

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

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No. 33



*The "After-Dinner" Candy,
which is so irresistible that it
has become one of the most
popular confections for "be-
tween meals."*

Pascall CRÈME DE MENTHE

(NON-ALCOHOLIC)

The rapidly-growing custom is one or two Pascall Creme de Menthes immediately after dinner or lunch, and then another one or two more for the sheer pleasure of it.

Pascall Creme de Menthe possesses the true liqueur flavour and, while excellent as a sweetmeat, is valuable as a digestive.

Manufactured by Pascalls Limited, London, England.

When little daughter needs a new frock— just wash the old one a new color!

Children's summer dresses usually fade before they wear out—you can make a dainty mainstays a long time past its usual life by giving it a fresh new color. It will take on any shade you may fancy, when you wash it with Aladdin Dye Soap.

When Mother wants a new blouse—

The blue chiffon waist that has lost its blueness can be restored to its original color—or changed to a charming green. And the pale pink Georgette you've tired of, becomes, under the magic of Aladdin—a lovely rose. Such a dainty color is "Flesh" for lingerie, ribbons and handkerchiefs.

Aladdin Dye Soap is a "Blender" of colors. It uses a color of your own choice and blends it with the color of the fabric to give you the color you want.

Aladdin Dye Soap is a "Blender" of colors. It uses a color of your own choice and blends it with the color of the fabric to give you the color you want.

Aladdin Dye Soap
Colors as it Cleans
Makers of O-Cedar Products - Chicago

A reproduction of one of a series of large Aladdin advertisements now appearing in daily newspapers from coast to coast.

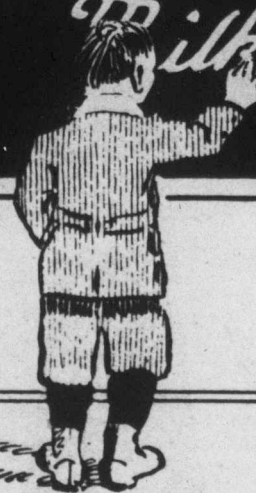
"It's Safe to Count Your Sales Before They're Hatched,"

where ALADDIN DYE SOAP sales are concerned. On the day you order one gross of Aladdin (and get a handsome revolving display stand free) it's safe to credit yourself on your books with the generous profit Aladdin will make for you. Because Aladdin Dye Soap is being advertised with huge space advertisements in daily newspapers from coast to coast. And—more important still, even the short time Aladdin Dye Soap has been on the market has proved to the feminine world that The Aladdin way of washing and dyeing fabrics is the quickest, safest, surest, simplest and most satisfactory way. Order a gross of Aladdin Dye Soap now and count on rapid turnover and good profits.

Order from your wholesaler
CHANNELL CHEMICAL CO., Limited
TORONTO
Distributors Makers of O-Cedar Products

Here's the Answer to a Big Summer Milk Problem

Fresh Milk + Warm Weather = Sour Milk
Borden's Milk + Warm Weather = Fresh Sweet Milk



Borden's Products—

- Eagle Brand Milk
- St. Charles Milk
- Reindeer Coffee
- Reindeer Cocoa
- Borden's Malted Milk



SUMMER with its costly and inconvenient milk problems offers no terrors for the household where Borden's Milk is used.

Borden's Milk offers a most delightful and economical solution to the warm weather sour milk problem, and your customers will appreciate your suggestion if you tell them how it absolutely prevents waste and enables housewives, picnickers, campers and summer cottagers to have a fresh supply of pure, palatable, rich, creamy milk always on hand. Keep Borden's well displayed—it pays.

The Borden Co., Limited
 Montreal

CLARK'S TOMATO KETCHUP

NEW SEASON'S PACK!



Mr. Grocer, will if anything be finer than ever this year.

Its popularity is unrivalled and its sale is limited only by the volume of the Tomato Crop.

If you wish to make sure of your supply, now is the time to order for Fall delivery. Ask your jobber for prices, etc., or drop us a line and we will give you all necessary information.

REMEMBER

CLARK'S products are **QUALITY** goods, are extensively *ADVERTISED* and have the **REPUTATION**.

Made In Canada—By Canadians

W. CLARK, LIMITED - MONTREAL

TO THE CANADIAN COFFEE INTERESTS

*We aim to give you full 100%
efficiency and service*

We are now preparing to obtain a large volume of the Canadian business in 1920 and the morale of our Santos organization will back every one of our efforts.

WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!

WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.

To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—**IN ALL INSTANCES**—to be as nearly as possible equal to your regular Santos types.

J. ARON & COMPANY, Inc. **NEW YORK**

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Edmonton, Alta.	ALEX. F. TYTLER, London, Ont.	HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.	LIND BROKERAGE CO. LTD., Toronto, Ont.	DASTOUS & CO., REG., Sherbrooke, Que.
NICHOLSON-RANKIN, LTD., Calgary, Alberta	J. T. PRICE & CO., Hamilton, Ont.	SCHOFIELD & BEER, St. John, N.B.
NICHOLSON-RANKIN, LTD., Saskatoon.	JAMES KYD, Ottawa, Ont.	O. N. MANN, Sydney, N.S.
NICHOLSON-RANKIN, LTD., Regina.	HENRY M. WYLIE, Halifax, N.S.	A. T. CLEGHORN, Vancouver, B.C.

KLIM

Pure Separated Milk In Powder Form

Will Not Sour or Spoil In Hot Weather

A convincing fact that makes KLIM a great favorite in summer. There is no waste. It does not require ice for cooling. KLIM is a dry powder—the food solids of pure pasteurized separated milk. KLIM in its dry state will keep sweet and fresh in the tin until entirely used.

When dissolved in water KLIM takes the form and taste of liquid separated milk and in this form it will turn sour, in time, just as any milk in liquid form sours. This natural action proves that KLIM is genuine, that it is only the solids of separated milk without added sweetener, adulterant or preservative.

It can be changed into liquid form in a moment by simply whipping a quantity into water, and the supply for one meal or sufficient for a whole day can be prepared. Tell your customers to mix KLIM in small quantities just as it is needed. The KLIM remaining in the tin is always fresh and sweet—ready for use in cooking, for flavoring tea, coffee and cocoa and for all uses where separated milk is satisfactory. KLIM is convenient, economical, absolutely pure and dependable.

You should stock KLIM in the three sizes—half pound, pound and 10 pound tins. Customers usually start with the small sizes. Regular users buy the 10-pound tin for economy.

Order from wholesale Grocery Houses.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick St.,
TORONTO.

319 Craig St. W.,
MONTREAL.

81 Prince William St.
ST. JOHN.

132 James Ave. E.,
WINNIPEG.

British Columbia Distributors: Kirkland & Rose,
132 Water St., VANCOUVER, B.C.



Display
in window of
The Warner
Hardware
Co.,
Minneapolis,
Minn.



Build Up Your Profits With **LIQUID VENEER**

MADE IN
CANADA

A Window Display Will Do Wonders!

You can make an unusually beautiful and attractive window display, full of bright colors and drawing power, which will greatly **increase sales** on Liquid Veneer and the wonderful Liquid Veneer Mop.

You know the **big margin of profit** on these sterling articles. You know the power of the steady advertising behind them. You know the unequalled high quality that has built their wonderful reputation.

Do you fully realize the **big business you can do on these articles by giving them an occasional display?** Send us the size of your window and we will furnish, **entirely free**, a handsome display that will be a credit to your window. State whether you carry Liquid Veneer Mops or not.

Buffalo Specialty Company

BUFFALO, N.Y.

BRIDGEBURG, ONT., CANADA

The old-Time Demand for

ENO'S FRUIT SALT

can now be met

MOST retailers are now aware of the fact that the difficulties which, for four or five years, restricted the supply of Eno's Fruit Salt have at last been removed or overcome.

We have been able to announce this pleasing news through our newspaper advertising to Eno users all over the country, and they have been quick to return to that health-giving aperient which has been the favorite of two generations.



The make-shifts and substitutes which attempted to take the place of Eno's, need no longer annoy you or your customers. The genuine "Fruit Salt" can now be obtained.

There is a great opportunity for you to get your share of this renewed demand—and particularly brisk is the market at this time of the year; for Eno's is a pleasant, healthful, and refreshing "pick-me-up" for the hot weather.

This summer season will see bigger sales than ever for Eno's. You can get your share by suggesting the genuine "Fruit Salt" to your customers, and by making prominent displays.

Made only by

J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, Eng.

Sales Agents for North America:

HAROLD F. RITCHIE & CO., Ltd., 10 McCaul St., Toronto

CHARMS

Eleven Luscious Flavors

Always have been and still continue to be the most superior and popular fruit candies in Canada.

Aggressive and dominant advertising in street cars and leading magazines, is creating an ever bigger demand for Charms.

Charms will be demanded from you by your customers—so send in your order to-day for the complete assortment of the eleven flavors, and reap your share of the profits.

LEMON
LIME
ORANGE
RASPBERRY
BUTTER
CLOVE
PEACH
GRAPE
W. CHERRY
HOREHOUND
ASSORTED



CHARMS COMPANY, LTD.

36 St. Paul St. East
MONTREAL, Canada



The World's Most Popular Soap

The next time you meet a wholesale grocer's salesman ask him to tell you about the tremendous demand for Palmolive. He will tell you how the powerful Palmolive advertising in Canadian and American magazines and newspapers is creating new users by the million.

Palmolive is the soap that the wholesale grocer's salesman likes to sell best, because it is the best seller, because it is the most profitable for both wholesaler and retailer, because it never fails to make repeat sales.

Palmolive sales never slow down. They go on increasing steadily in every territory.

**"Ask Any Wholesale
Grocer's Salesman"**

THE PALMOLIVE COMPANY OF CANADA, Limited
Toronto, Ontario

DIRECT

SHIPPERS



Field & Co

(F.M.) LTD.

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

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

There are plenty of fine fish in the sea,
but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

**BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS**

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4

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 foodstuffs.

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

**Who Gets the Profits?
You—or a Competitor?**

Thousands of grocers profit daily by Sun-maid advertising. We urge upon thirty-eight million housewives regularly the irresistible appeal of Sun-maid Raisins. Grocers in your vicinity who sell Sun-maid are getting a profit, of course. Are you one of them?

Display Sun-maid on shelf, in window. Let your customers see that you, too, sell these tender, juicy, delicious thin-skinned raisins. It's the brand most women want.

Get your share of Sun-maid business.

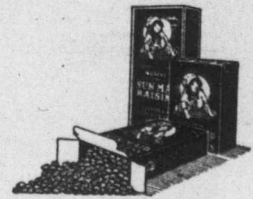
Order from your jobber.

Three Varieties:

Sun-Maid Seeded
(seeds removed)

Sun-Maid Seedless
(grown without seeds)

Sun-Maid Clusters
(on the stem)



California Associated Raisin Co.

Membership 10,000 Growers
Fresno, California

Growers and Shippers of
America's only all-year
nationally advertised brand
of raisins.



**O.K.
SAUCE**

FINALITY IN
FRUIT SAUCE

as palate pleasure
and true digestive



Sole Proprietors:-

GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver Winnipeg St. John's, Nfld. Halifax N.S.
David Brown F. Manley Bowring Bros. J.W. Gorham
167 Cordova St. W. 323 Garry Street & Co. & Co.

PURNELL'S



England's Best PURE MALT
VINEGAR,
PICKLES
& SAUCES

SPECIALITY B V FRUIT SAUCE

*Have Stood the Test of Time
Having Been Established since
1750*

Our Agents have a full
range of samples

**PURNELL & PANTER, LTD., Bristol,
ENGLAND**

Canadian Agents:

J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P. O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West,
Vancouver, B.C.

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through incident agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

W. H. ESCOTT CO. LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants*

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at
Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

The Custard that brings trade

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

Quick Sellers are Profitable.

Gartons
CUSTARD

Sole Agents:
W. G. PATRICK & CO., Ltd.
Toronto Montreal

Imperial Grain and Milling Co., Limited VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
Canada

Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON

Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.

In touch with all British Columbia whole-
salers and jobbers, and can place your line
to best advantage. Agent for shippers of
Oriental products.
VICTORIA - VANCOUVER

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

JOHN PRITTY, LIMITED

Merchandise Broker and Manf.'s Agent
HEAD OFFICE: REGINA, SASK.

—PRITTY—is Energetic.
—PRITTY—is Dependable.
—PRITTY—is well known to the trade.
—PRITTY—is a 100 per cent. producer.
LET—PRITTY—represent you in
SASKATCHEWAN

B. M. Henderson Brokerage, Ltd.

209 Empire Block, Corner Jasper Ave. and
101st Street, Edmonton, Alta.

(Brokers Exclusively)

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

Donaldson-Phillips Agencies

Limited

Selling Agents Brokers

FLOUR, CEREALS, SEEDS

124 Pacific Bldg. - Vancouver, B.C.



EVERY MORSEL EDIBLE
AND DELICIOUS

A customer does not begrudge the money necessary to properly prepare food for her table.

Albatross Pilchards Are Worth Their Price

Clayoquot Sound Canning Co., Ltd.

VICTORIA

AGENTS:

Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario

Manitoba & Sask.: H. P. Pennock & Co., Ltd. Winnipeg, Man.

Alberta & British Columbia: Mason & Hickey

J. L. Beckwith, Victoria, B. C.

Invite Your Scotch Trade to try



Wallace's Herrings

It will probably create
a steady call for them.

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEYMfrs. Agent and Importer
Groceries and ChemicalsSpecial, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg**THE McLAY BROKERAGE CO.**WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*
WINNIPEG MANITOBA**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches
Regina, Saskatoon, Calgary, EdmontonSAY YOU SAW IT IN CANADIAN GROCER,
IT WILL HELP TO IDENTIFY YOU.**A. M. Maclure & Co.**MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**Geo. W. Griffiths & Co., Ltd.**

246 Princess Street

Winnipeg, Manitoba.

*Selling Agents and Brokers*Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manufacturers
first-class service.Why Not Build Up Your Trade in the
West by Appointing Us Your Agents?**MOWAT & McGEACHY**(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon**Richardson Green, Limited**MANUFACTURERS' AGENTSCalling Upon the Grocery, Hardware and
Drug Trade.Winnipeg Regina
Edmonton

Calgary Saskatoon

We work The Retail Trade

IN WRITING ADVERTISERS, PLEASE
MENTION THIS PAPER.

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

REGINA, SASK.

Branches at
SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

MANITOBA
SASKATCHEWAN

WHOLESALE COMMISSION BROKERS
HEAD **WINNIPEG** OFFICE
CORRESPONDENCE SOLICITED

ALBERTA
WESTERN ONT.



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.

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results
We want your business. Write us.

C. DUNCAN & SON

Manuf. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

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

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

TRUCKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO

"We cover Ontario with Grocers' Specialties and Confections." 

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

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO OTTAWA

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

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS
and DRUG SPECIALTIES

J. K. McLAUHLAN
Manufacturers Agent and
Grocery Broker
Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO



32 Front TORONTO St. West CANADA

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO U. S. Office: CHICAGO, ILL.

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
We can give you efficient representation
in the Windsor district.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of
your lines in Kingston and district.

H. C. BRENNAN
Manufacturers Agent and
Grocery Broker
Covering City of Ottawa and District Thoroughly
Booth Bldg. OTTAWA, ONT.

**Sell Your Waste Paper,
Cardboard, etc.**



Serious shortage of
paper making mater-
ials. Very high prices
now.

Send for catalog of

"Climax" Steel
Balers

Made in 12 sizes.

Climax Baler Co.
HAMILTON, ONT.

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company
229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie
Halifax, N.S.
Reliance Agency
St. John's, Newfoundland

L. E. Whittaker
St. John, N.B.
Chadwick & Co.
Toronto, Ont.

When Writing Advertisers Please Mention
This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

ROSE & LAFLAMME
LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
85 St. Peter Street, - QUEBEC
I am buyer of Peas Beans of all kinds
Mail Samples and Prices

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots
A. H. M. HAY
*General Produce & Lumbermen's
Supplies*
Phone 5311 80 ST. PETER ST
Residence 6383 QUEBEC

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the
European market
Write or wire immediately.
7, McGill College Ave. Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKER
Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires
Importers & Exporters
Peas and Beans
Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

WANTED
Agencies for food products for the
City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

SHEPHERD-MOTT CO.
AGENTS for QUALITY
REPRESENTING
WENTWORTH ORCHARD
RUSSELL MURRAY
HARRY HORN

Belgo-Canadian Trading Co. Regd.
Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and
West Indian Products
103 St. Francois Xavier St. MONTREAL

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

Successors to
SHEELY MOTT CO.
3 ST. NICHOLAS ST.,
MONTREAL

**CAR PURE MAPLE SUGAR
FOR SALE**
Write or wire for quotations. Also
dealers in PEAS, BEANS, MAPLE SYRUP
CANADA PRODUCE CO.
171 St. Paul St. East Montreal

MARITIME PROVINCES

In Writing Advertisers Please
Mention This Paper.

CANADIAN PRODUCTS EXCHANGE, LTD.
Grocery, Confectionery and
Drug Specialties
702 Robie Street, Halifax, N.S.

K. Smith
Broker and Commission Merchant
1696A Hutchison St.
MONTREAL

GAETZ & CO.
MANUFACTURERS' AGENTS AND
GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces
we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

SYDNEY and CAPE BRETON
business is worth your especial consideration.
Get best results by appointing a resident broker
to look after your interests. Nine years con-
nection. All references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker,
Sydney, N. S.

ACID PHOSPHATE for **SELF-RAISING FLOUR**
MANUFACTURERS
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

Three Good Things the Grocer should not miss, yet only One Article to deal in.

- 1.—Grimble's Malt Vinegar is pure.
- 2.—Grimble's Malt Vinegar keeps in any climate.
- 3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
 MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd.,
 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
 VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building,
 Vancouver.

The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines



Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

**NORCANNERS, LIMITED
 STAVANGER, NORWAY**

American Headquarters:
 105 Hudson Street, New York

C. B. Hart Rep.
 Montreal

Canadian Agents:
 A. S. May & Co.
 Toronto

Donald H. Bain Co.
 Winnipeg



Vin Tonic
Sanator
 a genuine Tonic for
Invalids

Known the World over

*Send your orders
 direct to*

Nap. Morrissette
 18 Cartier Square
MONTREAL



A Splendid Seller during this weather

—also the year 'round. Customers will find this as appetizing a drink as can be purchased on the market.

Bottles air-tight.

The Marsh Grape Juice Company
 NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
 Toronto and Montreal

PEARS — PEACHES — PLUMS

California Plums and Bartlett Pears, California and Georgia Peaches. Best Varieties. Now Arriving.

APPLES

Delaware Transparents and Early Williams in Hampers. Domestic Early Varieties in Baskets.

TOMATOES—CUCUMBERS

Canadian Field Grown now more plentiful.

NEW CABBAGE, CARROTS, BEETS, BEANS

FINE QUALITY, CANADIAN NEW POTATOES

We Handle Every Kind of Domestic and Imported Fruit and Vegetables—Fresh Arrivals Daily

Peters, Duncan, Limited

88 Front St. E., Toronto Branches: North Bay, Sudbury, Cobalt, Timmins

Summer Day Sales

"Anything else, Madam?—Some of O'Keefe's Ginger Ale?"

It is a Summer day. The suggestion is enough. "Madam" visions the cooling beverage in the refrigerator ready for hot weather guests, and orders accordingly.

The dealer who carries a complete stock of

O'Keefe's

sparkling brews and popular Soft Drinks in warm weather, is a wise man. And his tactful reminder of "Anything else?—Some of O'Keefe's refreshing beverages?" brings him many dollars profit.

The following O'Keefe thirst-quenchers are favorites: Imperial Brews—Ale, Lager and Stout; Soft Drinks—O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola, Lemonade, etc.

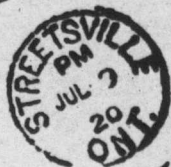
O'KEEFE'S - TORONTO

PHONE MAIN 4202



LANKA TEA

Dealers are losing sales when they can't supply Lanka as the postal reproduced below proves. The writer read Lanka advertising - he wanted to buy Lanka



*Gentlemen,
I would like to try
"Lanka Tea" - Can you send me
it here - How much for
a trial pound - If we
Cash - how much - If we
are pleased with - please
order 10 lb - Apprecia-
tion would be muchly*

Ready with a 10-pound order

"If pleased" - and he will be - "would order 10 pounds." This would have been a nice business for a Lanka Dealer.

Better stock with Lanka today - your jobber has it.

WM. BRAID & COMPANY
Vancouver, Canada
Importers and packers of
Braid's Best Teas and Coffees



Five good reasons for selling.....



**White Swan
Wheat Flakes**



- 1st.—They are sold on a money-back guarantee.
- 2nd.—They have already proven highly profitable and active sellers for thousands of Canadian grocers.
- 3rd.—They are made in the incomparable White Swan Way from the highest grade Canadian Wheat.
- 4th.—They offer a real good profit margin.
- 5th.—They possess an unusually delicious flavor that always wins satisfaction and steady repeats.

White Swan Spices and Cereals, Limited
TORONTO, CANADA

Your Prosperity and The Telephone System

IF your community is growing your business should grow also.

If your business is to grow it must keep in touch with the new people settling in your town or city.

If it is to keep in touch with these new people they must be able to communicate with you.

If they are to communicate with you by the easiest method they must have telephones.

Therefore it is to your interest to see that the new people settling in your city can get telephone service as they want it.

