
New York shoulders, lb.	0 27	0 29
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	0 35	0 37
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 25	0 32

Cheese Market is Weakening

Toronto.

CHEESE.—Dealers are endeavoring to buy cheese outside at 24 cents per pound. The tendency is towards weaker levels, and prices being paid at Montreal are decidedly easier. Quotations to the retail trade are unchanged as yet, the cheese being sold having been bought at the higher figures. New large cheese are selling at from 31 to 31½ cents, and Stiltons at 34 cents.

Cheese—

New, large	0 31	0 31½
Stilton (new)		0 34
Twins ½ lb. higher than large cheese. Triplets 1½c higher than large cheese.		

Moderate Demand For Margarine

Toronto.

MARGARINE.—There is a moderate demand for margarine these days. Prices to the trade are very firm, and are holding around 35 and 36 cents for the number one prints.

Margarine—

1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Solids 1c per lb. less than prints.		

Sharp Advance in Egg Quotations

Toronto.

EGGS.—Sharp advances have taken place in quotations on eggs. Production has greatly declined, and consumption is still at a very high level. New laids in cartons are selling at from 57 to 60 cents per dozen, and number one eggs at from 54 to 55 cents.

Eggs—

New laids, in cartons, doz.	0 57	0 60
New laids, doz.	0 54	0 55
Prices shown are subject to daily fluctuations of the market.		

Poultry Receipts in Good Supply

Toronto.

POULTRY.—Arrivals of poultry are fairly heavy, and receipts are on the increase. There is a very good demand for both dressed and live fowl. Fowl over 4½ pounds is selling at 30 cents, and under that weight at 27 cents. Spring chickens are bringing from 50 to 55 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducklings, lb.	\$0 32	\$0 35
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 22	0 25
Fowl, over 4½ lbs.	0 30	0 30
Fowl, under 4½ lbs.	0 27	0 27

Prices quoted to retail trade:—

	Dressed
Hens, heavy	\$0 35
Do., light	0 33
Chickens, spring	0 50
Ducklings	0 35
Turkeys	0 35

Shortening Has Active Inquiry

Toronto.

SHORTENING.—There is a good demand for shortening, and prices are holding very firm. It is selling at from 30½ to 31½ cents.

Shortening, tierces, 400 lbs., lb. 0 30½ 0 31½

Lard is Selling At 37½c Pound

Toronto.

LARD.—Quotations on lard are very firm. There is an active demand for it these days. Prices range from 36¾ to 37½ cents.

Lard, tierces, 400 lbs., lb. 0 36¾ 0 37½
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Sea Herring At 10c Per Pound

Toronto.

FISH.—The market for fish is for the most part steady and firm. Fresh sea herring is now coming forward, selling at from 9 to 10 cents per pound. Fresh sea salmon is selling at 30 cents, and frozen Restigouche salmon at 25 cents. Lake fish is arriving plentifully, and is in good demand.

FRESH SEA FISH

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.		0 10
Halibut, chicken	0 21	0 22
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Salmon, Restigouche	0 30	0 35

FROZEN SEA FISH

Salmon—	
Salmon	0 30
Herring	0 09

FRESH LAKE FISH

Lake herring, round lb.	0 10
Do., dressed, lb.	0 11
Trout, lb.	0 15
Whitefish, lb.	0 11½
Mullets, lb.	0 05
Fresh pickerel	0 15
Ciscoes	0 16
Pike	0 09
Fresh mackerel	0 10

butter are a little easier this week, being quoted at 1c per lb. as against 54c two weeks ago. Dairy butter has firmed up recently and is being quoted at 42c to 43c per lb.

Eggs Decline; A Good Supply

Winnipeg.

EGGS.—Eggs are in fairly good supply on this market, and prices have declined. Present quotations range from 30c to 35c per dozen, according to grade.

Lower Prices On Fresh Fish

Winnipeg.

FISH.—Good trading is being done in city though country business has been slow in picking up after the strike. Fresh fish prices are lower on most lines though the present price basis is very indefinite. Dealers reports much irregularity in prices on coast shipments. Lake Manitoba fishing is drawing to a close.

GENERAL MARKETS

Continued from page 46

Pork	0 32
Cheese	0 33½
Lard	0 37
Compound	0 38½
Bacon	0 52
Hams	0 45

New Sockeye Salmon on Sale

Vancouver.

CANNED GOODS.—New canned strawberries are now on the market. They are selling in 2's at \$5. Sandwich clams, four dozen to a case, are selling at \$6.75. New season sockeye is on the market, and is selling at \$17.25. Red spring salmon, packed in ovals is bringing \$15.50. None of these were packed last year. Blue-backs in half flats are selling at \$14.50, a dollar higher than a year ago. Cream cheese has advanced 25 cents per dozen.

Raspberries Are Selling at \$4.50

Vancouver.

FRUITS AND VEGETABLES.—Raspberries are quoted at \$4.50 per crate. They are arriving in fairly good quantities.