But if the Bell Telephone Company is to provide new telephone lines, new exchanges, new switchboards and new equipment—it must have new capital!

Its original capital is all invested in the plant.

Its Surplus and Reserve Fund is all invested in the plant.

If it is to get new capital it must hire it from investors. (Interest or dividends are merely hire.)

If it is to hire it from investors it must offer a high enough wage to make them willing to buy Bell Telephone securities.

If investors are to do this they must be shown that the Bell Telephone Business can pay as good "wages" as other investments equally safe!

But the Bell Telephone Company last year earned less than a fair return on its investment in telephone property!

How can it raise new capital by offering less than a fair return when so many attractive investments invite the man with capital.

How can it provide new telephones?

How can the new people in your city send orders to you over your telephones if they have no 'phones themselves?

Our problem is your problem. The solution lies in a readjustment of rates so as to yield this company higher revenues to ensure good service, to pay good wages and to attract new capital!



The Bell Telephone Company
of Canada

N. B. Egg Carriers

The never-break Egg
Carrier is the Dealers'
Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

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.

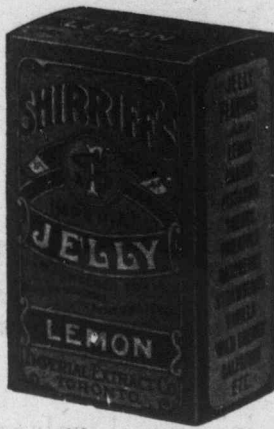
And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto



Shirriff's Jelly Powders are made by the manufacturers of the famous Shirriff's Marmalade.

Shirriff's

JELLY POWDER

Discriminating merchants have found that they can afford to sell only goods of proven merit. That is why Shirriff's Jelly Powder is prominently displayed in so many dealers' windows.

Try Shirriff's Jelly Powder yourself. Then you will realize why housewives **INSIST** on getting Shirriff's. Its refreshing, "natural" taste makes it a favorite wherever it's tried. No question about "repeats."

Full line of fine fruit flavors.

IMPERIAL EXTRACT COMPANY

TORONTO - - CANADA

Selling Agents for Canada

Harold F. Ritchie & Co., Limited
Toronto & Montreal



Wholesome and Satisfying

Our products can be counted upon to be always pure, wholesome and satisfying, and may be highly recommended to the most discriminating women.

This all-round good quality is bound to make them a constant seller, and a little display on your part will be a stepping-stone for your financial gain.

The Malcolm Condensing Co., Limited

ST. GEORGE

ONTARIO

Feature convenience and keeping quality for hot weather.

SOMETHING NEW! PRESERVED STRAWBERRIES

Packed at
NIAGARA FALLS

These Preserved Strawberries contain twice the quantity of sugar ordinarily used in strawberries packed in heavy syrup.

Strictly Fancy Quality

Have you seen them?

DOMINION CANNERS, LIMITED
HAMILTON, CANADA



Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

High Food Value---Low Cost

If people really understood the Superior food value of Superior Macaroni it would take its place along with meat and eggs as the principal sustaining dish of the meal—and you would then, of course, sell far more than now.

Superior BRAND MACARONI

has, pound for pound, more food value than meat or eggs, it is more digestible and costs less than half the price of choice meat cuts. Superior Macaroni is made from the famous Western Canada hard wheat. Its superior flavor alone is enough to build up a big sale for you. Try a sample order.



Sole Selling Agents

Sainsbury Bros.

TORONTO

VANCOUVER WINNIPEG MONTREAL

HALIFAX

The Superior Macaroni Company Ltd., Toronto



You'll realize the Quality by the Profitable Returns

Brodies XXX Self-Raising Flour has been on the market for a good length of time and has earned a reputation for both the Merchant and Householder—it sells well and gives excellent baking results.

Order to-day!

BRODIE & HARVIE, LIMITED, MONTREAL

Ontario Representatives: Chadwick & Co., Toronto.

Quebec Representatives: J. B. Renaud & Cie, Incorp., Quebec.

1,278,699 Pounds more

"SALADA"

Sold during the first seven months of 1920 than during the corresponding period of last year.

WHY ? this remarkable increase?

There's only one reason and that is because the public knows that in every SALADA packet there is genuine value and positive satisfaction.

SALADA TEA COMPANY OF CANADA, LIMITED

When you eat let it be the best

Wagstaffe's

New Season's

Strawberry Jam

1920



WAGSTAFFE'S

Pure Strawberry Jam

Pure Raspberry Jam

Made from
Fruit and Granulated Sugar
Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT




NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton



When Moir's Chocolates are on your shelves you acquire at once a reputation for selling good chocolates. We endeavor to make the stocking of our chocolates good business policy for the three sides of the bargain—the maker, the retailer, and the consumer.

MOIR'S LIMITED
HALIFAX, N.S.



You Can't Match It with Bulk Teas

The flavor which makes Red Rose Tea popular is the result of experience and experiment. Red Rose experts do nothing else but keep the Red Rose blend true to standard. You can't match Red Rose flavor with bulk teas. Build your tea business solidly on Red Rose.



T. H. Estabrooks Company, Limited

St. John

Montreal

Toronto

Winnipeg

Calgary

Edmonton

St. John's, Nfld., and Portland, Maine

Do You Sell Mellow



Looms Large
in the Housewife's Estimation
for Lemon Pies



Makes Delicious
Lemon Pies

Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL



MUSTARD

is a steady seller all the year round, but is particularly in demand during the *Summer*, when cold meats and salads are much in favor.

Your customers want either

COLMAN'S or KEEN'S Brand

No other will satisfy them.

Canadian Agents:

MAGOR, SON & CO., LIMITED, Montreal, Toronto

CHICKEN HADDIES

(Lily Brand)

Mean More Money for the Dealer

The only natural substitute for meat is Fish—and of all the fish canned to-day Chicken Haddies are the most popular.

Great care is exercised in the packing of this zestful food. It is wrapped in a waxed parchment container, in a canning plant which is the perfection of cleanliness.

The new pack is ready for shipment now. They afford a good margin of profit and sell readily.

Packed at Canso, N. S., by the

**MARITIME FISH CORPORATION
LIMITED**

HEAD OFFICE
MONTREAL

Packers of the celebrated Maple
Leaf Brand Codfish Flakes.

CHICKEN HADDIES
REGISTERED



MAPLE LEAF
BRAND
CODFISH FLAKES
REGISTERED



CANADIAN GROCER

VOL. XXXIV

TORONTO, AUGUST 13, 1920

No. 33

Trend of Sugar Dependent on Europe

British-European Competition for Cuban Raws Believed to be the Fundamental Base Line Which Ultimately Will Dictate the Trend of Cane Sugar Prices—Increase of Production of European Sugar Exceedingly Slow

THE Canadian sugar market continues unchanged, with present prices holding strong. Supplies appear to be ample for the demand, and one refiner told Canadian Grocer that there are considerable quantities of second-hand sugar being offered for sale, and until they were cleared up, he did not anticipate any change in the present situation. As regards the raw sugar market, there has not been any material change. Exports from Cuba show a decrease during the past week, only 10,753 tons coming to Canada. Up to July 31, the Cuban crop estimate was placed at 3,428,556 tons. Rain is still badly needed.

Hayden, Stone & Co., New York, in their weekly market letter, in speaking of the sugar situation, say:—

"At a time like the present when sentiment turns a ready ear to any plea or argument promising a reduction in price of the necessities of life, it is but natural that so conspicuously high priced a commodity as sugar should have considerable propaganda directed against it. A good deal of sentiment has been worked up in support of the theory that sugar prices in 1921 will be materially lower. It does not require any great amount of shrewdness to make the surmise that the immediate object of this propaganda may be to force down the selling price of the coming American crop of beet sugar. In a few weeks this crop will be coming to market. Some of it has been sold in advance. In the meantime hostility toward high prices has been accompanied by a decline in Cuban raws, which at 16 1-2 cents are 6 cents per pound under their extreme high. So large a portion—certainly 90 per cent.—of the Cuban crop has been sold that prevail-

ing prices have little practical application. The next real test of the sugar markets of the United States will be afforded when the new beet crop begins to come through the mills.

Opening Prices for Next Year

"There is, however, an undoubted suspension of judgment in financial and speculative quarters as to the proportions of 1921 earnings of Cuban raw sugar producers. So much persistent propaganda has been able to accomplish. It will probably be November before actual selling of next crop Cuban raws is started in a large enough way to really measure the opening prices for next year. And four months in the present temper of speculators is a considerable period.

"There is, however, one fact which hasty generalizations about the trend toward lower prices overlook. The price of Cuban raws of 17 to 20 cents, which have recently prevailed, have little meaning so far as the average price at which the late crop was sold. For instance, Cuba cane sugar averaged about 10 1/4 cents for its 1920 crop; Punta Alegre about 11 cents; Cuban American about the same. Only one large producer, United Fruit, will get the higher average and this largely because its raws are passed through its own refinery and sold as granulated. In other words, if the Cuban sugar companies should sell their 1921 sugars at the 1920 average and escape the drought which cut their production 20 per cent. in the crop year now ending, they would make more money than in 1920.

"Consequently, in forming an estimate of the 1921 outlook a selling price of not over 12 cents should be borne in mind. It is not necessary to presuppose a continuance of 17 to 20 cent

sugar to insure highly satisfactory 1921 results to Cuban colonos and Cuban sugar corporations.

Sugar Consumption Increase

"The sugar consumption of the United States has shown an abnormal increase so far in 1920. Competent authorities estimate this gain at between 15 and 20 per cent. It may slow down in the second half year, especially if unemployment increases and freight congestion still further ties up shipments to distributing centres. Meantime, the increase in production of European sugar is exceedingly slow. Germany in 1920 will make but 25 per cent. as much sugar as in 1914. Poland is importing sugar. Austria is importing. Only Belgium and France promise large 1921 increases and even the 35 to 40 per cent. gain in France will still leave it an importing sugar nation. Europe, excluding Russia, has increased its sugar production in 1920 by 13 per cent. It may do a little better in 1921, but until the German crop is back to 2,500,000 tons and until Germany and Austria and Hungary are supplying England with 70 per cent. to 80 per cent. of her sugar, the British-European competition for Cuban raws will not cease. This is believed to be the fundamental base line which ultimately will dictate the trend of cane sugar prices."

BIG YEAR FOR HAWAIIAN PINE-APPLES

The pineapple packers in Hawaii consider this year to be the biggest the industry has ever known. It is anticipated that 6,000,000 cases of pineapples will be packed during the year, daily deliveries already averaging about 65 carloads. The shipping situation is also developing to the satisfaction of the packers, and plenty of material for cans is on hand.



Raisins Are 21 Cents At Coast

Opening Prices Have Been Announced at a Greatly Increased Figure as Compared With Last Year—Will Cost Retailer Here Approximately 32 Cents Per Pound

AS was anticipated in previous issues of Canadian Grocer, the new prices on California raisins are much higher than a year ago. As Canadian Grocer goes to press it is learned that the opening price f.o.b. the coast is 21 cents per pound for seeded and seedless raisins. The quotation for muscatels is 24 cents per pound. With exchange as it is to-day, at approximately thirteen per cent., and the likelihood of an increase in freight rates, the price laid down in Toronto is considerably enhanced. Taking into account exchange at 13 per cent., and freight at the new rate, that is \$1.75 per cwt. instead of \$1.28 per cwt. a year ago, wholesalers state that they will not be able to quote raisins under 32 cents per pound. This is the highest figure that has ever been asked.

Raisins For Wine

There is a peculiar feature in the increased cost of dried fruits imported from California and the Southern

States. It would not be expected that alcoholic appetite, particularly in the United States, would affect the price of raisins and currants to such an extent as to advance the initial cost in California almost ten cents per pound. Nevertheless, this is the case and the opening price on muscatel raisins this year is 24 cents. They have gone so far as to import raisins and currants from Canada and only last week a car and a half of raisins and some dates were shipped from Montreal to Buffalo ostensibly for this purpose. Canadian brokers are well satisfied with the trade since the exchange on American money increases the profit considerably. Nevertheless, this will result in higher prices on all dried fruits this fall and winter. Spot stocks are already higher and the new crop will be marketed at a figure which has not been current for some time.

New Jam Quotations Are Higher

Opening Prices This Year Show Considerable Gain Over Those of a Year Ago—Higher Costs of Sugar and Containers the Cause

OPENING prices on new jams are announced, and comparison with opening quotations in 1919 show very sharp increase. In fact, in some instances, on the 16-ounce jars, by the dozen, the price is more than one dollar higher. The gain in values is altogether due to the advancing costs of manufacture. The price of sugar is almost double what it was a year ago, and the market for containers is not only high but great difficulty has been experienced in securing sufficient supplies to handle the crop.

New prices for this year with partial quotations for 1919 are as follows:

	1920	1919
Strawberry, 16 oz., doz.	\$5 65	\$4 50

Do., 4s, doz.	1 50	1 15
Raspberry, 16 oz., doz.	5 65	4 50
Do., 4s, doz.	1 50	1 10
Black Currant, 16 oz., doz.	5 65	4 50
Do., 4s, doz.	1 50	1 10
Apricot, 16 oz., doz.	5 35	...
Do., 4s, doz.	1 43	0 90
Cherry, 16 oz., doz.	5 50	...
Do., 4s, doz.	1 47	...
Peach, 16 oz., doz.	4 80	...
Do., 4s, doz.	1 25	0 88
Plum, 16 oz., doz.	4 65	...
Do., 4s, doz.	1 20	...
Pear, 16 oz., doz.	4 80	...
Do., 4s, doz.	1 25	...
Gooseberry, 16 oz., doz.	5 35	...
Do., 4 oz., doz.	1 43	0 84
Red Currant 16 oz., doz.	5 50	3 45
Do., 4s, doz.	1 47	...
Blackberry, 16 oz., doz.	5 50	...
Do., 4s, doz.	1 47	...
Greengage, 16 oz., doz.	4 80	...
Do., 4s, doz.	1 25	...
Blueberry, 16 oz., doz.	4 80	...
Do., 4s, doz.	1 25	...

Make Showcards Attractive

A Showcard That is Warped or Bent Presents a Bad Appearance — Getting the Best Results

APPEARANCES count for everything in and about a store. The windows must be attractive and the interior also must be attractive. Of course, this is applicable, too, to the show cards. Unsightly cards or tags in a window will not draw business. If business comes it will be in spite of, rather than because of, such cards.

A showcard which is warped or bent presents a very bad appearance in the window, and warp it surely will unless it is of heavy stock, twelve ply or more. The heavy ply board is not always obtainable in the smaller towns, while the four and six-ply cardboard can be purchased even in the smallest towns.

Here is a scheme to overcome warp-

ing of the thinner cardboard. It requires but very little effort and will give a pleasing effect and prove most satisfactory and economical. The popular size cards for window display are 14 x 22 (one-half sheet) and 11 x 14 (one-quarter sheet). Smaller sizes than these are not so apt to curl up, and therefore need not be worried over.

For the larger cards, make a light frame the same size as the card. Any light material will do, as it is to be entirely covered. Have one support placed in the centre to keep the frame from becoming lopsided. A stick may be attached to this centre support with a little brass hinge, to hold the frame upright in the window.

After your show card is finished tack it on the face of the frame, using small upholsterers' tacks (or else glue it on). Then run a strip of passe-partout binding around the edges of the frame, lapping it over about one-half to one inch on the face of card. If the passe-partout binding is hard to obtain, cut strips of wallpaper two inches wide. Use this in place of the regular binding. These frames can be used many times and are well worth the bother and trouble to make.

Of all the new inventions for show card lettering, none can surpass the speed pen, which has come as a boon to facilitate lettering by hand. It is said to be the most practical, simple, and useful lettering tool on the market. Some of the new inventions sound very well in print, but when put to the test are an absolute failure.

The round writing pens and engrossing pens with the slanting points are intended for small lettering, as on price tags and on large show cards where much reading matter is required. These pens are not equipped with a reservoir and require frequent dipping in the ink bottle. No one ever thinks of making large letters with these small engrossing pens.

The speed pen, on the other hand, makes large letters both neatly and easily. It is made of best quality of flexible steel, requires no "breaking in," and will neither spread like a brush nor make irregular or ragged lines. Furthermore, it will not break under heavy pressure.

In general appearance the speed pen is like the ordinary steel pen, with these differences:

(1) Instead of the usual points, the nibs consist of two hemispherical, flat surfaces, with a fine split between them. Together they form a perfect circle, so that whenever the pen is placed on paper it produces a solid circle of ink or color, and if it be drawn along it makes a solid, uniform line with those perfectly rounded terminals so difficult to obtain with other lettering pens or drawing instruments.

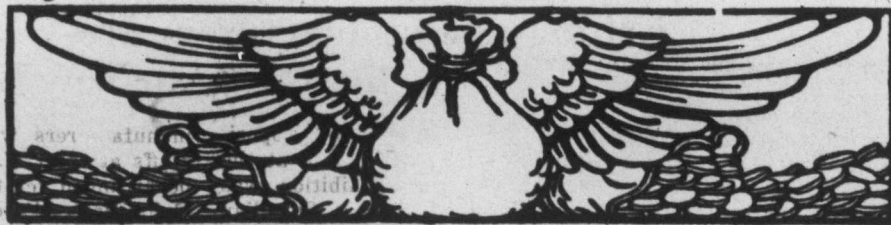
(2) A reservoir is attached to each pen which holds sufficient ink to make several letters and renders frequent dipping in the ink bottle unnecessary.

Increases Sales of Coffee With Electric Grinder

Peterborough Grocer Claims That the Installation
of an Electric Coffee Mill Secures Customers That
He Otherwise Would Not Have

"Before I installed that coffee grinder, I wasn't selling twenty-five pounds of coffee in a year. My coffee sales were practically nil. Now I am selling more than twenty-five pounds every week."

Thus spoke James Juby, Charlotte Street, Peterborough, Ont., to Canadian Grocer recently, in commenting on the sale of coffee in his store. "The increase in my sales has long ago paid for the electric coffee mill," he added. "I am now getting customers for coffee that would never buy it from me before, and am retaining them. I had to start by asking them to take a pound home on trial, without charge, if it was not to their liking, but in the majority of instances it meant a permanent customer. An electric coffee mill permits of it being ground to the fineness desired by the particular customer, and this fact alone has meant a great deal in the way of increasing sales of coffee for me. There is no doubt that an electric grinder will do much in the way of boosting business in coffee."



Sound Systems for Figuring Turnovers; Actual Inventory Figures Do Not Always Show the Average Condition of the Stock

The Dealer's Problems Are Taken Up in the Following Article in a Way That Should Furnish Him With New Thoughts on the Value of Keeping Records, Particularly Now When Everything is So Uncertain in the Way of Buying and Selling.

NO matter how many dollars are put into a business, unless they are made to produce new profits they might better be left in the bank, or loaned on good security to some one who would pay the legal rate of interest. Idle dollars represent a continual loss, especially when they are tied up in stock that no one wants.

This fact, of course, is quite generally understood, but the difficulty lies in the fact that the druggist is not always able to tell when the dollar is idle and how to make it stick on the job. For the dollar is a quiet worker, and unless he has the right kind of assistance the grocer may not discover until it is too late that some portion of his capital has gone into retirement. There is only one sure way out of this and that is through figure records that tell everything that is done about the store during the day, how much stock is on hand; how much is tied up in accounts receivable; sales for the day, payments on account and expenses—in fact, every little detail that affects the profits the dollar should make.

The Folly of Overbuying

We are told by commercial agencies that at least 90 per cent. of dealers overbuy because they do not know how their stock is moving. They lack the records that should tell them when it is necessary to buy certain lines and when it is not. And right here it is well to say that a large proportion of failures are due to this glaring business fault.

Whenever a dealer invests his money in a certain line and sells out that line entirely, he has turned his investment once. Every time a turn is made a profit is made. It follows then that the more turnovers a dealer can pluck from his dollars the greater will the number of his profits be. Frequent turnovers, then, cannot be accomplished if a grocer is inclined to overbuy.

Consequently, it doesn't take much of an effort to show that a few dollars turned frequently will do more than many dollars that move slowly or dollars that do not move at all.

The number of times a year a stock of a business is turning may easily be figured by dividing the year's sales (figured at the cost of the goods) by the average value of the stock on hand during the year.

Safe Basis for Figuring

The cost value of goods sold last year in a certain store amounted to \$50,000.

The stock records showed that an average of \$10,000 worth of goods was carried. Of course, there was more than this amount on hand sometimes, and less at others, but the average for the year—the only safe basis for figuring turnovers—was \$10,000. This goes into \$50,000 five times—or this business succeeded in making five complete turnovers.

Sales (at cost)	.....	\$50,000
Stock	.....	10,000

Turnovers 5

There is another way of figuring turnovers that in many cases is equally satisfactory. That is, to take the total sales, at selling price, and divide by the retail value of the stock.

Sales (at selling price)	.....	\$75,000
Stock (at selling price)	.....	15,000

Turnovers 5

A very natural mistake can be made—has been made—in some cases where a dealer takes his total sales at retail and his stock at cost and attempts to find the number of times his capital has turned. See what happens:

Sales (at retail)	.....	\$75,000
Stock (at cost)	.....	10,000

Turnovers 7½

This is an easy way to make a few more stock turns, but it isn't worth much as an accurate reflection of the condition of the business. And figures like these must be accurate if they are worth anything at all.

Exhibiting Manufacturers Are Interested in New Food Building

IN LAST week's issue the proposition of a new Food Building at the Canadian National Exhibition was discussed. Since that time Canadian Grocer has been in touch with a number of manufacturers, everyone of whom is interested in the matter. They include such firms as the Borden Co., Ltd., Wm. Davies Co., Ltd., Christie Brown Co., Swift Canadian Co., Gunns, Limited, Harris Abattoir, California Prune and Apricot Growers Inc., etc.

All these firms stated they would have a representative at a meeting called for the purpose of discussing plans and arrangements whereby the matter may be taken up with the directors of the Canadian National Exhibition. Canadian Grocer would like to hear from other

Lets Supply Get Low

Another thing to be remembered is that actual inventory figures do not always show the average condition of stock. The wise manager lets his supply of goods get as close to the low water mark as he dares before taking inventory, so as to cut down the labor required. Where a stock record is kept, an average of value of goods on hand can be taken, which is more satisfactory for figuring turnovers than the inventory figures.

Can you tell definitely just how much hard, cold cash those show windows of yours will earn you every day, month, year? Here's a test that will accurately weigh their profit-making possibilities for you: Select goods that you are anxious to dispose of—preferably one line. Make a price on them so that they are a real bargain. Display them attractively in your show window with catchy cards contrasting the past and present prices. So as to be able to definitely check returns, do not advertise these particular goods in any other way. And then when these goods are sold, figure out the profit they made you at the bargain prices. Divide the amount by the number of days the goods were in the window, and the result will represent the earning power of your windows.

manufacturers who exhibit their food-stuffs at the C.N.E., so that a date may be arranged for the meeting during the Exhibition. As one manufacturer stated, "there are few of the facilities that we require in the present Manufacturers' building. We want a food building and one that will not be used for any other purpose such as furs, dry goods, pianos, etc. We are very anxious that the matter be put through as quickly as possible."

The others interviewed spoke along the same lines. Canadian Grocer asks other manufacturers to write us at once stating they are interested so that a definite plan for a meeting may be decided upon.

When Sugar Sold at \$200 a Pound

By W. McD. TAIT

IN these days of high prices for all the necessities of life there may be some comfort in the fact that, while such a common commodity as sugar is ranging around a quarter of a dollar a pound in price, there was one occasion at least on which it sold as high as \$200 a pound. But the story is not mine; it is "Kootenai" Brown's, and I must let him tell it.

Brown, by the way, landed on the Pacific coast in 1862, and, after spending some years in San Francisco, Victoria and the Cariboo mining region of B. C., went into the interior to trade with Indians. This is his story of sugar at \$200 a pound:

"I remember seeing an Indian pay \$100 for a cup of sugar. We used to figure that two cups made a pound, so the redskin paid at the rate of \$200 a pound for the stuff that sweetens tea.

"It was at Fort Berthold in the trading post of the North-West Trading Company, in the early days a great rival company of the Hudson's Bay Company. The store was in charge of an old Frenchman named Francois Manureire and trade was altogether with Indians. When this incident happened I was with Manureire, helping in the store because a big band of Indians, Unk-pa-pas (people of the dried meat) had come from the west and were camped not far from the store. These Indians were hostile, that is, they were at war with the United States Government and were making depredations on white people wherever they found them. Immigrants crossing the plains, travellers going to Pike's Peak and other mining localities were never safe when the Unk-pa-pas, with their chief, Sitting Bull, crossed their trail. They were robbed of everything they possessed, watches, rings, earrings, goods, horses, and money, and were usually killed.

"Well, these Unk-pa-pas came to trade, and, as I could understand and speak Sioux better than Manureire, I was helping the old man. One day in stalked a great tall Indian. He asked for sugar. Sugar was always in great demand with Indians because they did not use milk in tea, but were great for sweet things and used a lot of sugar in tea. The regular price at trading stores was usually a dollar a cup, but it was rarely ever paid in money, usually in furs.

"There were no paper bags in those days so the sugar was measured in a tin cup and the trader with the biggest thumb saved most of the sugar in dealing it out. The Indian buyer would spread the corner of his blanket on the counter or take off his head-rag and hold it by the corners and the sugar was dumped into it.

"When this Indian asked for sugar Manureire said to me:

"Tell him that the man that made sugar is dead and sugar is very scarce. But this man left a son who is a clever fellow and might be able to make sugar the same as his father. We can only give you one cup. What are you going to pay?"

"The Unk-pa-pa answered, "I have a dollar in white man's money, in paper, and I'll pay you that."

"He then drew a paper bill from a pouch inside his blanket and planked it down on the counter. Manureire swept it into the drawer without a smile; the Indian walked out with his cup of sugar; I stood with my mouth open waiting for the old man to say something.

"I have always had a quick eye, and as soon as the Indian put down the money I saw it was a one hundred dollar American bill. Manureire evidently thought I had not noticed it, so after I had recovered from my astonishment, I said to the old trader:

"Pard, you made a nice haul, didn't you?"

"What haul?" he said.

"Oh, go long," I said, "didn't you get a hundred dollar bill for that cup of sugar? Now you put up two gallons of whiskey for your working boys and knock us all off for half a day so that we can have a time. If you don't I'll call that Unk-pa-pa back and you know what will happen.

"The Indian, of course, did not know that it was a hundred dollar bill. It was perhaps the first paper money he had ever handled and he had robbed a traveller to get it. Old Manureire knew what it was but he didn't tell the Unk-pa-pa.

"We got our whiskey and a holiday in which to get good and drunk, and Manureire got the hundred dollar bill for the cup of sugar."

Chain Stores Show Large Profits

S. S. Kresge Co., Detroit, Mich., is Now Operating 181 Stores—Offering New Issue of Gold Serial Notes

The S. S. Kresge Company, Detroit, Mich., one of the largest chain store systems in the United States, is offering a new issue of seven per cent. serial gold notes, the entire issue amounting to \$3,000,000. Figures indicating the development of this company are interesting. The business was first started in 1897, and the company has built its activities

from a small beginning to 181 stores. The gross business of the company in 1919 was \$42,668,061 as compared in the first year of the organization, 1909, with \$5,116,099. Net profits after federal taxes for the five years ended December 31, 1919, have averaged \$1,852,951 per annum. Net profits after federal taxes for the year ended December 31, 1919, were \$2,280,201.

The business of the Kresge Company is carried on largely in the state of Michigan, and consists of five and ten cent stores. A number of new stores has been added each year, until they now number over one hundred and eighty.

A GROCER'S LAMENT

When the top price of sugar is quoted and the women have wavered and sighed,

When fruit is too dear for preserving, and sealers are laid aside;

We shall rest (and faith we shall need it!), sit down for a minute or two,

Till the Board of Commerce questions shall put us to work anew.

And those who've kept books shall be happy, they shall dream of a golden chair,

Where they count their cans of tomatoes and never once tear their hair,

Where they have real goods to work on, Libby's, Dominion and all;

They shall work for a week at a sitting and never grow tired at all.

Yet few will there be to praise them, the public will always blame,

(Though none of them get much money and none of them get much fame!)

Each works for the joy of working, and each in his separate store

Shall say the-thing-as-he-knows-it, to the woman who always knows more.

HELEN E. ROBINSON.

CROPS WILL RECTIFY EXCHANGE SITUATION

W. C. Miller, Secretary of Ontario R.M.A., Returns From Tour of the West

W. C. Miller, secretary of the Ontario branch of the Retail Merchants' Association, returned to the city after an extensive tour of the West in going to and returning from the Dominion convention.

Mr. Miller found everyone wearing broad smiles. The merchants have had their worries lifted by the field prospects, and the farmers, he said, were declaring their crops would rectify the exchange situation and bring the Canadian dollar back to its rightful standard across the line.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

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\$70,000,000 A YEAR

THE effect of Canada's new luxury taxes is somewhat clearly shown in the excise tax figures now available. These taxes include luxury, sales, and manufacturers' tax, and already several millions have been added to the country's income. Collections from all sources of the Inland Revenue branch for July amounted to \$9,982,051 as compared with \$4,356,452 for the corresponding month of last year, or an increase of \$5,525,599, which is more than 100 per cent. increase. On the excise tax side, the amount collected last month totalled \$6,944,457, as compared with \$969,299 for the same month last year. This is another abnormal increase which reflects the effects of this year's legislation. Now that the new taxes have been in force two or three months officials of the department estimate, on the basis of the figures quoted above, there will be an increase of approximately \$70,000,000 within one year.

A REASON FOR LICENSES

A PROFESSED "merchant" of an Ontario village is endeavoring to conduct his business in such a way as to emulate the Hebrew of biblical history who sold his birthright for a mess of pottage. A recent advertisement by this dealer dealt with a clearing sale in which this state-

ment appeared:—"All the above will be sold at a discount of 5 per cent. during the First Week in August; 10 per cent. during the Second Week and 15 per cent. during the Third Week. And 20 per cent. or no reasonable offer refused during the last week in August."

It is because there are so-called merchants of this type in business that legitimate retailers are calling for concerted action to have a closer scrutiny put upon those who wish to enter the trade. Practice of this kind not only reflects upon this individual but upon all other bona-fide retailers who are doing their best to serve the public. At the present time there is too much superficial sentiment against the retailer as the "root of the high price evil," and such indiscriminate and ridiculous advertising only tends to confirm in the public mind the idea that the retailer is making exorbitant profits when he can make such drastic reductions.

Cash and other special discounts are quite within the realm of judicious merchandising when applied by an intelligent retailer who knows enough to allow himself a fair margin of profit at all times. But the pyramiding of a scale of discounts ranging from 5 per cent. to 20 per cent., according to when the goods are bought, within a period of one month, concluding with the statement that no reasonable offer will be refused, tends to put modern merchandising methods in the category of the ridiculous.

DIRECT FROM WEST INDIES

SOME time ago Canadian Grocer, on one of its pages, mentioned that the Canadian Government Ocean Service was inaugurating a line direct from Canada to South America and the West Indies. The Canadian "Spinner," one of this fleet, arrived in Montreal this week with the first cargo from Brazil. Among this freight were 5,000 bags of coffee for a Montreal firm. This is the first time that coffee has come direct from Brazil to Canada. It has, in other times, been transferred from New York by rail. The cost will be cut down considerably since, once it is loaded in Brazil, it is not handled until unloaded at the dock in Montreal. Thus, freight charges by rail are saved from New York and also the exchange on the cost of handling at New York. It eliminates one handling of the cargo destined for Montreal and as a result the cost is cut down noticeably.

Some weeks ago there was an active discussion regarding preferential trade with the West Indies and this is an outcome since a direct line between Canada and these British possessions have begun, and we are now more intimately connected with our southern neighbors. It may be expected that this new service will cut down the cost of importation of many lines handled by the grocery trade.

Solving the Chain Store Problem

What One Association Has Done in Regard to the Question—
Should the Grocer Speculate?

By Henry Johnson, Jr.

MY correspondent last week felt abused that the trade journals had discovered no remedy for the chain store "menace." I indicated that the remedy for any unfortunate condition must lie within the merchant himself. That is where all safeguards must come from. Only through our own exhaustive knowledge of our business, our own constant development along the lines of more complete knowledge and consequent enlightened practice, can we gain success.

I further indicated that there is no remedy for the chain store. It is a development of modern commerce and must be accepted and dealt with as such. The grocers' association of Los Angeles has done this. So far as I know, that is the first instance of the kind; but it is very interesting and may be exceedingly instructive. The outline of what happened there recently is as follows:

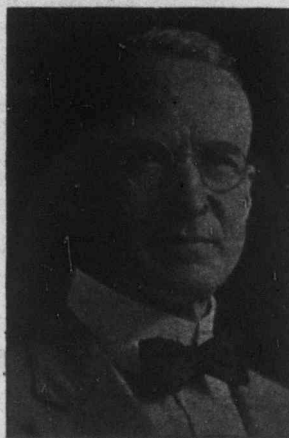
The Southern California Retail Grocers' Association was the original body. The Los Angeles Grocery Company is a wholesale grocery concern, organized along regular lines but owned and operated by some 250 independent grocery stores, individually owned. A time ago the owners of some of the larger of those stores were elected to offices in the association which gave them control thereof. Grocers not affiliated with the Los Angeles Grocery Company felt that thus this body of co-operating grocers had certain advantages over them and they withdrew and formed the Southwestern Grocers' Association.

There were thus two associations and the chain store interests besides, pulling three ways and nobody getting anywhere.

Harmony Effected Through Compromise

Now the three branches of the trade have got together and amalgamated into one body, retaining the original name of South California Retail Grocers' Association. This move was effected through the efforts mainly of two or three liberal-minded men among the chain operators. It has been concluded that the chains are there, growing daily. They are there to stay. They are just as legitimate as any other division of the business. As they grow in numbers and strength, they are sure to form associations of their own, among themselves, if not permitted to join those already operating.

It is common sense to know that there will be greater harmony and more mutual understanding if they are all together than if kept in separate camps. Obviously, too, the members of any association who meet regularly will learn from each other. Thus the chains being



HENRY JOHNSON, Jr.

in with the individual owners will help the individuals become better merchants.

A preliminary work was the drafting of a new set of by-laws and a tentative board of directors was chosen to effect this improvement. Three men from each of the old associations and three from the chain stores make up this board.

Commenting on the merger, the "Commercial Bulletin," of Los Angeles, says:

"Invitation of the chain stores to take an active part in the merger was extended after mature consideration as it was considered that their moral and financial support would be a material factor in promoting better conditions throughout the trade as a whole and that to include all divisions in the new organization would bring about a better merchandising. Much good should come from the amalgamation and the trade is to be congratulated for effecting the merger."

Plenty of Things Common to All

That is the right thought. The aim of all associated effort should be to promote conditions, common to all, under which each man can have an equal show for his white ally. There is not and cannot be room for special privilege. There can be no limitation on individual initiative. No spirit of repression will get anywhere. What is needed is to smooth the path for all. Then let him who is the fleetest of foot win the race. Competition that is untrammelled, that is restrained only by knowledge of the rules of business and the laws of economics, is the best regulator of trade practices.

As indicating where activity can be exercised in the interest of all, the first step of the new Los Angeles association is to take up the question of the pay-

ment of city licenses by grocers—something that has been a vexation and an inequitable burden on them for several years. This is a problem common to all. And there are plenty more of them. Such are the things to which associations should devote themselves exclusively.

To Speculate or Not to Speculate

Here are some inquiries which show what some merchants are thinking about:

Dear Sir:—What do you think sugar will be about when the Western refiners open up? Do you look for considerable lower prices than the present? Do you expect flour to remain quite high, about same as at present prices, when the new crop is on? Do you consider buying of futures on vegetables and California fruits advisable?

Surely it is hard to resist the siren song! It is so hard to turn away from the melody of the lorelei! We know, every mother's son of us, the solid principle of short stocks and quick turnover on a strictly merchandising basis; but we continue to be tempted by the thought: "But maybe I might hit it this time!" So most of us continue to carry heavy loads of stock we do not need and shall not be able to sell for months in the future, while our little, nimble-purchase neighbor makes sure money all around us.

So let us look about us a bit:

We know that things which go up generally come down. But we have been deceived to a certain extent by the delay in the readjustment of values. History tells us that immediately on the close of our "War of Sections," in 1865, prices took a big slump. We are surprised and confused because, following the close of the World War, there was not only no recession of values but an enhancement of them.

Size and Scope of the Two Struggles Compared

Our civil war affected only part of a single continent. Prices of food were practically unaffected abroad, so the readjustment was sudden and natural. But the war just closed affected the entire world, and the end of it actually led to greater demand for foods because then the ways to starving Europe were opened again.

Yet, as we sober down and get over the reaction which hit us after November 11, 1918, men will more generally settle down to the steady grind of work and women will begin again to save. Then values will settle again.

In face of this, does it not seem the most foolish thing in the world for men

Continued on page 36

CURRENT NEWS OF THE WEEK

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

Maritime

McArel Bros.' department store was razed to the ground in a fire that visited Glace Bay, N. S., recently. The cause of the fire is unknown.

Quebec

The Dominion Sales Co., Montreal, have moved to larger premises at 223 Notre Dame St., W.

M. Girard, a member of Hudon Hebert & Co., wholesale grocery firm of Montreal, is away on his vacation this week.

Baines, Limited, Montreal, have again got their salesmen out on the road, following the big fire that destroyed their plant last year.

Smalls, Limited, Montreal, will soon be commencing to manufacture peanut butter and put up salted peanuts. Machinery is now being installed for this purpose.

J. E. Pollard, sales manager of Quaker Oats Co., in Montreal, is away on his vacation. Mr. Pollard motored to Peterborough, Ont.; from there he intends to motor to New York and back to Montreal.

H. M. Shepherd, of Shepherd-Mott Co., Montreal, is on a business trip to Toronto and Hamilton, to visit two of their principals — the Harry Horne Co and Wentworth Orchard Co., respectively.

Ontario

J. Slotinkuv, Linden, Man., has purchased Thompson's store in that town.

L. E. Thomas, of Scott and Thomas, Toronto, is in Chicago this week.

F. H. Southcott, of J. H. Wethey, Ltd., St. Catharines, Ont., spent a few days in Toronto this week on business.

Thomas P. Rumford, a merchant for many years in Georgetown, Ont., passed away in Guelph hospital last week. He was 55 years of age.

Scott and Thomas, manufacturing agents, Foy Building, Toronto, have been appointed Toronto representatives for all lines of J. H. Wethey, Ltd., St. Catharines, Ont.

The employees of the grocery department of the Robt. Simpson Co., Limited, Toronto, held their annual picnic at High Park last Saturday afternoon. An excellent program of sports and a baseball game provided plenty of amusement. A. Bogart, manager of the department, and W. Patterson, assistant manager, were present and assisted in making the day one of pleasure for all.

Forty bags of sugar were carried away by burglars who, during last week-end, entered the premises of Crighton & Co., 139 Peter Street, Toronto, through a coal chute. With sugar at \$22 a bag, the quantity stolen was valued at \$880.

In a fire that visited the village of Carp, Ont., last week, the Younghusband block, occupied by Alfred E. Younghusband, hardware and grocery store, and Austen C. Younghusband, dry goods store, ice cream parlor and dwellings, was badly damaged. Loss on building amounting to \$15,000, and on stock \$15,000, partly covered by insurance. George Bishop's grocery store was also destroyed, the loss amounting to \$10,000.

Three youths entered the grocery store of J. Cielbaum, 228 Major Street, Toronto, and showed the grocer a revolver, demanding money. They took \$25 in silver. They have not yet been apprehended.

LEVER BROTHERS' PICNIC

Lever Brothers, Limited, held their annual excursion last Monday at Wabasso Park, Hamilton, when upwards of 800 employes and friends made the trip.

The picnic proved to be one of the most successful the firm has yet had. A large program of sports catered to all the employes and their friends, while the tug-of-war contests between the office and the works produced much rivalry. The baseball game also caused much excitement.

TWO SPECIMENS OF ALBINO SALMON

Ottawa.—Two specimens of albino spring salmon in good condition, and weighing about one pound and a half each, have been received by the Fisheries Branch of the Department of Marine and Fisheries from its hatcheries at Cowichan Lake, Vancouver Island. These fish are something of a curiosity, and have created considerable interest. It is stated that 180 albino fish, almost pure white in color, have been produced from colored eggs collected in October, 1916. Experiments are being carried on to discover whether these fish will reproduce without going to sea, and if so whether their progeny will exhibit the same lack of color. Proposed experiments will be watched with interest by scientists and fish culturists generally.

Advertising to be Censored

Retail Merchants' Association of St. John, N.B., Adopts Plan to Eliminate Useless Advertising Which Retailer Has Felt Obligated to Patronize.

THE Retail Merchants' Association of St. John, N.B., has adopted a plan to eliminate useless advertising. For two or three years there has been a constant drain on the pockets of the merchants by promoters of social affairs, who have pestered storekeepers with requests that they take up advertising space in programmes, etc. While the merchants were not opposed to helping out at times with a little financial assistance, the practice has become more or less of the nature of a hold-up, and it is very doubtful if the merchants get returns in proportion from this form of advertising scattered through the sixty pages of programme.

One merchant was forced to take a page or have his name spread among the members of the church as being a non-supporter of their organization. It can readily be seen that with social affairs occurring every week, and two or three times a week, that a large amount of money was absolutely wasted and the merchant put in such a position he could not help himself.

To cope with this situation the St. John branch of the Retail Merchants' Association has appointed a censor committee, and all members of the association have pledged themselves not to buy any space in any advertising scheme unless they were first submitted to the secretary of the association, who would in turn hand the application to the censor committee, who would not be known to the public.

If it is passed and endorsed by the committee, then the solicitor for the advertisement could go to the merchant but without a certificate showing that the scheme had been passed the merchant would decline to take space, and refer the canvassers to a card which hangs in his office, and reads:

"This firm is a member of the Retail Merchants' Association, and is not permitted to take space in any advertising scheme until such has first been passed by the censor committee of the association."

NEWS FROM WESTERN CANADA

WESTERN

Geo. Reed is discontinuing his grocery store at Edmonton.

Max Forman has discontinued his grocery store at Calgary.

Morris Gordon has opened a store at Calgary, stocking groceries.

N. S. Cohen has succeeded R. Kaplan in the grocery business at Winnipeg.

J. Ronalls has sold his grocery store at Brandon, Man., to J. McKelvie.

The Great Britain Grocery has commenced business at Edmonton, Alta.

R. D. Nairne & Co. have opened up a grocery business at Manitou, Man.

Slater and Finlayson are selling out their grocery business at Forget, Sask.