Apples—

New, green, box	4 25
Cherries, Okanagan, qt.	0 20
Oranges, Cal., aver.	6 25
Gooseberries, qt.	0 12
Grapefruit, case	5 00
Lemons, case	7 25
Pineapples, Cuban	5 50
Cucumbers, B.C., per doz.	2 00
Tomatoes (hothouse), 20, crate	
No. 1	4 50
Carrots, doz. bunches	0 25
Onions, doz. bunches	0 25
Parsley, doz. bunches	0 25
Local potatoes, ton	30 00
Turnips, doz. bunches	0 25
Celery, doz.	1 75
Raspberries, crate	4 50

Cocoa Shows Sharp Advance

Vancouver.

COCOA, CHICORY.—One brand of English cocoa is up 38 cents per dozen of one pound tins, and ten cents higher on halves. Chicory is selling at 35 cents per pound.

WINNIPEG MARKETS

WINNIPEG, July 19.—In the produce market new levels have been reached by hogs, but in other lines conditions are easier, butter, eggs and fish showing a declining tendency.

Hogs Reach Highest Level

Winnipeg.

HOGS.—Hogs have reached the highest level ever known on this market, namely \$23.00. Export trade is largely responsible for this condition and Canadian importers are getting better prices

for hog products in the Old Country than in Canada. As long as this condition exists high price levels will be maintained on all hog products.

Easier Prices on Creamery Butter

Winnipeg.

BUTTER.—Prices on No. 1 creamery



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax . N.S.

LARD

A good time to buy lard. And when you buy—buy "Star" Brand. There will be a big demand for lard to go to Europe—prices will be higher.

Made Under Government Inspection

F. W. FEARMAN CO.
LIMITED
HAMILTON

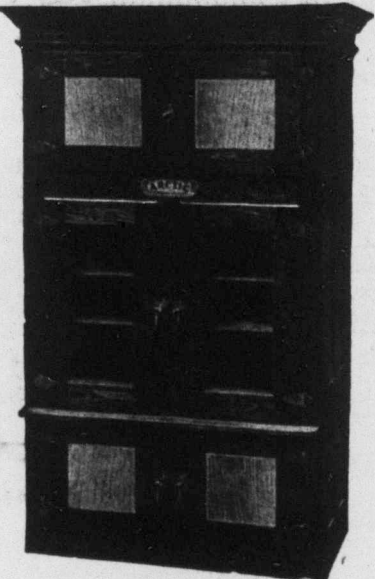
ARCTIC

Creates Customer Confidence

That's what your whole success is based on — customer confidence. And the presence of an Arctic Refrigerator in your store, with its clean, sanitary appearance and absolute protection of perishables, will do more to encourage and strengthen this valuable asset than miles of pleasant smiles and courteous conversation.

There is a model and size that will exactly fit your needs.

Write at once for free catalogue and prices.



JOHN HILLOCK & CO., Limited

Office, Showrooms and Factory: 154 George St., Toronto
AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO



For Summer Housekeeping and Vacation Use—

At this season of the year every housekeeper is looking for those foodstuffs which, while being tempting and appetizing, are yet nutritious, economical, and—above all—easily prepared for use.

Every camping party—every motor jaunt or picnic—requires the same factors in its provisions, but, in addition, wants particularly those which will **keep** where fresh meat is impracticable.

There's a big field in this trade for the progressive dealer, and he can **meet every one of the above requirements** by stocking

Swift's Premium Hams and Bacon — and — Cooked Meat Specialties

Our extensive general advertising has made these products known to a wide circle of buyers—all they need from you is the hint that **yours is the store that handles them**. Perhaps you don't fully realize what a complete line of foodstuffs is comprised in the above Swift Products—if so, don't hesitate to

See Our Traveller, or Write Direct.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

(Canada Food Board License Nos' 13-170, 171, 172.)



MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**



SALT PLANT, WINDSOR, ONTARIO

Handle the brands that
have proved their quality
and firmly established
their reputation as "pure
goods."

Of course you handle

**Windsor
Table
Salt**
*Made in
Canada*

THE CANADIAN SALT CO., LIMITED

**COSGRAVE'S
PURE
Malt Vinegar**



It pays you best to sell
branded, guaranteed
goods. That's why
you ought to sell
COSGRAVE'S
PURE MALT VIN-
EGAR.

Attractively Labeled
Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.
100% Pure Well Advertised
ASK YOUR JOBBER FOR IT

**Better equipment will
bring you better business
in 1919**

Prepare now for a more profitable turnover during
the year. Proper equipment will be a mighty strong
means of consolidating the trade of the past, while



creating and retaining a big-
ger and better 1919 business.
The "Canadian Cheese Cut-
ter" will guarantee you a big
increase in profits on your
cheese sales. It eliminates
wastage through scraps, etc.,
and cuts with an accuracy
and rapidity
which will as-
sure your cus-
tomer satisfac-
tory service.
Order a "Can-
adian" to-day
and reap
your share
of pros-
perity. Only
\$18.00.

The CANADIAN Open

The Computing Cheese Cutter Co.
WINDSOR, ONT.



To The Grocery Trade:

Are you prepared for the big demand that we are creating for our

BRUNSWICK BRAND SARDINES

?

This Canadian product is selling from the Atlantic to the Pacific.

These fish are caught in the Bay of Fundy and scientifically prepared in our large plant, packed the day they are caught in a clean, sanitary way.

BRUNSWICK BRAND SARDINES

are ready sellers and show you a good profit.

Order from your wholesaler or write direct to

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



One of Six Reliable Sellers

The other five are:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.



Order from your
wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company
MONTREAL

Every home needs a GOOD broom or a whisk

Every home needs a GOOD Broom or a Whisk. Not that 15-cent store variety. WE don't make any. Every housewife is a good prospect for a sale of "Excelsior" Brooms and Whisks. They are serviceable lines—made in Canada at Owen Sound, Ont., and are priced in a way that will appeal to every woman.



Every repeat order will be right up to the sample. Our factory inspection guarantees this.

Send to-day for our price list. We give personal attention to every order and guarantee prompt service.

J. C. SLOANE

Makers of Fine Brooms and Whisks

845 5th Avenue, Owen Sound, Ontario



Mathieu's Nervine Powders

—the simplest and most effective remedy for all forms of headaches is a reliable line to stock. There is a demand for it the year around.

Recommend this wonderful little nerve remedy to every customer troubled with any form of nervous trouble. It gives quick and sure results.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE, QUEBEC



By Appointment

A dual purpose sauce is Lea & Perrins'

To flavor or to savor. That's the mission of Lea & Perrins'—the Original Worcestershire Sauce.

It is both a table sauce and a cooking sauce of known merit. Equally popular in the kitchen and in the dining-room. World-wide in its reputation. World-renowned for its flavor.

Lea & Perrins

The Original and Genuine
WORCESTERSHIRE SAUCE



Repeat orders and added confidence in your service will result if you display and recommend this steady seller.

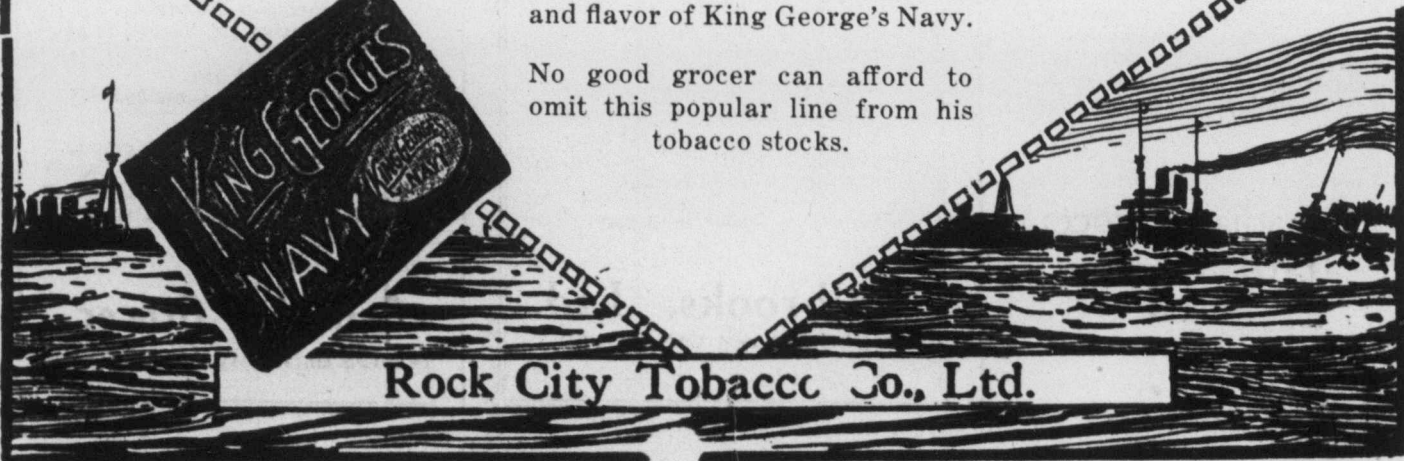
Harold Seddon, Canadian Agent, 137 McGill St., Montreal

KING GEORGE'S NAVY

CHEWING
TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

It's Easy To Sell



ROSE'S LIME JUICE

The Original and Genuine Brand

How tempting and cooling a bottle of Rose's Lime Juice looks when the mercury is hovering around the century mark.

And its cooling, invigorating properties are even better than its appearance suggests.

Are you acquainted with the real merits of Rose's? Just open up a bottle yourself and try a glass or two.

You'll feel like recommending it then, and every user of Rose's will thank you for suggesting such a cooling, healthful non-intoxicant.

Send your order in to-day.