There has been a change in the ownership of Economy Grocers, of Winnipeg.

W. Roberts Wood, who operated a grocery store at Calgary, is selling out.

J. Riballs has succeeded J. McKelvie in the grocery business at Brandon, Man.

H. Markham has sold his grocery business at Virden, Man., to Coster and Dundas.

E. Pollack has been succeeded in his grocery store at Winnipeg by S. Richman.

The partnership of the Western Cash Grocery Co., Winnipeg, has been dissolved.

R. N. Temple has taken over the grocery business of C. T. Lawrence, of Winnipeg.

The North-West Biscuit Co., at Edmonton, has increased its capital stock to \$500,000.

Fred D. Jackson has taken over the grocery business of Christina Holland, of Winnipeg.

Bushfield and Platt have sold their grocery business at Nipawin, Sask., to Kent and Smith.

H. Cooperman & Son, operating a grocery store at Brandon, Man., have sold to F. Kasurak.

E. E. Beese, operating a confectionery and grocery store at Winnipeg, has sold out to K. Pearlman.

A. Botton, grocer and confectioner, of Winnipeg, has disposed of his business to Muirhead and Brocks.

Little & Gettings are now operating the grocery store at Winnipeg, formerly owned by W. Bannister.

There has been a change in the ownership of the grocery business of Nelson & Co., of Brooking, Sask.

A. MacDonald & Co., Vancouver branch, recently held their annual picnic at Bowen Island. Everything went off with the snap that has characterized the MacDonald picnics in past years. The sports and "eats" were declared "non pareil" and what more need be said? Of course the day was declared a whole holiday. Among the outside visitors were Mr. and Mrs. Stark of Nelson, B.C.

Detroit Grocer on 43 Days' Fast

Adopts Drastic Treatment on Advice
of a Physical Culturist—Weighs
Only 83 Pounds

Detroit.—Tipping the scales at 83 pounds, the wasted frame of John Ronick, retired grocer, was taken from his apartments to the Receiving Hospital recently at the request of friends when they learned that he had not tasted food for 43 days. Weakly protesting, Ronick declared that he had adopted the drastic treatment on the advice of a physical culturist to rid himself of the effects of auto-intoxication.

"I have starved four times with excellent results," he explained. "Once for 19 days and two other times, once for 20 days and again for 39. I would have established a record of 45 days for myself if I had been left alone."

Occupants of the apartments in which Ronick remained said he had passed much time in bed during recent weeks. They said they had no reason to doubt that he had been fasting for 43 days.

Ronick said that craving for food usually left him after the eighth day of fasting. When he started his fast he reached 146 pounds. At the hospital he tipped the scales at 83 pounds, having lost a pound a day.

Travelers' Day at Prince Albert Fair

Eight Thousand People Attended, And
the Success was Characteristic
of the Organization

Prince Albert, Sask.—Travellers' Day at the Prince Albert Fair last week passed off with a spirit of vim and enthusiasm characteristic of an organization that knows what it wants and bends its energies to achieve its object. From the time the freak menagerie left the depot in the morning until the dance in the moonlight was over not a dull moment was experienced and the travellers' association is to be complimented upon its ability to arrange a good day.

The attendance at the fair during the afternoon attained large proportions and there must have been 8,000 present. The grandstand was filled to overflowing with an appreciative audience who applauded the racing and the stage performances offered for its amusement. A large audience unable to obtain seats on the stand contented itself by watching the performance from other points of vantage.

Fred Ford was director of the operations, and great credit is due him and the travellers for the outstanding success.

Western Grocers Ltd., Employees Enjoy Picnic

Vancouver (Special).—The first annual picnic of the Western Grocers, Ltd., Vancouver, was held at Bowen Island. It was a good success. The entire treat was "on the house" and no employe put in an appearance around the warehouse during the day.

One of the regular Bowen Island campers told your representative that he thought there had been a very serious accident, as he saw a huge crowd gathered around one of the warehouse men who seemed to be in great pain. It was the Scotch race. The first prize was one that, though carefully wrapped up, caused the salesmen's mouths to water, and the teamsters' tongues to hang out. Such a race. All records were broken; it looked like a street scene in Los Angeles during a—FIRE. (We pretty nearly committed a Californian breach of etiquette and said earthquake.) About a neck ahead of this thirsty stampede raced Joe, from the warehouse; he even passed Hop Soon, the Chinese janitor. Joe got it. One look at the label and the crowd howled with glee. Joe tore off the tissue wrapper—he tore off the tin foil—some optimist produced a corkscrew and Joe regaled himself on—COLD TEA.

"Why, that greenish pallor?" we asked the buyer, W. D. Watson. "I won the pipe smoking contest," said Mr. Watson.

Everybody was enthusiastic about the whole thing, and everybody was practically laid up the next day on account of the strenuous exercise except the married ladies. They are used to shopping.

NO COMPLAINTS FOR THE BOARD OF COMMERCE

At a recent sitting in Winnipeg of the Board of Commerce, for the purpose of hearing complaints, no one appeared with a formal complaint. The only business that came before the board was a suggestion, made by a Winnipeg retailer, that an inquiry be made into prices being charged for sugar by Winnipeg wholesalers.

Captain White, chairman, stated that the board had ruled that refiners were to charge wholesalers 24 cents a pound plus freight and that retailers were allowed to make 2 cents profit on each pound sold to consumers. He said that the commissioners would make an investigation on their own account, although formal complaint had not been received.

COLLECTING TAX IN MANITOBA

Inspector of Inland Revenue in Winnipeg Planning Campaign Against Delinquent Firms—Prosecutions Are Being Contemplated.

ABOUT 1,500 persons or firms contributed approximately \$175,000 in luxury and sales taxes to the Winnipeg branch of the Inland Revenue Department during June. To date this is the most definite report on the effect of the luxury tax in the Manitoba district.

What percentage 1,500 represented of the total persons or firms who should have submitted statements with cheques for the new taxes was not known by officials of the department. They could not even guess how much more should have been collected.

"The previous estimate of \$1,000,000 of the \$50,000,000 to be collected throughout Canada for the first year was very conservative," one official de-

clared. "It should be much more, for where Manitoba will pay \$1 for manufacturers' sales taxes, Quebec and Ontario will pay \$5. But no one will be able to tell with any precision until the first six months' collections are in."

T. H. Verner, inspector of inland revenues, has set himself to the task of finding out how many defaulters to the new tax provisions there are in the district. He is compiling a list of firms who should collect taxes and will check this off with the list of those who paid.

Prosecutions are sure to follow the completion of the list, for with the most optimistic estimates less than 50 per cent. of merchants liable have paid up to the department, it is asserted.

CHAIN STORE PROBLEMS

Continued from page 33

to take chances? The sober, solid, sane and safe thing for every merchant everywhere is to unload by quietly selling down every item he has until he just has to buy again to replace current stocks—then to buy only what he can sell again within the time-limit of 30 days. That is the view of every man of long experience and wide vision.

If you want an important sidelight on this, take a trip throughout the country, as I have done it, and see what you see. The great states of Montana and

North Dakota, as well as vast regions in Saskatchewan, were little better than deserts last year; and for Montana at least, it was the third consecutive crop failure. The country was burned up. Water from irrigation ditches even was restricted to those whose rights were filed prior to 1865! They could have water when any was to be had. Others could have none at all.

Earth Laughing in Riotous Abundance

This year you can begin at the edge of the desert, at Ogden, Utah. Thence

you can travel to Butte; along the upper Missouri river to Great Falls; thence to Minot, North Dakota, past Devil's Lake to Grand Forks; then you can drive by auto 82 miles to Fargo; then travel across Minnesota to Minneapolis; then down through Wisconsin to Chicago and finally down through the wondrous prairie of Illinois.

All along that vast distance, through a territory the production possibilities of which are stupendous, beyond the limit of our comprehension, you will find every field replete with crops in the finest condition, many being garnered into immediate safety. The same may be said of the Canadian West.

The world was hungry, but America has given of her stores when they were not as great as now. Europe produced practically nothing, but to-day France is harvesting the most bountiful crop of wheat in her history. All is not yet normal by any means, but normality is returning. With it will come readjustment and sanity and the day of the speculator is apt to be one of sorrow and regret. Why should the grocer speculate when the jobber hesitates? There never is any good reason to carry excessive stocks. There is less than the usual absence of reason, if I may so put it, to-day. Buy all things as you need them in your business. Buy nothing otherwise. That is the soundest practice for you all.

W. W. Stroyan, of Stroyan-Dunwoody Co., Winnipeg, is at present on a business trip through the West, visiting Calgary and other Western points.

UNITED FARMERS' STORE AT INNISFAIL, ALTA.



The United Farmers of Alberta have opened a number of stores in the Province during the last year. These stores are not run as a chain of stores, but each town and district has its own association, and each association runs its own store, independently of the others. The growth of the U. F. O. idea in Alberta is an indication of what the independent retailer has to contend with in an agricultural country.

The accompanying picture is that of the Innisfail, Alta., U.F.O. co-operative association store. It was purchased by the Farmers' Association from G. W. West in March last, Mr. West having opened the first store in Innisfail, 29 years ago. It is stated that fully 75 per cent. of the farmers of the district trade at this store. The stock in this store comprises groceries, hardware, implements, ladies' wear, and dry goods. J. Saul is the manager. Previous to coming to Innisfail he had charge of a retail store in Calgary.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

CHANGES in the grocery markets are not numerous this week, although the announcement of prices on new peas and new jams is made at Toronto. Buying is not heavy, due, of course, to the holiday season. Quotations remain strong, and for the most part unchanged.

MONTREAL—The grocery markets are rather quiet with very little change. The future market appears to be gaining strength. Dried fruits will likely be dearer, while the price of raisins and currants has already strengthened considerably. Canned goods will likely be dearer when prices are announced shortly. Coffee may be cheaper in the Fall. The tea market is holding strong. Fruit and vegetables are in good supply and somewhat cheaper. Cornflakes are dearer. There is only a slight prospect for lower prices on flour.

Eggs are dearer this week with a diminishing supply. Butter is steady again after a slump and cheese is a cent a pound cheaper. Lard has dropped a fraction of a cent, as has also the price of fresh meats. A change in the price of some well-known jelly powders, essences and prepared foods may be looked for by the end of the month.

TORONTO—The feature of the grocery markets as far as Toronto is concerned is the announcement of the opening prices on canned peas, and also on new jams. In the case of the former, prices are lower than a year ago, but in the case of jams, the cost of sugar and containers has so affected values that opening quotations are considerably in advance of 1919. Quotations on cornflakes have been withdrawn temporarily. Corn syrups and starch

are steady at the decline of last week. Canned goods with the exception of canned salmon are a bit quiet, but for salmon there is an active inquiry. The sugar market is firm, and the situation generally is much the same as a week ago. Dried fruits are practically unchanged. Citron peel is again offered, the market having been practically bare of the same for some time past. New prices are also named on lemon and orange peel. Teas are very strong, and coffees are unchanged.

In the produce market, prices are for the most part steady. Fresh meats and hams and bacon are all holding firm. Cheese is inclined to be easier. Eggs are slightly in advance of a week ago, and the butter market continues steady.

WINNIPEG—The usual summer period of uncertainty is being experienced. Western business conditions depend upon the coming wheat harvest. Rain, which has fallen during the week, makes the wheat prospects excellent. Wholesale prices remain firm with buying for immediate delivery fair. Buying for future delivery is very quiet. Mostly all retailers are trying to reduce their present stock. The trade in general is very optimistic and expect a big business season, just as soon as the crop has been harvested and sold.

The New York raw sugar market is somewhat easier. Refined prices in Canada remain steady. In view of the declining raw market the trade is buying very cautiously. Western banks are curtailing credits at the present time with a view of providing sufficient ready money to handle the coming harvest. All other lines of grocery commodities remain practically unchanged.

QUEBEC MARKETS

MONTREAL, Aug. 13.—Not much change is noted in markets here this week. The sugar market is a little uncertain at the present time, and there appears to be some difference of opinion as to the trend prices will take. The tea market is strong, and there is considerable speculation as to just what effect the situation in Russia will have on the market. The market in cornflakes is uncertain. Fruits and vegetables are arriving freely.

Future of Sugar Dubious

Montreal.

SUGAR.—The price of sugar remains firm at the advanced level. There is a great deal of controversy with regard to the future of the sugar market. Some predict further advances as the supply of raw sugar now at hand is used up. Others claim that present prices exaggerate cost of production. The sugar refineries refuse to discuss the subject. What the future price of sugar will be is a matter of conjecture and the gen-

eral tone of the market, at the present time, is very strong.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	24 00
Acadia Sugar Refinery, extra granulated.	24 00
Canada Sugar Refinery	24 00
Dominion Sugar Co., Ltd., crystal granu.	24 00
St. Lawrence Sugar Refineries	24 00
Iceing, barrels	24 40
Do., 25-lb. boxes	24 60
Do., 50-lb. boxes	24 40
Do., 50 1-lb. boxes	25 70
Yellow, No. 1	23 60

Raisins Are Higher

Montreal.
DRIED FRUITS.—A peculiar and uncommon situation is mainly responsible for the very strong market on dried fruits, particularly currants, prunes and raisins at the present time. Spot stocks are stronger and in some cases dearer while the prices on the new crop open much higher than they did last year. An alcoholic appetite by some people, as explained in another part of this issue, has caused a big run on these lines and as long as this lasts the market will have an abnormal strength.

Apricots, fancy	0 38
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 19
Peaches (fancy)	0 28
Do., choice, lb.	0 28
Pears, choice	0 30
Pears, choice	0 35
Peels—	
Choice	0 26
Ex. fancy	0 30
Lemon	0 45
Orange	0 46
Citron	0 63
Choice, bulk, 25-lb. boxes, lb.	0 22
Peels (cut mixed), doz.	3 26
Raisins (seeded)—	
Muscadels, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19 1/2
Turkish Sultana, 5 crown	0 25
Fancy seeded (bulk)	0 25
Do., 16 oz.	0 24
Cal. seedless, cartons, 12 ounces	0 21
Do., 16 ounces	0 26
Currants, loose	0 20
Do., Greek (16 oz.)	0 24
Dates, Excelsior (36-10s), pkg.	0 15 1/2
Fard, 12-lb. boxes	3 25
Packages only	0 19
Dromedary (36-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2 1/4s, lb.	0 45
Do., 2 1/2s, lb.	0 48
Do., 2 3/4s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 12
Do., Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 10-lb. box	2 75
Do., mats	3 00
Do., 22-lb. box	1 90
Do., (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 25
60-70s	0 22
70-80s	0 20
80-90s	0 19
90-100s	0 17 1/2
100-120s	0 17

Canned Goods Uncertain

Montreal.
CANNED GOODS.—The new pack of canned goods will soon be on the market, and in some quarters it is predicted that prices will be practically the same as for the past season. The lower cost of fruit and vegetables this year is counterbalancing the high cost of packing, and as a result prices may be unchanged. On the other hand, some

intimate that prices will be higher, arguing that the higher cost of sugar and manufacture is not accounted for by the price of the fruit and vegetables. This, however, will be determined very shortly when the new prices are figured.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2s)	5 50	5 55
Beans, golden wax		2 00
Beans, Refugee		2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Do., 2 1/2-lb., doz.		1 50
Succotash, 2 lb., doz.		1 30
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2 1/2-lb. tins		1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2 1/2s	1 82 1/2	1 97 1/2
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards		1 95
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 oz.		1 57 1/2
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00

CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., new pack, doz.		2 20
Do., 3s, doz.	1 80	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2 1/2	4 80	5 15
Do., No. 2		20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 55	4 00
Do., gal., "Pie" doz.		9 50
Do., gal., table		10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)		1 90
Do., 2 1/2s		5 25
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90
New Pack Strawberries—		
Standard No. 2		4 60
Choice grade		4 70
Fancy Preserved		5 50

Cornflakes Unsettled

Montreal.
PACKAGE GOODS.—There is no change this week in the price of package goods. There is a very fair demand for prepared cereals and the price of corn starch and prepared culinary starches has declined sharply. There is a peculiar situation with regard to corn flakes. The Battle Creek firm, of London, Ont., has advanced its price to \$4.80 per case. The Kellogg firm, of Toronto, have withdrawn quotations, accepting only orders for price at date of shipment. The Quaker Oats Co. have held to the low prices and are still quoting \$4.00. There is keen competition for the market. All this is taking place despite the fact that the corn market is much lower than it has been for some time. It is stated that the increased cost of cartons and packages is responsible for the higher prices. Since there is such keen competition for this mar-

ket, it is safe to say that prices have been actually forced to advance.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-do. case	3 50 3 65 3 50
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42 1/2
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1 1/2s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (8-lb. pack.) doz.	3 30
Do. (6-lb. pack.), doz.	6 40
Corn Starch (prepared)	0 14
Potato flour	0 15 1/2
Starch (laundry)	0 12 1/2
Flour, Tapioca	0 15
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pkgs. case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25
Malt Breakfast Fodo (36 pkgs.)	12 50

Will Tea Be Affected?

Montreal.
TEAS.—The price of teas remains firm at the high levels that have been current for some time. There has been a quantity of old tea for the British Government stores launched on the Canadian market, but this, Canadian Grocer is informed, has not materially affected the market. The better grades of tea still demand the high prices. Since the alarm about more trouble with Russia has grown to noticeable proportions it has brought forward a question as to how a war with the country would affect the tea market. This may be premature but Russia offers a large market for tea and should this be cut off prices no doubt would reflect the change.

Ceylons and Indians—		
Pekoe Souchongs	0 44	0 48
Pekoes	0 49	0 55
Broken Pekoes	0 50	0 65
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Javans and Chinas—		
Early pickings, Javans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Future Nuts Higher

Montreal.
NUTS.—Although the sale on nuts is quiet at this season the market for next fall's supply has firmed up, and it is very likely that higher prices will have to be paid for the winter supply.

The new crop is demanding higher prices, but the cost of spot stocks as far as they go has not materially changed.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 63
Do., Jordan	0 76	0 76
Brazil nuts (new)	0 28	0 28
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 20	0 23
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 35	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	0 19 1/4	0 19 1/4
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	0 45	0 45
Fancy splits, per lb.	0 40	0 40
Pecans, new Jumbo, per lb.	0 32	0 36
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	0 28	0 28
Do., shelled	0 50	0 50
Do., Bordeaux	0 63	0 63
Do., Chilean, bags, per lb.	0 33	0 33

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

Rice Market Quiet

Montreal. RICE.—There are no changes this week in the price of rices. The market is quiet and sales are rather slow during these summer months.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	18 00	18 00
Rangoon "B"	14 00	14 00
Rangoon "CC"	13 75	13 75
Broken rice, fine	10 00	10 00
Bell Rice, fine	16 00	16 00
Bell broken rice	10 00	10 00
Tapioca, per lb. (seed)	0 11 1/2	0 12
Do. (pearl)	0 11 1/2	0 12
Do. (flake)	0 11	0 12 1/2
Honduras, fancy	0 20	0 20
Siam	0 14 1/2	0 14 1/2

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Spice Market Quiet

Montreal. SPICES.—The spice market is very quiet during the summer months as may be expected. The season will open towards the end of this month, when sales will be more brisk, and a more active market may be expected. At the present time the prices remain unchanged as quoted.

Allspice	0 22	0 22
Cassia (pure)	0 33	0 35
Cocoonut, pails, 20 lbs., unsweetened, lb.	0 46	0 46
Do., sweetened, lb.	0 36	0 36
Chicory (Canadian), lb.	0 30	0 30
Cinnamon—		
Rolls	0 35	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	0 40	0 40
Ginger (Cochin)	0 35	0 35
Mace, pure, 1-lb. tins	0 95	0 95
Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.	1 15	1 15
Nutmegs, whole—		
Do., 64, lb.	0 45	0 45
Do., 80, lb.	0 43	0 43
Do., 100, lb.	0 40	0 40
Do., ground, 1-lb. tins	0 65	0 65
Pepper, black	0 39	0 39
Do., white	0 50	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 40	0 40
Do., package, 4 oz., doz.	0 75	0 75
Paprika	0 70	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	2 00	2 00

Caraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Molasses Still Low

Montreal. MOLASSES.—The price of molasses remains unchanged this week after the decline of a week ago. This decline was evidently for the purpose of stimulating sales. The price of corn syrup, however, has declined on account of the weaker corn market and lower cost of raw material. The sales of corn syrup, Canadian Grocer is informed, have greatly increased on account of the high price of sugar.

Corn Syrup—		
Barrels, about 700 lbs.	0 10	0 10
Half barrels, about 350 lbs.	0 10 1/4	0 10 1/4
Quarter barrels, about 175 lbs.	0 10 3/4	0 10 3/4
2 gal., 25-lb. pails, each	3 10	3 10
3 gal. 38 1/2-lb. pails, each	4 65	4 65
5 gal. 65-lb. pails, each	4 45	4 45
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	7 05	7 05
5-lb. tins, 1 doz. in case, case	8 05	8 05
10-lb. tins, 1/2 doz. in case, case	7 75	7 75
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	8 50	8 50
Barrels, per 100 lbs.	12 25	12 25
Half barrels, per 100 lbs.	12 50	12 50

Prices for		
Island of Montreal		
Barbaoues Molasses—		
Punchoons	1 60	1 60
Barrels	1 63	1 63
Half barrels	1 65	1 65
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	6 00	6 00
3-lb. tins, 2 doz. in case, case	8 25	8 25
5-lb. tins, 1 doz. in case, case	6 80	6 80
10-lb. tins, 1/2 doz. in case, case	6 65	6 65

Coffee May Be Lower

Montreal. COFFEE AND COCOA. — The coffee market is steady at the present time but predictions are for a weaker market within the next two months. The primary markets are lower than they have been for some time. A change cannot be expected, however, within the next six weeks. Cocoa remains firm and unchanged with a fair demand.