Holbrooks, Ltd.
TORONTO and VANCOUVER

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager
Western Canada
TORONTO

THE MOST DELICIOUS CATSUP

Which will
not spoil
is made from



**PARKE'S
Catsup
Flavor**
and
Preserver

A concentrated extract of spices which produces a natural bright, red color catsup that will keep for all time.

NO ADDITIONAL SPICES ARE REQUIRED.

RETAIL PRICE, 25c PER BOTTLE.

One bottle is enough for a bushel of tomatoes.

WHOLESALE PRICE, \$2.25 PER DOZ. \$27 PER GROSS.

Parke & Parke, Ltd. [Macnab St. and Market Sq. HAMILTON, ONT.]

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

CHOCOLATTA

proved itself to be so valuable during the war that some have thought it was a special preparation for Overseas.

CHOCOLATTA is, however, as valuable in the home as in the field. It is a combination of three nourishing foods: Chocolate, Milk and Sugar in powder form. Your customers will like it.

Send for our attractive terms.

THE NUTRIENT FOOD COMPANY, LIMITED
1266 QUEEN STREET, WEST : TORONTO, CANADA



SUMMER PRICES ON COUNTER CHECK B-O-O-K-S

Order now for Fall delivery. Orders shipped any time within 90 days. State the time you want them—we will do the rest and do it well. Don't put off this matter.



McCaskey Systems Limited, Toronto

A McCaskey Credit Register will help you keep Books without Book-keeping.

MCCASKEY
"ONE WRITING"

"PRIDE OF CANADA" PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Londly, London."
Codes (Private): A. B. C. 4th and 5th Editions.
Western Union and Bantleys.

Direct Shippers



Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban
BRAND BUSREH
Dates

IN CARTONS. Cases each 60 nominal pounds



Turban
COMPLETE
Puddings

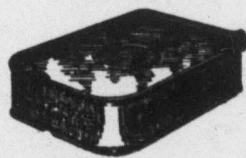


Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO
REAL
SARDINES



The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.

The New Label Draws Custom

The quality of Shirriff's Orange Marmalade could not be improved upon, so we decided to make a more attractive label. This means increased sales for the dealer who handles.

Shirriff's

(True Seville)

Orange Marmalade

An artistic window or counter display of this matchless product is bound to bring new customers and when they have once tried Shirriff's they will want it regularly. It has a fascinating flavor that even the best home-made marmalade



cannot have—made by experts from Seville oranges and pure cane sugar. Lay in a supply to-day. You will find ready sales.

Imperial Extract Co.

Toronto, Ontario

Agents for Canada:

Harold F. Ritchie & Co., Ltd.

Toronto Montreal

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

**IMPORTERS, EXPORTERS and GENERAL
: PRODUCE MERCHANTS :**

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

—
*SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND*

Bankers: ROYAL BANK OF SCOTLAND

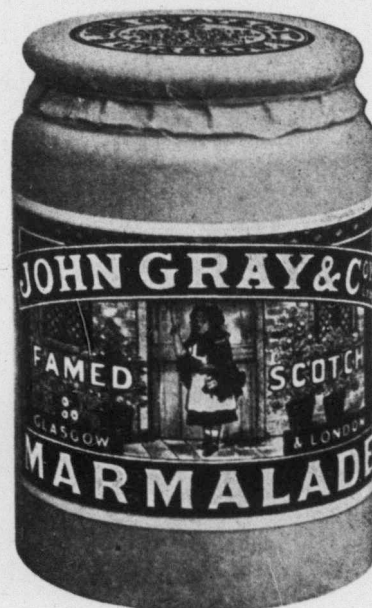
JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer
143-153 University Avenue
Toronto

Canada Beaver Brand Brooms



All grades of Brooms. Best material of Illinois Corn.

10 different grades of whisks. 3 different grades of Toy Brooms.

10 different grades of Household Brooms.

Warehouse Brooms a specialty. Best Maple Hardwood Handles.

Expert Workmen and first-class materials.

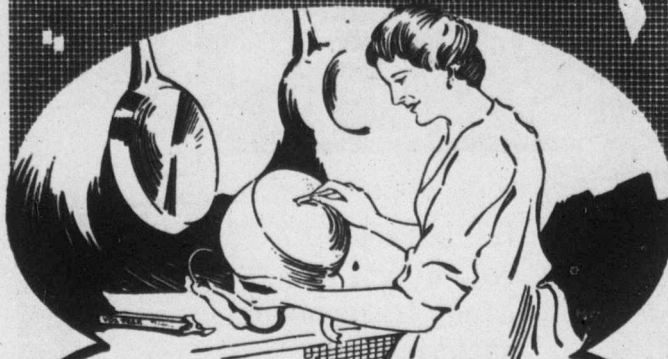
The
Canada Broom & Brush Co., Limited

RIDGETOWN, ONT.

Sales Manager

A. B. Campbell, 42 Geoffrey St. Toronto

VOL-PEEK



FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only 1/2 cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for \$2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

Women have found that cleaning the water-closet is a disagreeable and discouraging task.

They are glad to become acquainted with **Sani-Flush**, which does the work effectively and makes the task easy.

The **Sani-Flush** package tells the story. Keep your stock of **Sani-Flush** on a conspicuous shelf. Place a can on a counter.

That's good merchandising.

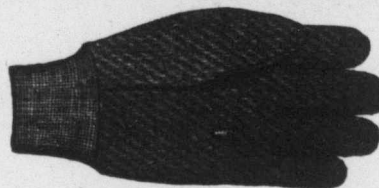
HAROLD F. RITCHIE & CO.
LIMITED

10-12-14 McCaul Street
TORONTO, ONT.



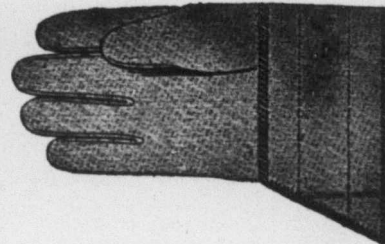
TAPATCO

REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham Ontario

Purity TABLE SALT



In sanitary
cotton bags and
handy free-running
packages.

You cannot recommend
a better salt to any
housewife than Purity

For table or dairy use
there is no better salt—
a fact good housewives
are quick to appreciate

You'll get a good margin
of profit on every
sale of Purity



THE WESTERN SALT
CO., LIMITED
COURTRIGHT
ONT

KEYSTONE BRAND

NUGGET BROOMS

When a customer asks for a
"Nugget" Broom there must be
a reason for remembering the
name.

NUGGET BROOMS

are brooms of good reputation.
A "just as good" line will not
satisfy women who know the
merits of a "Nugget," and
want a light, yet sturdy broom.
The quick turnovers from
"Nugget" Brooms will swell
your income.

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

Write for price and particu-
lars to the makers of the famo-
us Keystone line.

STEVENS-HEPNER CO., Limited
- PORT ELGIN, ONTARIO -

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

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

	Per doz.
Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	
Blackberry	\$3 35
Currant, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans.	\$9 60
Reindeer Brand, each 48 cans.	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each

48 cans 7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	6 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

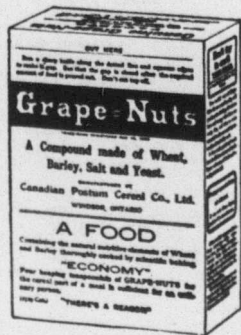
W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, \$2.90; 1s, \$4.90; 2s, \$9.35; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9. \$4.45; 2s, \$8.95.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.45; 2s, \$8.95.	
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75	
Roast Beef—½s, \$2.90; 1s, \$4.85; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—1s, \$6.95; 2s, \$11.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.35; 2s, \$11.95; 6s, \$45.00.	
Jellied Veal—½s, \$3.25; 1s, \$4.95; 2s, \$9.25.	
Cooked Tripe—1s, \$2.85; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.25; 2s, \$4.45.	
Stewed Kidney—1s, \$4.40; 2s, \$8.45.	
Mince Collops—½s, \$1.90; 1s, \$3.75; 2s, \$6.75.	
Sausage Meat—1s, \$3.85; 2s, \$7.90.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.75.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.80; 2s, \$8.85.	
Jellied Hocks—2s, \$9.45; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—½s, \$5.95; 1s, \$9.95.	
Boneless Turkey — ½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$4.95; 1s, \$12.00; 1½s, \$18.50; 2s, \$23.95; 3½s, \$44.00; 6s, \$60.00.	
Lunch Tongue—½s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 6s, \$12.90.	

What The Sales Record Shows

is a pretty good index of popular favor. Judging from this angle, Grape-Nuts is a big favorite of the Canadian people; and year after year the demand increases.

Grape-Nuts



with its high food quality always maintained, has a still brighter outlook ahead. A little attention to store display, and selling helps, yield added returns to grocers.

Good Profit

Sale Guaranteed

Canadian Postum Cereal Co., Ltd., Windsor, Ont.

Did you
ever see a clerk
so new that he
didn't know
Gold Dust?

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINs do your work.

FINEST CRYSTAL GELATINES

Powdered and Sheet
FINE LEAF GELATINE

British Manufacture

GELATINE

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

SOLE AGENTS FOR CANADA

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

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for
those in your town?

Ask your jobber for them or write for
prices and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or
24-25 Fenchurch Street, London, England

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.50; Vermicelli Tomato, \$1.50; Soups and Bouillm, 6s, \$15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, tall, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.35; 2s, \$4.95.
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.
Tongue, Ham and Veal Pates—½s, \$2.30.
Ham and Veal Pates—½s, \$2.30.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—¼s, 75c; ½s, \$1.40.
Plum Pudding—½s, \$1.95; 1s, \$3.85.
Potted Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Potted Tongue—¼s, 75c; ½s, \$1.40.
Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Devilled Tongue—¼s, 75c; ½s, \$1.40.
Veal—¼s, 75c; ½s, \$1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.