Flour Prices Holding

Montreal. FLOUR.—Although the wheat market has dropped considerably there is no change in the price of flour as yet. The price varies from \$14.75 to \$14.85 per barrel. If the wheat market continues weak, as it is at the present time, lower prices on flour may be expected but millers do not intimate that prices will change in the near future. If the western farmers do not amalgamate in the selling of wheat this fall there is hope that wheat will cost the millers less and consequently flour will be marketed at a lower price.

Vegetables Cheaper

Montreal. VEGETABLES.—There was a very large market this week on Bonsecours in Montreal where Canadian vegetables were in abundance. Farmers report a very good crop in this district and are bringing their produce to the city themselves in quantities which indicate that the market is freer than it has been for some time. This is a healthy condition of affairs and more produce finds its way to the city through this channel than in any other way. Prices are not so rigidly set. New corn is cheaper this week and carrots are in good supply. Potatoes are also cheaper and can be bought for \$2.25 per bag. Cucumbers have dropped to 25 cents per dozen and are sold also by the basket.

Beans, wax (20-lb. bags)	1 00	1 25
Do., new string (imp.) hamper	0 25	0 25
Cucumbers, Montreal, doz.	0 75	0 75
Cabbage, Montreal, doz.	0 75	1 00
Chicory, doz.	0 50	0 50
Carrots, doz.	0 40	0 40
Corn, cob, per doz.	0 25	0 30
Garlic, lb.	0 50	0 50
Horseradish, lb.	0 60	0 60
Lettuce (Montreal), head, per doz.	0 75	0 75
Leeks, doz.	4 00	4 00
Mint	0 69	0 69
Mushrooms, lb.	1 00	1 00
Parsley (Canadian)	0 20	0 20
Peppers, green, doz.	0 50	0 50
Potatoes, Montreal (90-lb. bag)	2 25	2 25
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	0 40	0 40
Spinach, box	0 75	0 75
Turnips, per doz.	0 40	0 40
Watercress (per doz.)	0 75	0 75
Lettuce (curly), 3 doz. in box	1 00	1 00
Montreal, Tomatoes, lb.	0 10	0 15

Fruit In Good Supply

Montreal. FRUITS.—The fruit market is well stocked this week. Canadian apples are in good supply and peaches, plums, and pears are in equally good supply and in good demand. Prices are lower on peaches and plums this week while cherries are also lower. Peaches are selling at three dollars a box. Watermelons are a little dearer this week, the supply is not as plentiful as it has been.

Apples, early, basket	3 50	3 50
Bananas (as to grade), bunch	6 00	7 00
Cherries, basket	0 75	1 50
Grapefruit, Jamaican, 64, 80, 96	5 00	5 00
Do., Florida, 54, 64, 80, 96	6 00	6 00
Lemons, Messina	6 00	6 00
Oranges, Cal., Valencia	9 50	9 50
Do., 100s and 150s	8 50	8 50
Do., 176s and 200s	9 50	9 50
Cal. Navels—		
80s, 100s	7 50	7 50
126s	7 00	7 00
150s	7 50	7 50
176s, 250s	8 50	8 50
Florida, case	6 00	6 00
Pineapples, crate	8 50	8 50
Watermelons, each	1 00	1 00
Peaches, box	3 00	3 00
Plums, crate	4 50	4 50
Cantaloupes, crate	3 50	3 50
Blueberries, box (Lake St. John)	3 50	3 50

ONTARIO MARKETS

TORONTO, Aug. 13.—The markets in groceries this week are generally strong, with one or two exceptions. New prices on peas are lower than the opening prices a year ago. On the other hand, opening prices on jams are higher. The sugar market is steady and strong, and corn syrups are steady at the decline of last week.

Sugar Prices Steady

Toronto.
SUGAR.—No change is reported in sugar quotations this week. The market is stationary and strong, and refiners state there is nothing to indicate any immediate decline. One refiner told the Canadian Grocer that there were a lot of second-hand sugars floating around, that were being offered at various prices, and until they were absorbed, there was not much likelihood of any decline or advance in prices. Cuban production up to the end of July is reported at 3,428,556 tons. Five centrals are working as compared with six at the same time last year. Rain is still badly needed.

St. Lawrence, extra granulated, cwt. 24 21
 Atlantic, extra granulated 24 21
 Acadia Sugar Refinery, extra granulated 24 21
 Dom. Sugar Refinery, extra granulated.. 24 21
 Canada Sugar Refinery, granulated..... 24 21
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.
 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, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Unchanged

Toronto.
CORN SYRUPS AND MOLASSES.—The market for corn syrups is unchanged at the reduction announced last week. Prices are still inclined to be weak in view of the weakness that has characterized the Chicago corn market. No changes are reported in prices of molasses, and demand for the same is only moderate.

Corn Syrups—
 Barrels about 700 lbs., yellow 0 10
 Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.
 Cases, 2-lb. tins, white, 2 doz. in case 7 05
 Cases, 5-lb. tins, white, 1 doz. in case 8 05
 Cases, 10-lb. tins, white, 1/2 doz. in case 7 75
 Cases, 2-lb. tins, yellow, 2 doz. in case 6 45
 Cases, 5-lb. tins, yellow, 1 doz. in case 7 45
 Cases, 10-lb. tins, yellow, 1/2 doz. in case 7 15

Cane Syrups—
 Barrels and half barrels, lb.
 Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over.
 Cases, 2-lb. tins, 2 doz. in case 7 00

Molasses—
 Fancy, Barbadoes, barrels, gal. 1 55
 Choice Barbadoes, barrels
 New Orleans, bbls., gal. 0 63
 Tins, 2-lb., table grade, case 2 doz., Barbadoes 7 75
 Tins, 3-lb. table grade, case 2 doz., Barbadoes 10 75
 Tins, 5-lb., 1 doz. to case, Barbadoes 8 95
 Tins, 10-lb., 1/2 doz. to case, Barbadoes 8 60
 Tins, No. 2, baking grade, case 2 doz. 4 20
 Tins, No. 3, baking grade, case of 2 doz. 5 50
 Tins, No. 5, baking grade, case of 1 doz. 4 60
 Tins, No. 10, baking grade, case of 1 1/2 doz. 4 25
 West Indies, 1 1/2s, 48s 4 60 6 95

Cornflakes Not Quoted

Toronto.
PACKAGE GOODS.—The situation in package lines is for the most part very strong. The feature of the market is the withdrawal of prices of cornflakes. One manufacturer advanced his

quotation to \$4.80 per case last week, but both companies have now withdrawn quotations. Rolled oats are strong and steady. Corn is firm at the decline of half a cent per pound last week.

PACKAGE GOODS

Rolled Oats, 20s, round, case....	6 50
Do., 20s, square, case.....	6 50
Do., 36s, case.....	4 80
Do., 18s, case.....	2 42 1/2
Corn Flakes, 36s, case.....	4 80
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case.....	6 80
Cooker Package Peas, 36s, case....	4 35
Cornstarch, No. 1, lb. cartons.....	0 13 1/2
Do., No. 2, lb. cartons.....	0 12
Laundry Starch.....	0 11 3/4
Do., in 1-lb. cartons.....	0 12 1/4
Do., in 6-lb. tin canisters.....	0 16
Do., in 6-lb. wood boxes.....	0 15 1/4
Celluloid Starch, case.....	5 30
Potato Flour, in 1-lb. pkgs.....	0 16
Fine oatmeal, 20s.....	6 75
Cornmeal, 24s.....	4 25
Farina, 24s.....	3 50
Barley, 24s.....	3 50
Wheat flakes, 24s.....	6 50
Wheat kernels, 24s.....	5 40
Self-rising pancake flour, 24s....	4 10
Buckwheat flour, 24s.....	4 10
Two-minute Oat Food, 24s.....	3 75
Puffed Wheat, case.....	4 60
Puffed Rice, case.....	5 70
Health Bran, case.....	2 60
F.S. Hominy, gran., case.....	4 25
Do., pearl, case.....	4 25
Scotch Pearl Barley, case.....	3 50
Self-rising Pancake Flour, 30 to case.....	3 60
Do., Buckwheat Flour, 30 to case	3 60
Self-rising Pancake Flour, 36 to case.....	7 15
Do., Buckwheat Flour, 18 to case	4 10

Rolled Oats Lower

Toronto.
CEREALS.—One wholesaler is quoting rolled oats in bags of 90 pounds as low as \$6. This is really under the market figure, as \$6.50 is being asked by some dealers. The market in cereals is otherwise unchanged, and demand for the same is fairly active.

Barley, pearl, 98s.....	9 00
Barley, pot, 98s.....	7 50
Barley Flour, 98s.....	6 25
Buckwheat Flour, 98s.....	6 25
Cornmeal, Golden, 98s.....	6 00
Do., fancy yellow, 98s.....	6 75
Oatmeal, 98s.....	7 25
Oat Flour.....	6 75
Corn Flour, 98s.....	6 25
Rye Flour, 98s.....	6 50
Rolled Oats, 90s.....	6 00
Rolled Wheat, 100-lb. bbl.....	8 80
Cracked wheat, bag.....	6 75
Breakfast food, No. 1.....	9 00
Do., No. 2.....	9 00
Rice flour, 100 lbs.....	10 00
Linseed meal, 98s.....	6 75
Peas, split, 98s.....	0 08 1/2
Blue peas, lb.....	0 10
Marrowfat green peas.....	0 11 1/2
Graham Flour, 98s.....	7 65
Farina, 98s.....	6 20

New Prices on Peas

Toronto.
CANNED GOODS.—New prices on standard canned peas are announced this week. They are lower as compared with opening quotations a year ago, and are considerably lower than prices for last year's crop at the close of the season. Standard peas are quoted at \$1.90 per dozen. Wholesalers have not yet announced their prices on early June and sweet wrinkle peas, although it is expected that they, too, will be lower than a year ago. It is not likely that there will be a price on extra sifted, as the crop was only a ten per cent. one. New prices on jam are also announced in this week's issue, and are higher

than ruling quotations on old jams. In fact available supplies of old jams in dealers' hands have been very small, and some have been entirely cleaned out.

Salmon—		
Sockeye, 1s, doz.....	4 95	5 25
Sockeye, 1/2s, doz.....	.....	2 95
Alaska reds, 1s, doz.....	4 25	4 50
Do., 1/2s.....	.....	2 50
Lobsters, 1/2-lb., doz.....	.....	6 50
Do., 1/4-lb. tins.....	.....	3 90
Whale Steak, 1s, flat, doz.....	1 75	1 90
Flitchards, 1-lb. talls, doz.....	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.....	1 95	2 00
Peas, Standard, doz.....	.....	1 90
Do., Early June, doz.....	.....	.....
Do., Sweet Wrinkle, doz.....	.....	.....
Beets, 2s, doz.....	.....	1 45
Do., extra sifted, doz.....	2 77 1/2	2 82 1/2
Beans, golden wax, doz.....	.....	2 00
Asparagus tips, doz.....	4 25	4 75
Asparagus butts, 2 1/2s, doz.....	.....	2 50
Canadian corn.....	1 75	2 00
Pumpkins, 2 1/2s, doz.....	.....	1 85
Spinach, 2s, doz.....	.....	2 15
Do., 2 1/2s, doz.....	2 52 1/2	2 80
Do., 10s, doz.....	.....	10 00
Pineapples, sliced, 2s, doz.....	4 75	5 25
Do., shredded, 2s, doz.....	4 75	6 25
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.....	.....	5 00
Apples, gal., doz.....	.....	6 25
Peaches, 2s, doz.....	.....	4 15
Pears, 2s, doz.....	3 00	4 25
Plums, Lombard, 2s, doz.....	3 10	3 25
Do., Green Gage.....	3 25	3 40
Cherries, pitted, H. S.....	4 35	4 40
Blueberries, 2s.....	2 25	2 40
Strawberries, 2s, H. S.....	.....	5 25
Blueberries, 2s.....	2 35	2 45
Jams—		
Apricots, 4s, each.....	.....	1 43
Black Currants, 16 oz., doz.....	.....	5 65
Do., 4s, each.....	.....	1 50
Gooseberry, 4s, each.....	.....	1 43
Do., 16 oz., doz.....	.....	5 35
Peach, 4s, each.....	.....	1 25
Do., 16 oz., doz.....	.....	4 80
Red Currants, 16 oz., doz.....	.....	5 50
Raspberries, 16 oz., doz.....	.....	5 65
Do., 4s, each.....	.....	1 50
Strawberries, 16 oz., doz.....	.....	5 65
Do., 4s, each.....	.....	1 50

Peels Are Higher

Toronto.
DRIED FRUITS.—Prices on the new crop of California raisins have not yet been announced. As stated previously, these quotations are likely to be high, and may mean from 35 to 40 cents for packaged raisins. There has been almost a bare market in citron peel, but this week dealers are quoting it at 80 cents per pound. New lemon peel is also quoted higher at 48 cents per pound and orange peel is offered at 50 cents per pound. Grecian currants are advancing in price, and recent quotations show prices fully twelve shillings higher per cwt. The crop is estimated at 90,000 tons, that is, a two-thirds crop. Amalia currants are quoted here at from 18 1-2 cents to 19 cents per pound.

Evaporated apples.....	0 21
Apricots, cartons, 11 oz., 48s.....	4 55
Candied Peels, American—	
Lemon.....	0 48
Orange.....	0 50
Citron.....	0 80
Currants—	
Greek Filiatras, cases.....	0 16 1/2
Do., Amalias.....	0 18 1/2
Do., Patras.....	0 22
Do., Vostizza.....	0 23 1/2
Australians, 3 Crown, lb.....	0 13
Dates—	
Excelsior, pkgs., 3 doz. in case.....	5 70
Dromedary, 9 doz. in case.....	7 25
Fard, per box, 12 to 13 lbs.....	3 50
Hallowee dates, per lb.....	0 18 0 23
Figs—	
Taps-Comarde, lb.....	0 10
Layer, lb.....	0 25 0 40
Prunes—	
30-40s, 25s.....	0 81
40-50s, 25s.....	0 25 0 28

50-60c, 25s	0 23 1/2
60-70s, 25s	0 21 1/2
70-80s, 25s	0 18 1/2
80-90s, 25s	0 16 1/2
90-100s, 25s	0 15 1/2
Sunset prunes in 5-lb. cartons, each	1 15
Peaches—	
Standard, 25-lb. box, peeled	0 26 1/2 0 28
Choice, 25-lb. box, peeled	0 27 0 30
Fancy, 25-lb. boxes	0 29 0 30
Raisins—	
California bleached, lb.	0 27 1/2
Seedless, 15-oz. packets	0 29 0 30
Seeded, 15-oz. packets	0 29
Crown Muscatels, No. 1, 25s	0 26
Turkish Sultanas	0 26
Thompsons, Seedless	0 27 1/2
Valencias	0 24 1/2

Spices Unchanged

Toronto.

SPICES.—No changes are reported in quotations on spices. The market is generally strong and firm. There is an active demand for most lines. French pure cream of tartar is quoted at from 75 to 80 cents per pound. The American high test in bulk is offered at from 85 to 90 cents.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 80
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 50
Mustard, pure		0 65
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices		0 30
Mace	0 80	0 90
Peppers, black		0 35
Do., white		0 45
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, select, whole 100s		0 55
Do., 80s		0 60
Do., 64s		0 70
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 70
Coriander seed		0 25
Caraway seed, whole		0 30
Tumeric		0 28
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 75	0 80
American high-test, bulk	0 85	0 90
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Coffees Are Steady

Toronto.

COFFEE.—The coffee market is much the same as a week ago. Prices to the trade are unchanged, and buying is fairly free at present market quotations.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37

Low Grade Teas Higher

Toronto.

TEAS.—The market in teas is very strong. Importers state that even low grade teas are now being held at higher prices. High grade teas are almost an unknown quantity, that is, for new buying, but there appears to be plenty available for the demand, fine teas that

had been previously purchased. According to cable reports both the India and Ceylon markets have advanced from a penny to twopence on all grades. Prices to the trade here are unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Rice Market Firm

Toronto.

RICES.—There is a steady market ruling in rices. Demand at the present time is not heavy, and for immediate buying quotations show no changes as compared with a week ago.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 20	0 20 1/2
Siam, fancy, per 100 lbs.		
Siam, second, per 100 lbs.		15 00
Japans, fancy, per 100 lbs.		0 18 1/2
Fancy Patna		17 00
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 11	0 12
White Sago	0 11	0 12

Nuts Are Steady

Toronto.

NUTS.—Steady prices are ruling for nuts. Nuts in the shell of course at this season are a slow sale. There is an active demand for peanuts both in the shell and salted. There is a moderate inquiry for unshelled nuts.

Almonds, Tarragonas, lb.	0 81	0 83
Butternuts, Canadian, lb.		0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.		0 34
Do., Marbot		0 30
Filberts, lb.		0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00
Cocoanut, unsweetened, lb.		0 38
Do., sweetened, lb.		0 42
Do., shred		0 30
Peanuts, Spanish, lb.	0 26 1/2	0 33
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.		0 60
Do., Manchurian		0 60
Peanuts, Spanish, lb.		0 25
Do., Chinese, 30-32 to oz.		0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.		1 10

Fruits Plentiful

Toronto.

FRUITS.—Prices of fruits are practically unchanged as compared with a week ago. Verdilli lemons are selling at \$5.50 per case. Watermelons are from \$1 to \$1.15 each. Red currants are \$2 to \$2.50 per eleven quart basket. Domestic fruits are now arriving freely and are meeting with an active inquiry.

Oranges, Valencias—		
126s		7 00
150s		7 50
176s, 200s, 216s, 250s		9 00
Bananas, Port Limons		0 10
Lemons, Cal., 240s		4 50

Do., Messinas, 300s		5 50
Grapefruit, Cuban, Seedless—		
80s, 96s		5 00
Watermelons, 26-lb. aver., each	1 00	1 15
Cantaloupes, Cal., case, 45s		7 50
Georgia Peaches, 6-bskt. crates		6 50
Plums, Cal., box		4 50
Canadian Cherries—		
Sour, 11s	1 25	1 35
Do., 6s		0 65
Black, 6s		1 75
Do., 11s	3 25	3 50
Gooseberries, 6s	0 75	1 00
Do., 11s	1 25	1 50
Raspberries		0 32
Blueberries, bskt.	2 75	3 00
Lawton Berries		0 80
Red Currants, 11s	2 00	2 50
Do., 6s		0 75
Black Currants, 11s		3 50
Do., 6s		1 75
Apples, transparent hampers	3 50	3 75
Pears, Cal., Bartlett's, box		5 50
Grapes—		
California Malaga, box		5 50

Vegetables Lower

Toronto.

VEGETABLES.—Lower prices are named on a number of vegetables this week. Receipts are arriving freely. Canadian head lettuce is offered at from \$1 to \$1.50 per case. Cucumbers are easier at from 50 to 75c per eleven quart basket. Ontario tomatoes are \$1 for a large basket. Carolina potatoes are \$6 and \$7 per barrel, according to grade.

Lettuce, Can., head, 2 to 3 doz. case	1 00	1 50
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 75	1 00
Green Onions, doz. bunches	0 30	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.		1 00
Cucumbers, per 11-qt. bask.	0 50	0 75
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches		0 40
Wax Beans, home grown, bskt.	0 40	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crate		2 50
New Potatoes, Carolina—		
No. 1, per barrel		7 00
No. 2, graded, per barrel		6 00
Tomatoes, Ont., 11-qt. bskt.		1 00
Do., hothouse, per lb.		0 25
Green Peas, basket	0 75	1 00
Green Peppers, hot, 11-qt. bskt.	0 75	1 25
Do., sweet, 11-qt. bskt.		1 75
Vegetable Marrow, doz.		1 00
Celery, Michigan, bunch.		0 90

Flour Unchanged

Toronto.

FLOUR.—No change is reported in the market for flour. Prices are steady as compared with a week ago. Ontario winter wheat flour, in carload shipments, on tracks, is quoted at \$13.70 per barrel.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags		13 70
Manitoba, spring wheat flour, in jute bags, per barrel		15 15

Peanut Butter Down

Toronto.

MISCELLANEOUS.—A reduction is announced this week on Clark's and McLaren's peanut butter to the extent of four cents per pound. Old Dutch cleanser has advanced to \$5.10 per case. Some dealers are still offering it at the old figure. Sal soda is higher at \$2.35 per cwt. L'etoile macaroni is also at a higher level, the 36c. 16-ounce packages selling at \$5.10, and the eight ounce packages, 36c., are \$3.25 per case. All Robertson's goods, with the exception of gum and molasses candy, are also quoted higher. To the extent of three cents per pound.

WINNIPEG MARKETS

WINNIPEG, Aug. 13—There is a certain amount of dullness in the markets at the present time, awaiting the wheat harvest. Prices are for the most part firm, with practically no changes as compared with a week ago.

Sugar Market Dull

Winnipeg.
SUGAR.—The New York raw sugar market is somewhat easier, and from reports received the market is very dull at the present time. Refined prices in Canada remain steady. Retailers also report that the sale of sugar is below normal. In view of the declining raw sugar market the trade is buying very cautiously at present until the crop is assured.