In Glass Goods
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.
Ox Tongue—1½s, \$20.00; 2s, \$24.95.
Lunch Tongue (in glass)—1s, \$11.95.
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Mincedmeat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.90.
Ham (in glass)—¼s, \$2.90.
Tongue (in glass)—¼s, \$2.90.
Venison (in glass)—¼s, \$2.90.
Meats, Assorted (in glass)—\$2.90.
Chicken Breast (in glass)—¼s, \$3.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—¼s, \$1.35; 1s, \$1.90; 3s, \$3.25.
Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 6s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	\$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	\$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal
KLIM

Hotel	\$18 50
Household size	8 25
Small size	5 7½
F.o.b. Ontario jobbing points, east of and including Fort William.	
Freight allowance not to exceed 50c per 100 lbs., to other points, on a-case lots or more.	

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—

Boxes Cents

40 lbs., Canada Laundry ... 0.10

40 lbs., 1-lb. pkg., Canada White or Acme Gloss ... 0.10½

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... 0.11

100-lb. kegs, No. 1 white ... 0.10½

200-lb. bbls., No. 1 white ... 0.10½

30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0.12

48 lbs., Silver Gloss, in 6-lb. tin canisters ... 0.13½

36 lbs. Silver Gloss, in 6-lb. draw lid boxes ... 0.13½

100 lbs., kegs, Silver Gloss, large crystals ... 0.11½

40 lbs., Benson's Enamel, (cold water), per case ... \$ 25

Celluloid, 45 cartons, case ... 4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared ... 0.11¾

40 lbs. Canada Pure or Challenge Corn ... 0.10¼

20-lb. Cases Refined Potato Flour, 1-lb. pkgs. ... 0.16½

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1 60

Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2 00

Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. ... 2 10

SYRUP

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

Perfect Seal Jars, 3 lbs., - doz. in case ... \$4.30

2-lb. tins, 2 doz. in case ... 5.45

5-lb. tins, 1 doz. in case ... 6.05

10-lb. tins, 1 doz. in case ... 5.75

20-lb. tins, ¼ doz. in case ... 5.70

(Prices in Maritime Provinces 10c per case higher.)

Barrels, about 700 lbs. ... \$0 08¼

Half bbls., about 350 lbs. ... 0 08½

¼ bbls., about 175 lbs. ... 0 08¾

2-gal. wooden pails, 25 lbs. ... 2 60

3-gal. wooden pails, 38½ lbs. ... 3 85

5-gal. wooden pails, 65 lbs. ... 6 25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... \$5 95

5-lb. tins, 1 doz. in case ... 6 55

10-lb. tins, ½ doz. in case ... 6 05

20-lb. tins, ¼ doz. in case ... 6 25

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

MOZOLA COOKING OIL

No. 1, 24 tins ... Per case 12 00

No. 2, 12 tins ... 11 50

No. 8, 6 tins, 7½ lbs. each ... 20 25

No. 5, 2 tins, 37½ lbs. each ... 30 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley— Doz. 1 lb. ... \$4 00

½ lb. ... 2 00

Robinson's Patent Groats— 1 lb. ... 4 00

½ lb. ... 2 00

NUGGET POLISHES

Doz. Polish, Black, Tan, Toney Red and Dark Brown ... \$1 15

Card Outfits, Black and Tan ... 4 15

Metal Outfits, Black and Tan ... 4 85

Creams, Black and Tan ... 1 25

White Cleaner ... 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb. ... \$1 20

Bobs, 12s ... 1 00

Currency, 12s ... 1 00

Stag Bar, 9s, boxes, 6 lbs. ... 1 05

Pay Roll, thick bars ... 1 25

Pay Roll, plugs, 10s, 6-lb. ¼ caddies ... 1 25

Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. ... 1 05

Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes ... 1 12

Forest and Stream, tins, 9s, 2-lb. cartons ... 1 44

RAISINS

Not many left—never in our experience saw such a clean-up in this line so early in the season. Europe has been a heavy buyer and our own people have certainly had a ravenous appetite for this NOW luscious fruit. If you will need Raisins in the next few months you had better buy now while there are some available.

We offer:

Griffin Fancy Seeded	15oz.	16 ³ / ₄
“ “ “	15oz.	16 ³ / ₄
Easter Choice “	11oz.	14
Thompson Seedless	25 ^s	19 ¹ / ₂
Griffin “	15oz.	20
“ “	11oz.	16
3 Crown, rain damaged Muscatels		12 ³ / ₄

SEND US AN ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS
 CHURCH STREET & ESPLANADE TORONTO



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.



Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Year Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, \$38.50
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, \$23.10

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.



Manufacturers' Agents

For Foreign and Domestic Markets

Head Office: Standard Bank Bldg.

Vancouver, British Columbia



CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your
Wholesaler

1598 Delorimier Ave.
Montreal

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs. .	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto,
Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$4 60
Perfection, ½-lb. tins, doz. .	2 45
Perfection, ¼-lb. tins, doz. .	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb. .	0 37
Supreme Breakfast Cocoa, ½- lb. jars, 1 and 2 doz. in box, doz.	2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 24

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box- es, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box ...	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case.	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 42

Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. .	0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. .	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. .	0 38
Chocolate Emblems, 5-lb. box- es, 30 boxes in case, per lb. .	0 38
No. 2 Milk Wafers, 5-lb. box- es, 30 boxes in case, per lb. .	0 38
No. 1 Vanilla Wafers, 5-lb. box- es, 30 boxes in case, per lb.	0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
No. 1 Nonpareil Wafers, 5- lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. .	0 55
Crystallized Ginger, 5-lb. box- es, 30 boxes in case, per lb. .	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, 4- lb. box, 35 boxes in case, per lb.	0 41
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb. .	0 38
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, per box	\$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 25

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. .	\$5 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 60
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 60
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 41
Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box	0 43
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 41
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120-1c. Milk Chocolate Sticks, 60 boxes in case. .	0 80

5c LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box. .	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. .	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. .	0 95

CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS
CALIFORNIA FRUITS
PEACHES—PLUMS—APRICOTS
WATERMELONS—NEW POTATOES
TOMATOES—CABBAGE
ORANGES—GRAPEFRUIT
LEMONS
BANANAS A SPECIALTY

The House of Quality

HUGH WALKER & SON
GUELPH Established 1861 ONTARIO

Bartlett Pears

Californias now arriving car lots daily---Quality very fine this season.

**PINK CANTALOUPE
WATERMELONS**

also full supplies

Local Tomatoes,
Raspberries, Cherries,
Black Currants, etc.

White & Co., Limited

Wholesale Fruits and Fish
TORONTO



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England

Freemans
FOOD PRODUCTS
Watford

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices *right.* Quality as usual.

Walter Woods & Co.
Hamilton and Winnipeg



**RID-
OF-
RATS**

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use **Rid-of-Rats**. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.50 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO Inc.
100 Emerson Place Brooklyn N. Y.

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 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - - MONTREAL

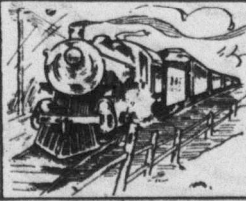
**Oranges
California Lemons
and Early Vegetables**
We Invite Correspondence
LEMON BROS.
Owen Sound, Ont.

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.

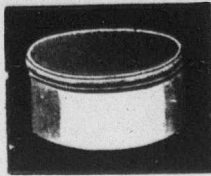
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE

Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

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

60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. T. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

BEANS

Handpicked or Screened
in car lots

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

ROLLED OATS AND CORN-MEAL HIGHER

Owing to an apparent shortage of good milling oats, before the new crop is available, and the sharp advance in the buying price of oats, manufacturers have had to advance the selling price of rolled oats. Dealers did not announce any change in the quotations on package goods, but bulk goods in 90's have advanced fully 50 cents. The strength of the Chicago corn market has also stimulated prices of cornmeal and corn-flour. The likelihood of a lighter crop in corn this year, than usual, has sent prices soaring, and this is reflected in the values of all corn products. The Toronto price of golden cornmeal has risen to \$6.25 for 98's, and for fancy cornmeal, from \$5.50 to \$5.75 for 98's.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

C. A. MANN & CO.
LONDON, ONT.
Phone 1577

THE STANDARD BY WHICH MANTLES ARE JUDGED

GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS

R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

STEPHEN LOWRIE

25 Powell St., VANCOUVER, B.C.,

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy
Parafine boxes for bulk Pickles,
Mince Meat, etc.

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

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

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

POSITIONS WANTED

YOUNG MARRIED MAN WITH A THOROUGH knowledge of the grocery business, capable of managing and buying, can also trim windows, desires a position in a good grocery business where an advancement can be obtained. Box 688, Canadian Grocer, University Avenue, Toronto.

WANTED

WANTED—PARTNERSHIP, OR WOULD BUY a small business. September next. Capital to invest, \$1,500. Advertiser has had long experience in grocery and general store business. Good references given and required. Apply Box 662, Canadian Grocer, 143 University Ave., Toronto, Ont.

BRITISH IMPORTER WANTS CANADIAN manufacturers of chocolate and all canners of fruit, fish, etc., in fact any live grocery lines, who on large cash orders will give sole British agency for their goods to send me quick particulars of their product or products. Maybe this may interest you. Write Mr. H. L. Dalton, "Roturna," College Road, Moseley, Birmingham, England.

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

WANTED
USED JUTE
SUGAR
BAGS
AND COTTON LINERS
E-PULLAN
TORONTO

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished **FREE** upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

FOR SALE

A DRY GOODS AND GROCERY BUSINESS IN Sault Ste. Marie. Well located, corner store, did nearly \$60,000 of a turn over last year. Sales higher this year so far. Poor health the reason for selling. For particulars apply 314 Wellington St., Sault Ste. Marie, Ont.