Redpath, granulated, 100-lb. bag	25 05
St. Lawrence, gran., 100-lb. bag	22 05
Atlantic, granulated, 100-lb. bag	25 05
Dominion, granulated, 100-lb. bag	25 05
Acadia, granulated, 100-lb. bag	25 15
Yellow Sugar, No. 2, 100-lb. bag	24 55
Powdered Sugar, 50-lb. boxes, per cwt.	25 60
Iceing Sugar, 50-lb. boxes, per cwt.	25 70
Lump Sugar, soft, 100-lb. boxes	25 80
Do., hard, 100-lb. boxes, per box	26 00
Cubes, 100-lb. boxes, per box	25 70

Corn Syrup Unchanged

Winnipeg.
CORN SYRUPS AND MOLASSES.—The corn market situation is such that it will not permit any definite information in regard to the future, and it is to the retailers' advantage to go easy when buying at present. Molasses remains firm and the demand is very steady.

CANE SYRUPS—

2-lb. tins, 2 doz. in case	9 40
5-lb. tins, 1 doz. in case	11 25
10-lb. tins, 1/2 doz. in case	10 75
20-lb. tins, 1/4 doz. in case	10 50

CORN SYRUP—

Cases, 2 lb. tins, white, 2 doz. in case	7 35
Cases, 5 lb. tins, white, 1 doz. in case	8 40
Cases, 10 lb. tins, white, 1/2 doz. in case	8 05
Cases, 20 lb. tins, white, 1/4 doz. in case	8 05
Cases, 2 lb. tins, yellow, 2 doz. in case	6 75
Cases, 5 lb. tins, yellow, 1 doz. in case	7 80
Cases, 10 lb. tins, yellow, 1/2 doz. in case	7 55
Cases, 20 lb. tins, yellow, 1/4 doz. in case	7 55

MAPLE SYRUP—

Pure, 2 1/2 tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of 1/2 doz.	23 25

TABLE SYRUP—

Maple flavor, 2 1/2 tins, per case of 2 doz.	13 76
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of 1/2 doz.	11 50
Above subject to a discount of 10 per cent.	

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70

MOLASSES, BLACKSTRAP—

1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
3s, 4 doz. in case	4 40
3 1/2s, 4 doz. in case	4 35

Starch Unchanged

Winnipeg.
STARCH.—No definite information can be given in regard to starch owing to the fluctuation of the corn market at the present time.

Cornstarch, 1-lb. pkgs., per lb.	0 12
Do., No. 1 quality, 1-lb. pkgs.	0 13 1/2
Gloss, 1-lb. pkgs., per lb.	0 14 1/4
Celluloid, 1-lb. pkg., per case	5 65

Dried Fruits Steady

Winnipeg.
DRIED FRUITS.—At the auction sale recently held at New York loose Muscatel raisins brought very high prices. The prices were not quite as high as those named by the outside packers a while ago.

New prune prices are expected at any time.

DRIED FRUIT

Evaporated Apples, per lb.	0 20
Currants, 90-lb., per lb.	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	0 17
Dates, Hallowee, bulk, lb.	0 23
Do., Tunis, bulk, lb.	0 26
Do., Package, 8 doz. case, lb.	0 17
Figs, Spanish, per lb.	0 16 1/2
Do., Smyrna, per lb.	0 23
Do., black, cartons, per carton	0 80
Loganberries, 4 doz. case, pkt.	0 35
Peaches, standard, per lb.	0 29
Do., choice, per lb.	0 27 1/2
Do., fancy, per lb.	0 32
Do., Cal., in cartons, per carton	1 56
Do., unpitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 75
Prunes—	
30-40s, 25s, per lb.	0 32
40-50s, 25s, per lb.	0 27
50-60s, 25s, per lb.	0 21
60-70s, 25s, per lb.	0 18 1/2
70-80s, 25s, per lb.	0 17
80-90s, 25s, per lb.	0 17
90-100s, 25s, per lb.	0 16 1/2
In 5-lb. cartons, per carton	1 30

Raisins—

Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 25 1/2
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	0 28

Canned Peas Price Named

Winnipeg.
CANNED GOODS.—New opening prices on canned peas have been named and are quoted at 15 cents a case lower than last year's opening price. Prices have also been named on raspberries in heavy syrup and are in advance of last year's opening prices. It has also been reported that they are much higher than strawberry prices. From a report just received in regard to the tomato crop it is reported that the crop is very favorable and is also considerably earlier than the last few years. It is the expressed aim of the Dominion Cannery B. C., Ltd., to put up as big a pack as possible with the view to being able to name a price that will insure the goods being freely consumed. Opening prices on B.C. cherries have been named and deliveries will be announced later. Full delivery on spinach is expected, while a delivery of 80 per cent. of strawberries is now announced.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 35	12 00
Do., 1/2s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, 1/2s, 100 doz. case	30 00	32 50
Lobsters, 1/4s, 8 doz. case, doz.	3 35	3 35
Do., 1/2s, 4 doz. case, doz.	6 00	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	8 60	8 60
Do., 2s, 8 oz., 2 doz. case, case	7 60	7 60
Pilchards, 1s, tall, 4 doz. case, case	7 50	7 50
Do., 1/2s, flat, 8 doz. case, case	10 00	10 00

Salmon—

Sockeye, 1s, tall, 4 doz. case	18 50
Do., 1/2s, flat, 8 doz. in case	20 75
Red Spring, 1s, tall, 4 doz. case	15 75
Do., 1/2s, flat, 8 doz. case	17 75
Cohoe, 1s, tall, 4 doz. case	14 50
Do., 1/2s, flat, 8 doz. case	16 50
Pink, 1s, tall, 4 doz. case	10 40
Do., 1/2s, flat, 8 doz. case	12 25
Humpback, 1s, tall, 4 doz. case	8 60

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case	3 40	3 85
Blueberries, 2s, 2 doz. case		
Cherries, 1s, 4 doz. case		11 00
Gooseberries, 2s, 2 doz. case		9 50
Lawtonberries, 2s, 2 doz. case		9 50
Peaches, 2s, 2 doz. case		8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case		6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case		5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case		10 50

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	13 00
Peaches, 2 1/2s, 2 doz. case	13 20
Peaches, sliced, 1s, 4 doz. case	14 00
Do., halved, 1s, 4 doz. case	13 85
Do., 2s, 2 doz. case	3 50
Pears, 1s, 4 doz. case	16 00
Pineapple, sliced, 2s, 2 doz. case	

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75
Pears, Garden Wax, 2s, 2 doz. case	4 75
Beans, Refugee, 2s, 2 doz. case	4 50
Corn, 2s, 2 doz. case	4 20
Peas, Standard, 2s, 2 doz. case	4 10
Peas, Early June, 2s, 2 doz. case	4 70
Sweet Potatoes, 2 1/2s, 2 doz. case	6 40
Pumpkin, 2 1/2s, 2 doz. case	3 00
Sauer Kraut, 2 1/2s, 2 doz. case	4 90
Spaghetti, 2 1/2s, 2 doz. case	5 40
Tomatoes, 2 1/2s, 2 doz. case	4 20
Spinach, 2 1/2s, 2 doz. case	5 70

Package Cereals in Demand

Winnipeg.
CEREALS.—Corn flakes are in good demand as well as all lines of package breakfast foods. Bulk rolled oats sales have fallen off, due to consumers using more package cereals. Prices remain unchanged.

PACKAGE CEREALS

Rolled oats, 20s, round cartons	6 00	6 50
Do., 86s, case, square pkts.		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case		4 00
Puffed Wheat, 3 doz. case, case		4 60
Puffed Rice, 3 doz. case, case		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		3 83
Package Peas, 3 doz. case, case		3 75

BULK CEREALS

Rolled Oats, 80s, per bag	5 85
Do., 40s, per bag	3 01
Do., 20s, per bag	1 56
Do., 10-8s, per bale	6 85
Do., 15-6s, per bale	7 70
Oatmeal, 98s, gran. or stand, bag	6 60
Wheat Granules, 98s, per bag	8 60
Do., 16-6s, per bale	9 50
Peas, whole, green, 100-lb. bag, bush.	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	5 30
Do., Lima, 100-lb. bag, per lb.	0 15 1/2
Barley Pot 98s, per bag	6 60
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	6 25
Do., 24s, per bag	1 62
Do., 10-10s, per bale	6 95
Buckwheat grits, whole, 92-lb. bags, per bag	11 00

Fine Teas High

Winnipeg.
TEAS. — Fine teas still maintain a high price, while common tea remains unchanged. There is very little activity in the tea market at the present time.

INDIA AND CEYLON—

Pekoe Souchongs, first quality . . .	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality . . .	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 60

JAVAS—

Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spices Remain Steady

Winnipeg.
SPICES.—There has been practically no change in the spice market this week. Black pepper is a little firmer, while cloves are slightly easier. Jamaica ginger remains very high, and is practically unprocurable.

Sago Market Unchanged

Winnipeg.
RICES.—Sago market remains unchanged, while the rice and tapioca markets are practically the same as reported in our last issue.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 15 1/2
Do., 50-lb. sacks, lb.	0 15 1/2
Siam, Elephant, 100-lb. bags	0 13 1/2
Do., 50-lb. bags, lb.	0 13 1/2
Sago, sack lots, 130 to 150 lbs. per lb.	0 12
Do., in less quantities, lb.	0 12 1/2
Tapioca, pearl, per lb.	0 12 0 12 1/2

B.C. Jam Supplies Short

Winnipeg.
JAMS. — The outlook on strawberry jam on the new pack is said to be in short supply in British Columbia, and prices are in advance over the opening price of the eastern packers. Western reports from reliable sources have it that owing to the dry weather much damage was done to the strawberry

crop this year and that the pack would be 40 per cent. lower than it was at first estimated. In consequence some manufacturers at the coast have advanced their prices 50 per cent. over the opening price.

Jams, Pure—

		Per tin
Strawberry, 4s, 12 tins to case	1 35	1 50
Raspberry, 4s, 12 tins to case	1 20	1 35
Black Currants, 4s, 12 tins to case	1 20	1 35

Blended—

Strawberries, 4s, 12 tins to case	0 85	0 95
Raspberries, 4s, 12 tins to case	0 85	0 95

Nuts Remain Unchanged

Winnipeg.
NUTS. — There is no change in the nut market this week. The market is easier with very little buying, but indications point to a firmer tone for the fall trade. The peanut and filbert markets are inclined to be a little firmer.

NUTS, Shelled—

Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	0 24 1/2	
Pecans, per lb.	1 15	
Walnuts, per lb.	0 64	0 65

Nuts in shell—

Peanuts, roasted, Jumbo, per lb.	0 25
Almonds, per lb.	0 35
Filberts, per lb.	0 30
Walnuts, per lb.	0 25 0 35
Pecans, per lb.	0 32

Coffee Market Quiet

Winnipeg.
COFFEES. — There has been practically no change in the coffee market since last report, and the market has been very dull.

COFFEES—

Santos, roasted, best grade	0 44
Bourbon, roasted, best grade	0 45
Jamaica, roasted, best grade	0 52
Mexican, roasted, best grade	0 54
Maracaibo, roasted, best grade	0 52
Bogotas, roasted, best grade	0 56
Rio, roasted, best grade	0 28 0 29

B.C. Apricots Are Arriving

Winnipeg.
FRUITS.—British Columbia apricots are arriving. Oranges dropped in price this week. Some good apples are arriving as well as small fruits. Bananas have been very scarce with only limited supplies arriving.

FRUITS—

Lemons, Cal., per case	6 00	7 00
Bananas, per lb.	0 13	0 14

Peaches, Cal., case	3 50
Plums, per case	4 50 5 00
Cantaloupe, Stand., 45s, per case	8 50 9 00
Do., flats, 12s to 15s, per case	4 00
Watermelon, per lb.	0 06 0 07
Cocoanuts, per doz.	1 75
Dates, 36 pkgs. to case	7 25
Figs, per case	4 00
Do., 10-lb. boxes	8 50

Oranges—

200s and smaller	11 00
176s	10 00
150s	9 00
126s	8 00
New Apples, per box	5 00
Pears, Cal., per case	7 50
Raspberries, per case	7 50

Vegetables in Demand

Winnipeg.
VEGETABLES. — Ontario tomatoes are arriving in good supply and are now being quoted at \$3.00 per basket. The demand for new vegetables is exceptionally good.

VEGETABLES

Carrots, new, per lb.	0 06
Beets, new, per lb.	0 04
Turnips, new, per lb.	0 03
Leaf Lettuce, per doz.	0 30
Radish, per doz.	0 65
Green Onions, per doz.	0 30
Cucumbers (hothouse), per doz.	3 50
Cabbage (new), per lb.	0 05 0 06
Potatoes (new), per lb.	0 04 0 04 1/2
Onions (Cal. Bermuda sack), per sack	5 00
Peas, per lb.	0 10
Cauliflower, per doz.	2 50
Celery (B.C.), per doz.	0 11
Rhubarb, per lb.	0 03 1/2
Tomatoes, per case	3 00
Head Lettuce, per doz.	0 75

Be Sure Envelope and Form Correspond

A merchant in Montreal, who, during the summer months sends out forms on which are lists of goods that can be filled out and ordered, makes sure that the envelope and the form correspond in size.

A prospect may often have the inclination to send in one of these forms filled out with an order, but if she finds the envelope won't accommodate it she is apt to discard both and go and buy her supplies elsewhere. This grocer makes it as easy as possible for her to send in her reply.



Interior of Wm. Carswell's store at Montreal, Que., showing an attractive arrangement of merchandise.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Aug. 10.—Few changes have taken place in the local market. Ordinary cornmeal is a little easier at \$4.90. Rice is also lower at \$14.40. Fresh eggs are higher at from 65 to 68 cents per dozen. Case eggs are from 60 to 62 cents. Tomatoes have advanced to \$4.30. New potatoes are coming in better quantities. A very good crop is expected at \$2 per bushel.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	4 90
Rolled oats	13 50
Rice, Siam, per 10 lbs.	14 40
Tapioca, 100 lbs.	13 50
Molasses	1 70
Sugar—	
Standard, granulated	24 10
No. 1 yellow	23 60
Cheese, N.B.	0 32½
Eggs, fresh, doz.	0 65
Do., case	0 60
Lard, pure, lb.	0 29½
Do., compound	0 27
American, clear pork	51 00
Tomatoes, 2½s, standard, case	4 30
Beef, corned, 1s	4 00
Breakfast bacon	0 43
Butter, creamery, per lb.	0 60
Do., dairy, per lb.	0 55
Do., tub	0 50
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 95
Peas, standard, case	4 15
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	.....
Salmon, Red Spring, flats, cases	.....
Do., Pinks	9 50
Do., Cohoes	15 00
Do., Chums	7 50
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27½
Potatoes, Natives, per bushel	2 00
Lemons, Cal., case	7 00
Grapefruit, Cal., case	8 00
Bananas, per lb.	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Aug. 10.—British Columbia beans are from 7 1-2 to 8 cents per pound. Canned tomatoes are from \$4.60 to \$4.75 per case; peas \$4.50 to \$4.75; strawberries, twos, \$10.20 per case. Evaporated apples are from 19 to 21 cents per pound. Peaches, twos, are \$8.50 per case. New laid eggs are from \$17.00 to \$17.50 per case, and storage eggs are from \$17.00 to \$18.00 per case. Creamery butter is from 59 to 60 cents per pound for number one. British Columbia potatoes are \$65 per

ton. Blackberries are \$4.00 per crate. Dutch Cleanser has advanced 35 cents per case.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00
Rolled oats, 80s	5 45
Rice, Siam	13 00
Japan, No. 1	14 50
Tapioca, lb.	0 09
Sago, lb.	0 09
Sugar, pure cane, granulated, cwt	23 97
Cheese No. 1, Ont., large	0 82
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 60
Do., dairy, lb.	0 40
Lard, pure, 3s	17 40
Eggs, new laid, local, case	17 00
Do., storage, case	17 00
Tomatoes, 2½s, standard, case	4 60
Wax and Green Beans, 2s, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 50
New early June peas, case	4 50
Strawberries, 2s, Ont., case	10 20
Raspberries, 2s, Ontario, case	10 60
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 19
Do., 25s, lb.	0 23½
Peaches, evaporated, lb.	0 25
Do., canned, 2s	8 50
Prunes, 90-100s	0 17
Do., 70-80s	0 18½
Potatoes, B.C., ton	65 00

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, August 10.—The Nova Scotia wholesale market remains practically unchanged except for oats which have declined 3½ cents on the bushel, changing the price from \$1.68½ to \$1.65 per bushel. A fifty cent drop on rolled oats is also noted, reducing the price from \$7.25 a bag to \$6.75. These prices are being influenced by the coming harvest. Other products which have been affected are eggs which have been marked up at a seven cent increase on the dozen, raising the price from 58 to 65 cents per dozen. Cheese, Ontario twins, and lard compound have dropped 1 cent on the pound, changing the former from 30 to 29 cents a pound and the latter from 29 to 28 cents a pound. Also creamery prints have advanced from 62 cents per pound to 64 cents per pound. Fresh pack strawberries, twos, are selling at \$5.10 per dozen, an increase of 20 cents on the old price.

Flour, No. 1 patents, bbl., Man.	16 50
Cornmeal, bags	5 25
Rolled oats, per bag	6 75
Rice, Siam, per 100 lbs.	15 75
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 75
Sugar, standard, granulated	24 10
Do., No. 1, yellow	23 60
Cheese, Ont., twins	0 29
Eggs, fresh, doz.	0 65
Lard, compound	0 28
Lard, pure, lb.	0 31
American clear pork, per bbl.	50 00

Tomatoes, 2½s, standard, doz.	2 28
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 35
Butter, creamery, per lb.	0 64
Do., dairy, per lb.	0 54
Do., tubs	0 52
Raspberries, 2s, Ont., doz.	4 90
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 15
Apples, gal., N.S., doz.	5 00
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	.....
Do., Pinks	11 00
Do., Cohoes	16 00
Do., Chums	8 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, per 90-lb. bag	5 50
Beans, white	5 00
Do., Yellow Eye	7 50
Lemons, Cal., case	6 50
Grapefruit, Cal., case	5 00
Bananas, per lb.	0 10
Oats, per bush.	1 68½
Watermelons, each	1 50
Apples, American, box	5 00
Carrots, per doz. bunches	1 00
Turnips, per doz. bunches	1 00
Beets, per doz. bunches	1 03
Cabbage, native, lb.	0 07
Cal. Peaches, crate	3 25
Cal. Plums, crate	4 50
Cal. Pears, crate	7 00

Phone Numbers Are In Bold Prominence

E. J. Quinn, Montreal grocer, has an excellent sign with only phone numbers on it. Placed on the car-line side of the building (which is a transfer point) a board of about two by three and a half foot dimension is painted in black and lettered in gold, containing the two telephone numbers adopted by the store. It reads thus:—

Our Telephone Numbers Are
Westmount
1261
4270

The particular advantage of using this idea rests in the fact that many of Mr. Quinn's customers, and prospective customers, pass on the car. There is ample space between the car and the side of the store where the sign is placed; the gold-lettered numbers are in bold type, and numbers are easily recalled.

PRODUCE AND PROVISIONS

How Milk and Cream Sales Can Also Help Other Lines

Five and Ten-Cent Coupons Assure the Return of the Bottles, But the Cash is Very Seldom Taken, the Money Going Towards Groceries

MILK and cream are now practically staple lines in a great many grocery stores, and in a great many instances the problem of returning the milk bottles is of more or less concern. In fact, the non-return of them is one of the discouraging features of handling milk. James Juby, Charlotte Street, Peterboro, Ont., who sells large quantities of milk and cream, has a scheme for getting the bottles back. According to the quantity of milk or cream purchased, he gives a ticket for five or ten cents. When the bottle is returned, the ticket is cashed. But just here is where the plan is most satisfactory. "People scarcely ever take the money," remarked Mr. Juby to Canadian Grocer. "It usually means a sale of groceries, and the five or ten cents is put towards the purchasing price. This has been one of the most gratifying results of selling milk and cream in my store. It has done so much towards building up my grocery business. People come from all parts of the city to buy cream here, and in this way a very considerable business has been attracted to the store in other lines."

Does the Bottling

Mr. Juby sells large quantities of milk and cream. It is brought to his store by the farmers, and he does the bottling of it. At one time his milk and cream business was greater than his trade in groceries, but working the two in conjunction, the former has greatly helped the latter. He has also built up a reputation for cheese, and his turnover each year in this product amounts to more than 2,000 pounds.

Making the most of display is one of the things that counts in the Juby store. Customers coming to buy milk and cream are often attracted by a nice display of certain foodstuffs, and make purchases, when they might otherwise not have done so. Mr. Juby always has his store arranged with the idea of showing goods to the best possible advantage.

"Have things out where people can see them," is his motto, and he believes it means purchases all the time.

Will Hogs be Scarce in the Fall Months?

Montreal August 4. — Hogs will be very scarce this fall, according to a leading authority connected with the Montreal abattoir trade.

"The farmers are too busy having a good time," said this informant to Canadian Grocer. "Production has been

and will continue to fall off, and I believe that there will be a scarcity of best hogs this fall. Last year at this time we were handling several thousand hogs a week. This year we are not handling more than 1,000 to 2,000. The farmers seem to have the same spirit, largely, as others, in that they are seeking pleasure as never before. They are touring around the country in their automobiles and not paying attention to production as was the case before the war."

The arrival of hogs is now fair, but the stock arriving is not well-conditioned for the most part. It is one of the reasons for the firming of prices during the past week.

Application has been made to increase the capital stock of the Winnipeg Cold Storage Co. from \$100,000 to \$200,000.

There has been a change in ownership in Purdy's Confectionery, of Regina, and groceries will also be stocked in future.



ON THE TRAIL OF THE PROFITEER

—Reynolds in Tacoma "Register."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 13.—The feature of the produce market this week is the advanced price of eggs. The scarcity has necessitated the use of storage eggs. Butter remains steady after the slight decline of last week. Pure lard is a fraction of a cent cheaper. New cheese is also cheaper. Pacific halibut is a little cheaper and in good supply. Whitefish is two cents dearer this week. The prices on fresh meats are lower this week, having dropped between one and two cents per pound.

Bacon and Hams Remain Steady

Montreal.
PROVISIONS.—Despite the change in the price of dressed meats and on hogs in particular there are no changes in the prices of hams or bacon. The market appears to be steady on quotations but if the decline in live hog prices lasts, lower prices on cured meats may be expected. Packers, however, are experiencing an active market for smoked meats, and a promise of lower prices is not a certainty.

BACON—		
Breakfast, best	0 49	0 59
Smoked Breakfast	0 31	0 44
Cottage Rolls	0 42	
Picnic Hams	0 32	
Wiltshire	0 46	
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 48	
Do., 14-20	0 46	
Do., 20-25	0 40	
Do., 25-35	0 35	
Over 35 lbs.	0 34	

Fresh Meats Lower

Montreal.
FRESH MEATS.—There are lower prices current this week on fresh meats. Live hogs are being sold at 19 1-2 to 20 cents per pound, which is a decline of about two cents a pound. Dressed hogs are down between one and two cents a pound. Beef is also easier with prices about \$1.25 per hundred pound carcass lower. The supply is very good and the demand is not as large as it has been, hence the easier prices.

FRESH MEATS			
Hogs, live (selects)	0 19½	0 20	
Hogs dressed—			
Abattoir killed, 65-90 lbs.	0 29	0 30	
Fresh Pork—			
Legs of pork (foot on)	0 35		
Loins (trimmed)	0 42½		
Loins (untrimmed)	0 38		
Bone trimmings	0 30		
Trimmed shoulders	0 26½	0 32	
Untrimmed	0 28		
Pork Sausage (pure)	0 26		
Farmer Sausage	0 20		
Fresh Beef—			
(Cows)		(Steers)	
\$0 22 \$0 29	..Hind quarters..	\$0 27	\$0 32
0 13 0 16	..Front quarters..	0 18	0 17
0 40	Loins	0 46	
0 28	Ribs	0 32	
0 18	Chucks	0 17	
	Hips	0 35	
Calves (as to grade)	0 22	0 28	
Spring lamb, carcass	0 32		
Fresh sheep, carcass	0 22	0 30	
Frozen lamb, carcass	0 32		

Cooked Meats in Demand

Montreal.
COOKED MEATS.—There is a very good demand for cooked meats which is improving with the hotter weather.

The price remains unchanged this week and appears to be fairly steady.

Jellied pork tongues	0 47
Jellied Pressed Beef, lb.	0 38
Ham and tongue, lb.	0 38
Veal and tongue	0 35
Hams, cooked	0 55 0 59
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 80
Mince meat, lb.	0 15 0 19
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 65

Barrelled Meats Steady

Montreal.
BARRELLED MEATS.—There is no change in the price of barrelled meats. The demand is not large at any season, and it is particularly quiet at this time of the year. The prices are steady and unchanged.

BARRELLED MEATS	
Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	57 00
Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	48 00

Shortening Prices Steady

Montreal.
SHORTENING.—The price of shortening is steady this week after the decline of the previous week. The quotations are not very strong, however, since the price of lard is lower, and there is very keen competition for any business possible at this rather quiet season.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 26¼
Tubs, 50 lbs., per lb.	0 26½
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28

Eggs Scarce and Dearer

Montreal.
EGGS.—There is a shortage of eggs on the market at the present time. The shortage is so keen as to warrant taking eggs from cold storage for immediate demand. With this shortage come higher prices on eggs and best selects are selling at 66 cents per dozen and No. 1 at 58 cents per dozen.

New Cheese Is Cheaper

Montreal.
CHEESE.—While the supply of old cheese is getting very low, the price for the new cheese is much easier than it has been. There is a drop of 1 cent per pound this week in the price of old

cheese, making it 28 cents per pound. The old cheese has been quoted as high as 36 cents a pound, but this week it has receded to 35c.

CHEESE—	
New, large, per lb.	0 28
Twins, per lb.	0 28
Triplets, per lb.	0 28
Stilton, per lb.	0 37
Fancy old cheese, per lb.	0 34 0 35
Quebec	0 28 0 29

Butter Prices Firm Again

Montreal.
BUTTER.—The price of butter remains firm this week, after the decline of 1 cent last week. Creamery butter is being sold at 60c per pound in prints, and 59c in solids. Dairy butter is quoted at 51c and 52c per pound, but the supply is limited on account of small production.

BUTTER—	
Creamery prints, qual., new..	0 60
Do., solids, quality, new	0 59
Dairy, in tubs, choice	0 51
Dairy, prints	0 52

Lard Prices Decline

Montreal.
LARD.—There is an easier feeling on the lard market this week, with slightly lower prices. Tierces are sold at 28c., which is a decline of 1-4 cent per pound. Bricks are being sold at 29 1-2 cents, which is 1-2 cent lower than prices quoted last week. The only reason given for the change in price is that the supply warrants lower prices and the demand is not as large as it has been.

LARD—	
Tierces, 360 lbs.	0 28¼
Tubs, 60 lbs.	0 28½
Pails, 20 lbs.	0 29
Bricks	0 30

Margarine Sales Light

Montreal.
MARGARINE.—The demand for margarine is very small at this season of the year. Prices range from 35c per pound for the best, to 38c., with slightly lower prices on large quantities of uncolored margarine.

MARGARINE—	
Prints, according to quality, lb.	0 35 0 40
Tubs, according to quality, lb.	0 31 0 34

Pacific Halibut Cheaper

Montreal.
FRESH FISH.—The supply of British Columbia salmon is short at the present time, but relief is expected in the very near future by shipments from the coast. Lake fish, such as trout, whitefish and doree are very scarce and are practically off the market. Whitefish is quoted higher at 20c per lb. Fresh haddock and cod are prominent on the market and in very good supply. With a fresh supply of Pacific halibut on the market, prices are slightly easier, being quoted at 25c per pound, which is a decline of 1c on prices previously quoted. There is no change in the price of frozen or smoked fish.

FRESH FISH	
Haddock	0 08
Steak cod	0 10
Market cod	0 07

Mackerel	0 18
Flounders	0 08
Prawns	0 50
Live Lobsters	0 60
Skate	0 12
Shrimps	0 50
Whitefish	0 20
Shad	0 18
Gaspé salmon	0 40
Halibut	0 25
Gaspereaux, each	0 05
Whitefish	0 20
Lake trout	0 24
Brook trout	0 24
Pike	0 12
Perch	0 13
Fresh eels, per lb.	0 13
Fresh herrings, each	0 03
Doree	0 24
FROZEN FISH	
Halibut, large and chicken	0 17 0 18
Halibut, Western, medium	0 23
Haddock	0 07 0 08
Mackerel	0 15 0 16
Smelts, No. 1, per lb.	0 17 0 18

Smelts, extra large	0 25
Smelts (small)	0 09
Pike, headless and dressed	0 12
Market Cod	0 06 0 06½
Whitefish, small	0 12 0 13
Sea Herrings	0 06 0 07
Steak Cod	0 08½ 0 09
Salmon, Cohoes, round	0 19 0 20
Salmon, Qualla, hd. and dd.	0 19 0 20
Whitefish	0 15 0 16
Lake Trout	0 19 0 20
Lake Herrings	0 06 0 07
B.C. Red Salmon	0 23
SALTED FISH	
Codfish, large, bbls., 200 lbs.	16 00
Sardines, half barrel	6 00
Salted Trout, half barrel	12 00
Salted Salmon, barrel	27 50
Boneless cod (20), per lb.	0 15½
SMOKED	
Finnan Haddies, 15-lb. box	0 13
Fillets, 15-lb. box	0 19
Smoked Herrings	0 24
Kippers, new, per box	2 15
Bloaters, new, per box	2 00
Smoker Salmon	0 35

for selects, and from 65 to 66 for fresh selects in cartons.

EGGS—

Fresh, selects	0 63	0 64
Fresh	0 58	0 59
Fresh selects in cartons	0 65	0 66

Prices shown are subject to daily fluctuations of the market.

Butter Prices Firm

Toronto.
BUTTER.—Steady prices are ruling on butter. Creamery prints are quoted at from 60 to 62 cents per pound, and fresh dairy prints are from 52 to 56 cents.

BUTTER—

Creamery, prints	0 60	0 62
Dairy prints, fresh, lb.	0 52	0 56

New Cheese Easier

Toronto.
CHEESE.—New large cheese are quoted slightly lower this week, at from 29 1-2 to 30 1-2 cents per pound. The cheese market is inclined to be easy.

CHEESE—

Large, old	0 33	0 34
Do., new	0 29½	0 30½
Stilton	0 34	0 35
Twins, 1c higher than large cheese.		Triplets 1½c higher than large cheese.

Lard Is Steady

Toronto.
LARD.—There is no change in the market for lard this week. The pound prints are offered at from 29 to 29 1-2 cents per pound, and on the tierce basis the price is from 27 to 27 1-2 cents.

LARD—

1-lb. prints	0 29	0 29½
Tierces, 400 lbs.	0 27	0 27½
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1-lb. prints 2c higher than tierces.		

Shortening Steady

Toronto.
SHORTENING.—No change is reported in the market for shortening as compared with a week ago. On the tierce basis it is quoted at from 25 to 25 1-2 cents per pound.

SHORTENING—

1-lb. prints	0 27½	0 28
Tierces, 400 lbs.	0 25	0 25½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¼ cent higher than tierces.		

Margarine in Demand

Toronto.
MARGARINE.—There is a moderate demand for margarine, with prices ruling unchanged.

MARGARINE—

1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 35	
Do., No. 3	0 30	
Nut Margarine, lb.	0 33	0 35

Fish Holding Steady

Toronto.
FISH.—There is an active demand for whitefish, fresh trout and salmon at the present time. Fresh whitefish is quoted at from 18 to 19 cents per pound. Fresh trout is from 19 to 20 cents per pound. The inquiry is chiefly for the fresh fish.

FRESH SEA FISH.

Cod Steak, lb.	0 12
Do., market, lb.	0 04½ 0 07
Haddock, heads off, lb.	
Do., heads on, lb.	0 06½
Halibut, chicken	0 18 0 19
Do., medium	0 23 0 24
Fresh Whitefish	0 18 0 19
Fresh Herring	

ONTARIO MARKETS

TORONTO, Aug. 13.—The market in provisions is somewhat easier in some directions. Spring lamb is easier, but veal is showing higher prices. Packers are endeavoring to buy hogs at lower levels. Beef prices are for the most part unchanged. Cheese is steady, but the tendency is easier. Other lines are unchanged.

Spring Lamb Easier

Toronto.
FRESH MEATS.—Prices of fresh meats are more or less unchanged as compared with a week ago. The feature is the lower prices on spring lamb, following the lower figures being paid for live stuff. Present quotations are from 23 to 32 cents per pound. On the other hand veal is higher at from 23 to 28 cents per pound. Pork and beef are practically unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, off cars, per cwt.		21 00
Live, fed and watered, per cwt.		20 75
Live, f.o.b., per cwt.		19 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 40	
Loins of pork, lb.	0 44	
Fresh hams, lb.	0 42	
Tenderloins, lb.	0 56	
Spare ribs	0 14	
Picnics, lb.	0 26½	
New York shoulders, lb.	0 31	
Boston butts, lb.	0 38	
Montreal shoulders, lb.	0 32	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 32	0 34
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 25	0 30

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 23	0 28
Spring lamb, lb.	0 28	0 32
Yearling, lamb, lb.	0 23	0 25
Sheep, whole, lb.	0 12	0 18

Above prices subject to daily fluctuations of the market.

Provisions Active

Toronto.
PROVISIONS.—Changes in the provision market are comparatively few this week. There is an active demand for both bacon and hams. Heavy hams are selling at 40 cents per pound, and fancy breakfast bacon is bringing from 49 to 53 cents. Long, clear bacon, averaging 50-70 pounds, is selling at from 27 1-2 to 28 1-2 cents per pound,

and the heavier stuff is quoted at from 26 1-2 to 27 1-2 cents.

Hams—		
Medium	0 48	0 50
Large, 20 to 25 lbs. each, lb.		0 44
Heavy, 25 lbs. upwards, lb.		0 40
Bacon—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 64
Rolled	0 68	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.		0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 41	
Wiltshire, three-quarter cut	0 44	
Wiltshire, middle	0 46	
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27½	0 28½
Do., av. 80-90 lbs.	0 26½	0 27½
Clear bellies, 15-30 lbs.		0 31
Fat backs, 10 to 12 lbs.	0 25	0 26
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	47 00	
Short cut backs, bbl. 200 lbs.	56 00	
Pickled rolls, bbl. 200 lbs.—		
Heavy	60 00	
Lightweight	66 00	

Above prices subject to daily fluctuations of the market.

Cooked Meats in Demand

Toronto.
COOKED MEATS.—Boiled hams are selling freely at from 64 to 68 cents per pound. Large bologna is slightly easier at from 17 to 18 cents per pound. Other cooked meats are unchanged.

Boiled hams, lb.	0 64	0 68
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 54	
Head cheese, 6s, lb.	0 17	
Choice jellied ox tongue, lb.	0 65	
Jellied calves tongue	0 52	
Ham bologna, lb.	0 20	
Large bologna, lb.	0 17	0 18
Spice beef, lb.	0 32	

Above prices subject to daily fluctuations of the market.

Eggs Slightly Higher

Toronto.
EGGS.—Slightly higher prices are ruling on eggs this week. Dealers are asking from 63 to 64 cents per dozen

Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon	0 32	0 32
FROZEN FISH		
Halibut, medium	0 20	0 21
Do., Qualla	0 10 1/2	0 10 1/2
Flounders	0 09 1/2	0 09 1/2
Pike, round	0 08	0 08
Do., headless and dressed	0 09	0 09
SMOKED FISH		
Haddies, lb.	0 13	0 13
Filletts, lb.	0 18	0 18
Kippers, box	2 25	2 25

Spring Chickens Easier

Toronto.
POULTRY.—Receipts of poultry are fairly heavy these days. There is an active demand for the same, and the

only change in price as compared with last week is in spring chickens, quoted to the trade at 45 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 25	0 25
Fowl, over 5 lbs.	0 30	0 30
Fowl, 4 to 5 lbs.	0 27	0 27
Fowl, under 4 lbs.	0 25	0 25
Ducklings	0 30	0 30
Guinea hens, pair.	1 25	1 50
Spring chickens, live	0 35	0 40

Prices quoted to retail trade—

	Dressed
Hens, heavy	0 30
Do., light	0 28
Chickens, spring	0 55
Ducklings	0 40

Creamery, best table grade.	0 63
Dairy butter, best table grade.	0 50
Margarine	0 37 0 39

Cheese Selling Freely

Winnipeg.
CHEESE.—Cheese is in good demand at unchanged prices. The market is inclined however to be slightly easier.

CHEESE—

Ontario, large, per lb.	0 33
Do., twins, per lb.	0 33 1/2
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Lard is Steady

Winnipeg.
LARD. — The market for lard is steady, with prices ruling at strong figures.

Pure Lard, No. 1 quality, per lb.	0 29
(in tierces of 400 lbs.)	
Do., wooden pails, 20-lb. pails.	6 30
Shortening, wooden pails, 20-lb. pail, per pail	5 70
Do., tierces of 400 lbs., per lb.	0 26

Fish Ruling Firm

Winnipeg.
FISH.—No changes are reported in the market for fish. There is an active demand with prices ruling firm.

FRESH FISH

Fresh Whitefish, per lb.	0 15
Fresh Halibut, per lb.	0 22
Fresh Salmon, per lb.	0 34
Fresh Pickerel, per lb.	0 17
Fresh Trout	0 22

WINNIPEG MARKETS

WINNIPEG, Aug. 13—There has been no change in the provision and produce market as compared with last week. There is an active inquiry for practically all lines.

Fresh Meats Steady

Winnipeg.
FRESH MEATS. — No changes are noted in prices of hogs this week. The market for fresh meats is steady, with the demand active.

HOGS—

Selected, live, cwt.	18 50
Heavy, cwt.	16 50
Light, cwt.	16 00
Sows, cwt.	14 50

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 39 1/2
Loins of pork, lb.	0 37 1/2 0 40
Fresh hams, lb.	0 39 0 40 1/2
Tenderloin, lb.	0 57
Spare ribs, lb.	0 20 1/2
Picnics, lb.	0 27 0 27 1/2
Shoulders, lb.	0 28 0 30

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 18 0 27
Front quarters, lb.	0 11 0 15
Whole carcass, good grade, lb.	0 15 0 21

Mutton—

Choice wethers, 55-70 lbs., lb.	0 25
Choice ewes, lb.	0 22

Lambs—

Choice, 30-45 lbs., lb.	0 31
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Butter Unchanged

Winnipeg.
BUTTER.—Best creamery butter is steady with last week at 63 cents per pound. Dairy butter is 50 cents per pound.

How to Figure Out Profit

EXPERIENCE has proven that but few business men have learned to properly figure profit. Remember that 20 per cent. added to the cost does not yield 20 per cent. profit. Profit is properly figured on sales, and to make a 20 per cent. profit you must add 25 per cent. to cost. Keep the following schedule before you and you will find it worth many dollars in the course of a year:

- 5 per cent. added to cost is 4 3/4 per cent. profit on selling price.
- 8 1/2 per cent. added to cost is 7 per cent. profit on selling price.
- 10 per cent. added to cost is 9 per cent. profit on selling price.
- 12 1/2 per cent. added to cost is 11 1/4 per cent. profit on selling price.
- 15 per cent. added to cost is 13 per cent. profit on selling price.
- 16 per cent. added to cost is 14 1/4 per cent. profit on selling price.
- 17 1/2 per cent. added to cost is 15 per cent. profit on selling price.
- 20 per cent. added to cost is 16 2-3 per cent. profit on selling price.
- 25 per cent. added to cost is 20 per cent. profit on selling price.
- 30 per cent. added to cost is 23 per cent. profit on selling price.
- 33 1-3 per cent. added to cost is 25 per cent. profit on selling price.
- 35 per cent. added to cost is 26 per cent. profit on selling price.
- 37 1/2 per cent. added to cost is 27 1/4 per cent. profit on selling price.
- 40 per cent. added to cost is 28 1/2 per cent. profit on selling price.
- 45 per cent. added to cost is 31 per cent. profit on selling price.
- 50 per cent. added to cost is 33 1-3 per cent. profit on selling price.
- 55 per cent. added to cost is 35 1/2 per cent. profit on selling price.
- 60 per cent. added to cost is 37 1/2 per cent. profit on selling price.
- 65 per cent. added to cost is 39 1/2 per cent. profit on selling price.
- 66 2-3 per cent. added to cost is 40 per cent. profit on selling price.
- 70 per cent. added to cost is 41 per cent. profit on selling price.
- 75 per cent. added to cost is 42 2-3 per cent. profit on selling price.
- 80 per cent. added to cost is 44 1/2 per cent. profit on selling price.
- 85 per cent. added to cost is 46 per cent. profit on selling price.
- 90 per cent. added to cost is 47 1/2 per cent. profit on selling price.
- 100 per cent. added to cost is 50 per cent. profit on selling price.

Provisions Active

Winnipeg.
PROVISIONS.—The inquiry for provisions this week is fairly good, with little or no change in prices.

HAMS—

8 to 16 lbs., per lb.	0 51
16 to 20 lbs., per lb.	0 46 1/2
Boneless, 8 to 15 lbs., per lb.	0 52 1/2
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48

BACON—

Backs, 5 to 12 lbs., smoked.	0 61 1/2
Do., 12 to 16 lbs., smoked.	0 58
Do., 10 to 14 lbs., skinned and peamealed	0 59 1/2
Do., 4 to 10 lbs., sliced	0 61 1/2
Cottage rolls, boneless	0 41 1/2

Cooked Hams Firm

Winnipeg.
COOKED MEATS.—Cooked meats are having a brisk inquiry, with prices stationery. Best quality ham is from 67 1/2 to 70 cents per pound.

COOKED MEATS—

Ham, best quality, skinned, lb.	0 67 1/2	0 70
Do., roast, lb.	0 67 1/2	0 69
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins	0 21	0 21
Do., in 6-lb. tins, lb.	0 18	0 18
Jellied Beef Tongue, lb.	0 68	0 68
Jellied Pork Tongue, lb.	0 63	0 63
Baked Luncheon Loaf, lb.	0 24	0 24



For Your "Best" Trade

MERCHANTS who are at present handling our "DIALSTONE" Brand Hams and Bacon tell us that this brand is giving the highest satisfaction to their customers—and the fact that our sales are constantly increasing in volume proves that "a good line always sells."

"DIALSTONE"

Brand Hams and Bacon

are cut from young Canadian hogs, and owe their mildness and appetizing taste to the special method of curing. All cuts are nice and lean, well trimmed (not "wasty") and have a tenderness and flavor which appeal to all who enjoy **good** bacon.