FARM AND STORE FOR SALE—GOOD LOCA- tion, twelve miles west of Cochrane. For information write Glen Lovell, Hunta, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

HUFF PRICING SYSTEMS PUT MORE "PEP" into your business. Easily installed and changed. Save time, Banish pricing worries. Prevent costly mistakes. Boost sales 20%. Customers sell themselves. Prices, \$4.75 and \$7.25 delivered. Free sample. Gray's International Trading Company, 74 St. James, Montreal.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

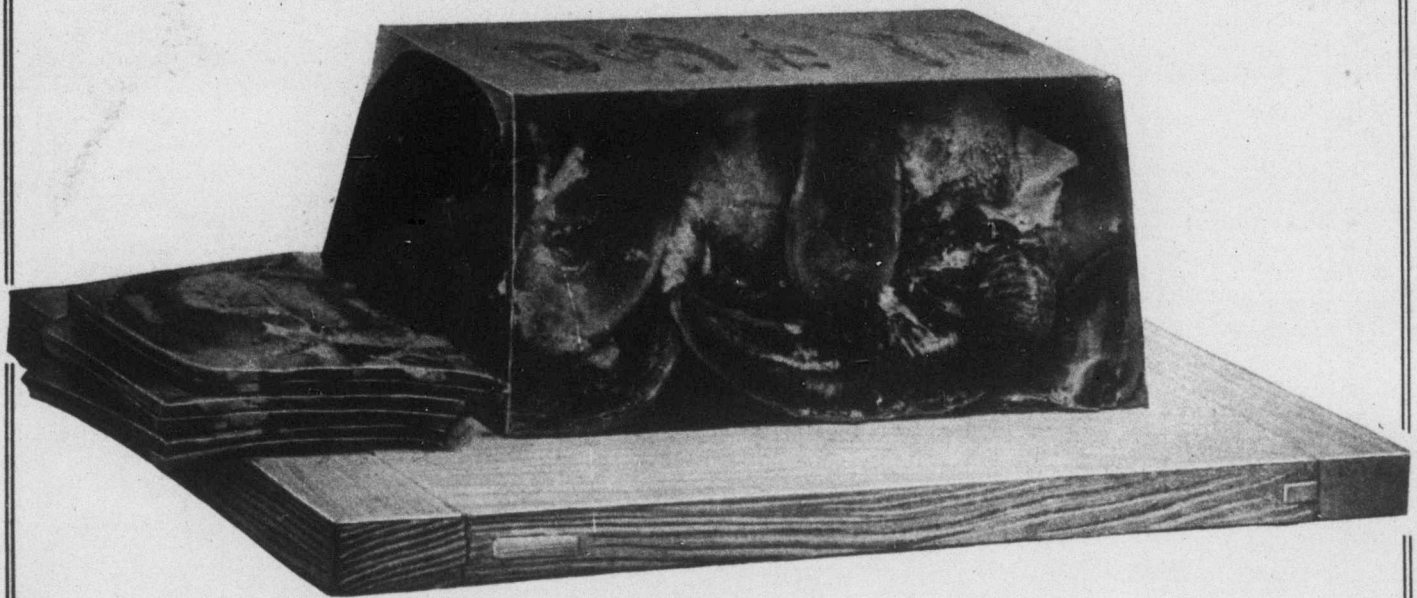
WANTED

WANTED—I AM OPEN TO CONTRACT FOR well advertised lines for the General Store Trade in north half of Saskatchewan, well connected with general stores. Own auto and have warehouse and showrooms. Will furnish bonds or references. Box 513, Canadian Grocer, 143 University Ave., Toronto.

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Feature These Cold-Luncheon Treats For Summer Days



Davies' Jellied Pork Tongue

If you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

Feature these popular lines in your Store

PORK TONGUE
OX TONGUE

PORK AND TONGUE
HOCKS
ENGLISH BRAWN

PRESSED BEEF
VEAL

(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)

THE **DAVIES** COMPANY
WILLIAM LIMITED

Montreal

TORONTO

Hamilton

Canada Food Board Packers' License No. 13-50

WAXTITE

Protects

Kellogg's

**Toasted
Corn
Flakes**

For You
and
For Your
Customer

against moisture or
any other injurious
influence.

**WAXTITE
ENSURES
THE
FLAKES**

reaching your cus-
tomer's table with
that delicious flavor
and as fresh and
crisp as when they
left the oven in our

**TORONTO
KITCHENS**

Made in
Toronto, Canada
by

H. K. Kellogg
CEREAL CO.

Kellogg Toasted Corn Flake Co.
Battle Creek, Mich. Toronto, Canada



By cutting the
Waxtite

wrapper with a
sharp knife, like
this, the
cap can be re-
placed and the
flakes kept fresh
until they are
all used.

Housekeepers
will find the
wax paper
handy for many
purposes.

See that this full signature
is on the package