In Your Next Order Specify

"DIALSTONE" HAMS—Average 10 to 14 lbs.

"DIALSTONE" BACKS—Either "Rind on, Rib in," "Trimmed with Rib in," "Boneless," or "Trimmed and Boneless" to meet your requirements.

"DIALSTONE" BACON—Square cut, average 10 to 12 lbs.

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if our traveller is not calling regularly.*

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H. A. COOKED MEATS

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How is your present stock?

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Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.





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Idea No. 9

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There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason** — the peer of "Joy Smokes."

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*Built to last
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Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

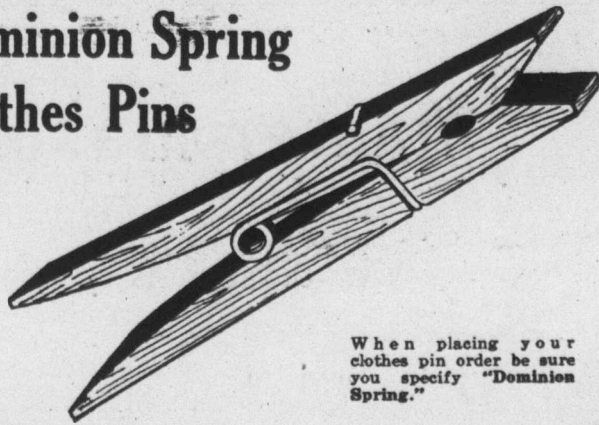
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Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

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Order
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PURE STRAWBERRY JAM RASPBERRY JAM

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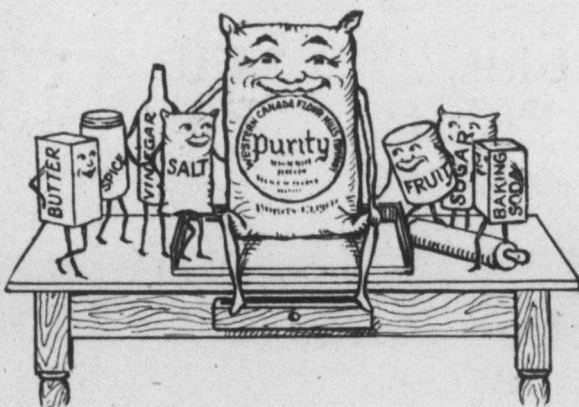
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How often would you sell such goods as shortening, currants and raisins, baking powder and yeast, jams, jellies and marmalade, peel, and a host of other items of groceries flour calls into requisition, if your customers never baked anything at home, but always bought all their bread stuffs and pies, cakes and pastry ready baked?

PURITY FLOUR

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FRUIT
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The excellent flavor of these delicious jams is due to three things:

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- 2nd—The correct blending with pure cane sugar.
- 3rd—The skill and care used in preparation.

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IMPERIAL FLOOR DRESSING (Standard)

(Formerly "Imperial Standard Floor Dressing.")

—eliminates—banishes—dispels—prevents dust. Dust cannot rise from floors treated with Imperial Floor Dressing. One gallon will treat upwards to 700 square feet of floor surface—one application preserves the floors for months.

Imperial Floor Dressing preserves the surface of wood, linoleum or oilcloth. It does not gum or evaporate, and it *prevents the dust from rising*.

Ask the Imperial Oil salesman.

"Made in Canada"

IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication
Branches in all Cities

Guaranteed Uniform in Quality

How to make all brooms of the same brand, absolutely uniform in quality, has been a problem to every manufacturer of brooms.

After years of careful study, we have recently introduced in our factory, a system of sorting and grading corn which enables us now to **absolutely guarantee** a uniformity in quality never before equalled in the making of brooms.

Manufactured by

Stevens-Hepner



Clean Throughout No Seeds — No Stems

This is a photograph of a Nugget Broom. See how clean the stock is, not only outside, but right through to the centre. See how carefully the corn has been trimmed and sorted. No seeds, no stems are visible.

Eight Famous Keystone Brands

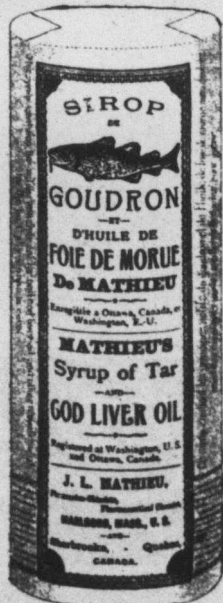
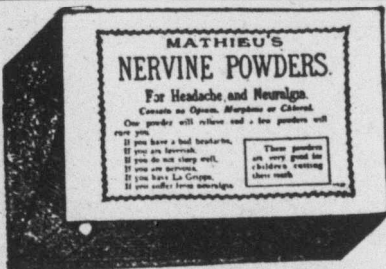
Because they are so carefully made—of the best materials—Keystone Brooms give superior satisfaction. The following brands are well-known to every Canadian woman.

- | | |
|----------|------------|
| NUGGET | EVANGELINE |
| PATRICIA | JUBILEE |
| KLONDIKE | GREAT WEST |
| ELGIN | STERLING |

If you have never handled the above Keystone lines, order a sample shipment today.



Company, Limited, PORT ELGIN ONTARIO



We'll Say They're Good

—for you and your customers. Good because of the profit they bring and Good on account of the instant relief they give from Headaches, Neuralgia, etc. More than equal value is given to purchasers for the amount expended.

An order at once will bring an Early Shipment.

J. L. MATHIEU COMPANY
 PROPRIETORS
 SHERBROOKE, QUE.



Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
 London—D. C. Hannah.
 Manitoba, Saskatchewan and Alberta—
 The W. L. Mackenzie and Company, Limited, Winnipeg.
 British Columbia—The W. L. Mackenzie and Company,
 Limited, 1314 Standard Bank Bldg., Vancouver.
 Quebec—H. C. Fortier, Montreal.
 Nova Scotia—Pyke Bros., Halifax.
 New Brunswick—Schofield & Beer, St.
 John.
 Kingston—D. Stewart Robertson & Sons.
 Ottawa—D. Stewart Robertson & Sons.
 Toronto—D. Stewart Robertson & Sons

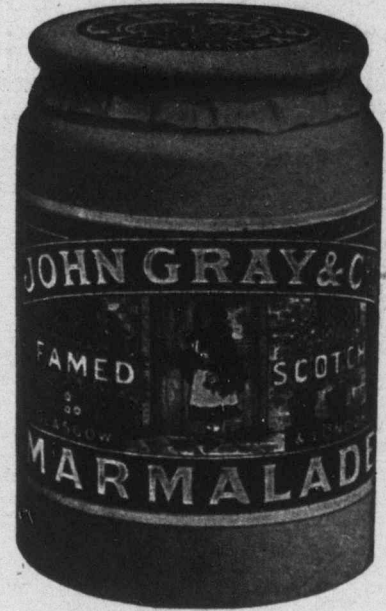
W. C. MACDONALD REGD.
 INCORPORATED
 MONTREAL

**JAMS
MARMALADES
PEELS**

John Gray & Co., Ltd., Glasgow
Established over a Century

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

**CONFECTIONERY
MARZIPAN
CHOCOLATE**



Agents:

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



Whittemore's
Shoe Polishes

Are Superior

Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par



Whittemore Bros. Corp., Boston, Mass., U.S.A.

Hear the Merry Tinkle of Money Dropping Into Your Cash Box

JUST as sure as the moth flies to the light, or the bee to the flowers, so will people flock to the store that is clean and up-to-date. That is the effect you get when you install a—

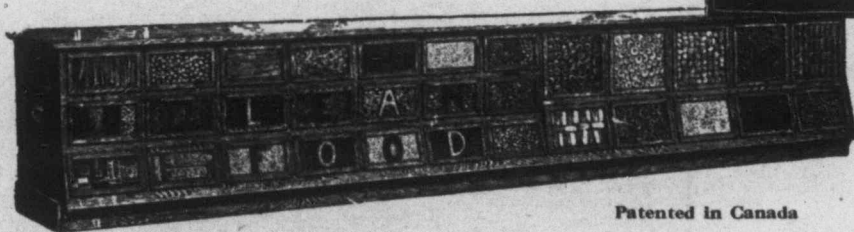
Sherer Sanitary Grocery Counter

People *will* spend their money most freely where the goods are fresh and well kept. That's what a **Sherer Counter** does for you.

Four dollars a week will pay for it in a short time, and your extra profits will more than pay for it. That's what thousands of grocers tell us—and they know.

"MADE IN CANADA"

By the Pound



Patented in Canada

The Famous No. 66



Sherer Gillett Co., Dept. 57
Guelph, Ont.

Please send us full particulars and catalogue of the SHERER COUNTER.

Name

Town

Province

The Sherer Gillett Co., Ltd.

Guelph, Ontario



APROL Selling Idea No. 11.

A nice display of

APROL

on a Table, in the center of your Store

with a Neat Show Card, is **SURE TO MAKE SALES**

TRY THIS PLAN—IT'S WORKING WELL IN MANY STORES

Are you selling all sizes of

APROL

Order from your Wholesaler

W. J. Bush & Co. (Canada) Limited
National City, California, Montreal and Toronto

A Real Food for
Warm Days is
King Oscar
Brand
Sardines

If your customer is in doubt say KING OSCAR Sardines. The satisfaction created by this splendid food will mean more business and profit for you.

Your wholesaler will supply you.

Canadian Agents:

John W. Bickle & Greening
Hamilton Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.
Strawberry \$5 15
Currant, Black 5 05
Pear 4 40
Peach 4 40
Plum 4 20
Apricot 4 50
Cherry 4 35
Gooseberry 4 50

"AYLMER" PURE ORANGE MARMALADE

Per doz.
12 oz. Glass, Screw Top, 2 doz. in case \$ 25
16 oz. Glass, Screw Top, 2 doz. in case \$ 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case \$ 95
2's Tin, 2 doz. per case 6 15
4's Tin, 12 pails in crate, per pail 1 00
5's Tin, 8 pails in crate, per crate 1 25
7's Tin or Wood, 6 pails in crate 1 74
30's Tin or Wood, one pail in crate, per lb. 0 24

PORK AND BEANS "DOMINION BRAND"

Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case \$0 85
1s Pork and Beans, Flat, Plain, 4 doz. to case 0 92½
1s Pork and Beans, Flat, Tom. Sauce, 4 doz. to case 0 95
1s Pork and Beans, Tall, Plain, 4 doz. to case 0 95
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case 0 97½
1½s (20 oz.), Plain, per doz. 1 25
Tomato or Chili Sauce 1 27½
2s Pork and Beans, Plain, 2 doz. to the case 1 50
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case 1 52½
2½s 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 80
12 oz., Aylmer Quality 2 55
Per jug
Gallon jugs, Aylmer Quality \$1 65.
Per doz.
Pints, Delhi Epicure \$2 75
½ pints, Red Seal 1 25
Pints, Red Seal 1 90
Quarts, Red Seal 2 40
Gallons, Red Seal 6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans \$12 50
Reindeer Brand, each 48 cans 12 00
Silver Cow, each 48 cans 11 60
Gold Seal, Purity, ea. 48 cans 11 35
Mayflower Brand, each 48 cans 11 35
Challenge Clover Brand, each 48 cans 10 60
EVAPORATED MILK
St. Charles Brand, Hotel, each 24 cans \$7 90
Jersey Brand, Hotel, each 48 cans 7 90
St. Charles Brand, tall, each 48

cans 8 00
Jersey Brand, tall, each 48 cans 8 00
Peerless Brand, tall, each 48 cans 8 00
St. Charles Brand, Family, 48 cans 7 00
Jersey Brand, Family, each 48 cans 7 00
Peerless Brand, Family, each 48 cans 7 00
St. Charles Brand, small, each 48 cans 3 70
Jersey Brand, small, each 48 cans 3 70
Peerless Brand, small, each 48 cans 3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans \$7 50
Reindeer Brand, small, each 48 cans 8 00
Cocon, Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50
W. B. BROWNE & CO.
Toronto, Ontario
Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case \$6 00
98-lb. jute bags, per bag 8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag 8 50
5-lb. tins, 1 doz. in case 7 15
HARRY HORNE & CO.
Toronto, Ont.

Per case
Cooker Brand Peas (3 doz. in case) 4 20
Cooker Brand Popping Corn (3 doz. in case) 4 20
COLMAN'S OR KEEN'S MUSTARD

Per doz. tins
D.S.K., ¼-lb.
D.S.F., ½-lb.
D.C.F., 1-lb.
F.D., ¼-lb.

Per jar
Durham, 1-lb. jar, each ..
Durham, 4-lb. jar, each ..

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal
KLIM
8 oz. tins, 4 dozen per case .. \$12.50
16 oz. tins, 2 doz. per case .. 11.50
10 lb. tins, 6 tins per case .. 25.00
Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—
Boxes
40-lb. Canada Laundry \$0 12
100-lb. kegs, No. 1 white .. 0 12½
200-lb. bbls., No. 1 white .. 0 12½
40-lb. 1-lb. chrome pkgs. 0 13½
Gloss, 1-lb. chrome pkgs. 0 14½
40 lbs., Benson's Enamel (cold water), per case .. 4 10
Celluloid, 45 cartons, case .. 5 30
Culinary Starch
4 lbs., W. T. Benson & Co.'s (Prices in Maritime Provinces 10c per case higher.)
Challenge Corn 0 12
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs., except (20-lb. boxes ¼c higher, except potato flour.)

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case \$7 05
5-lb. tins, 1 doz. in case 8 05
10-lb. tins, ½ doz. in case 7 75
20-lb. tins, ¼ doz. in case
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs. 0 10
Half barrels, about 350 lbs. 0 10½
CROWN BRAND CORN SYRUP
2-lb. tins, 1 doz. in case 6 45
5-lb. tins, 1 doz. in case 7 45

Sugar

We are offering a splendid lot of Peruvian Crystals which should fit in very well as a substitute for Granulated now that white sugar has advanced.

Sacks Peruvian Bright Crystal Sugar	-	20 ³ / ₄
Sacks Peruvian Med.	“ “	19 ³ / ₄
Sacks Peruvian Dark	“ “	19 ¹ / ₄

Salmon

Good quality Cohoes in one-pound tall tins are very scarce.

We offer two good ones in this line :

Courtier Tall, 1s, Fancy Cohoe	-	-	3.45
Tiger “ 1s, “ “	-	-	3.50

SEND US AN ORDER

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



BONNE SANTÉ

THE NEW SELF-RISING FLOUR

For Making
All Kinds of Cakes, Pies,
Croquettes, etc.

Finest Package on the Market

Bonne Sante Products Ltd.

9 Iberville St. Montreal

AGENTS WANTED

All foreign and domestic
fruits, also fresh Georgian
Bay trout.

LEMON BROS.

OWEN SOUND - - - ONTARIO



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation
for Cleaning and Polishing Cut-
tery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 323 Garry Street
Winnipeg

Saakey & Mason, 839 Beatty Street,
Vancouver.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE
TOMATOES HEAVILY CONCENTRATED,
AND HAS EIGHT TO TEN TIMES THE
STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon re-
quest.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - - MONTREAL, QUE.

10-lb. tins, 1/2 doz. in case.. 6 25
20-lb. tins, 1/4 doz. in case... 7 00
(5, 10, and 20-lb. tins have wire
handles.)

GELATIN.
Cox's Instant Powdered Gela-
tine (2-qt. size), per doz... \$1 00
INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley— Doz.
1-lb. 0 00
1/2-lb. 0 00
Robinson's Patent Groats—
1-lb. 0 00
1/2-lb. 0 00

BLUE
Women's Oxford, per lb. 0 27
In cases, 12 1/2-lb. boxes to case 0 27

NUGGET POLISHES
Polish, Black, Tan, Toney Red,
Dark Brown, White Dress-
ing, each \$1 25

White Cleaner (liquid) \$2 00

Card Outfits — Black, Tan,
Toney Red, Dark Brown .. 4 80

Metal Outfits — Black, Tan,
Toney Red, Dark Brown... 5 60

IMPERIAL TOBACCO CO. OF

CANADA, LIMITED

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

Bobs, 12s 1 18

Currency, 12s 1 18

Stag Bar, 9s, boxes, 6 lb... 1 08

Pay Roll, thick bars 1 80

Pay Roll, plugs, 10s, 6-lb. 1/4
caddies 1 25

Shamrock, 9s, 1/2 cads., 12
lbs., 1/4 cads., 6 lbs..... 1 25

Great West Pouches, 9s, 3-lb.
boxes, 1/2 and 1-lb. lunch
boxes 1 34

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

Forest and Stream, 1/4s, 1/2s,
and 1-lb. tins 1 50

Master Workman, 2 lbs. 1 25

Master Workman, 4 lbs. 1 25

Derby, 9s, 4-lb. boxes 1 80

Old Virginia, 12s 1 70

Old Kentucky (bars), 8s,
boxes, 5 lbs. 1 35

THE COWAN CO., LTD.,

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2
doz. in box, per doz..... \$6 25

Perfection, 1/4-lb. tins, doz... 1 70

Perfection, 1/2-lb. tins, doz... 3 25

Perfection, 10s size, doz... 1 25

Perfection, 5-lb. tins, per lb. 0 45

Empire Breakfast Cocoa, 1/2-
lb. jars, 1 and 2 doz. in box
doz. 3 50

Soluble Cocoa Mixture (sweet-
ened), 5 and 10-lb. tins, per
lb. 0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb.
boxes, per lb. 0 47

Supreme Chocolate, 10s size,
2 doz. in box, per box... 2 35

Perfection Chocolate, 10s size,
2 doz. in box, per box... 2 00

SWEET CHOCOLATE

Per lb.

Eagle Chocolate, 1/4s, 6-lb.
boxes 0 38

Eagle Chocolate, 1/2s, 6-lb.
boxes, 28 boxes in case... 0 38

Diamond Chocolate, 1/4s, 6 and
12-lb. boxes, 144 lbs. in case 0 38

Diamond Chocolate, 8s, 6 and
12-lb. boxes, 144 lbs. in case 0 38

Diamond Crown Chocolate, 28
cakes in box 1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30
boxes in case, per lb. \$0 49

Milk Medalions, 5-lb. boxes,
30 boxes in case, per lb. ... 0 49

Lunch Bars, 5-lb. boxes, 30
boxes in case, per lb. 0 49

Coffee Drops, 5-lb. boxes, 30
boxes in case, per lb. 0 49

Chocolate Tulips, 5-lb. boxes,
30 boxes in case, per lb. ... 0 49

Milk Croquettes, 5-lb. boxes, 0 49

No. 1 Milk Wafers, 5-lb. boxes,
30 boxes in case, per lb. ... 0 49

Chocolate Beans, 5-lb. boxes,
30 boxes in case, per lb.... 0 45

Chocolate Emblems, 5-lb. boxes,
30 boxes in case, per lb.... 0 45

No. 2 Milk Wafers, 5-lb. boxes,
30 boxes in case, per lb.... 0 45

No. 1 Vanilla Wafers, 5-lb. boxes,
30 boxes in case, per lb.... 0 45

No. 2 Milk Wafers, 5-lb. boxes,
30 boxes in case, per lb. ... 0 42

Nondairy Wafers, 5-lb. boxes,
30 boxes in case, lb. 0 45

Chocolate Ginger, 5-lb. boxes,
30 boxes in case, per lb.... 0 60

Crystallized Ginger, 5-lb. boxes,
30 boxes in case, per lb. ... 0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s,
wrapped, 4-lb. box, 36 boxes
in case, per box 2 35

Nut Milk Chocolate, 1/2s,
wrapped, 4-lb. box, 36 boxes
in case, per box 2 35

Fruit and Nut or Nut Milk
Chocolate, lbs., unwrapped,
6-lb. box, 5 div. to cake, 24
boxes to case, lb. 0 47

Nut Milk Chocolates, 5s,
squares, 20 squares to cake,
packed 3 cakes to box, 24
boxes to case, per box..... 2 45

Fruit and Nut Milk Chocolate,
2-lb. cakes, 8 cakes to box,
32 boxes to case, per lb.... 0 47

Fruit and Nut Milk Chocolate
Slabs, per lb. 0 47

Milk Chocolate, Slabs, with
Assorted Nuts, per lb. 0 47

Plain Milk Chocolate Slabs,
per lb. 0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., 1/2
doz. in box, per doz. 6 25

Maple Buds, fancy, 1/2 lb., 1
doz. in box, per doz. 3 35

Assorted Chocolate, 1 lb., 1/2
doz. in box, per doz. 6 25

Assorted Chocolate, 1/2 lb., 1
doz. in box, per doz. 3 35

Chocolate Ginger, 1/2 lb., 1
doz. in box, per doz..... 4 50

Crystallized Ginger, full 1/2
lb., 1 doz. in box, per doz. 4 50

Active Service Chocolate, 1/2s,
4-lb. box, 24 boxes in case,
per box 2 05

Triumph Chocolate, 1/4s, 4-lb.
boxes, 36 boxes in case, per
box 2 05

Triumph Chocolate, 1/2-lb.
cakes, 4 lbs., 36 boxes in
case, per box 2 05

Chocolate Cent Sticks, 1/2 gr.
boxes, 30 gr. in case, per
gross 1 15

20-lc Milk Chocolate Sticks,
60 boxes in case 0 80

6c LINES

Filbert Nut Bars, 24 in box,
60 boxes in case, per box... \$0 95

Almond Nut Bars, 24 in box,
60 boxes in case, per box... 0 95

Ginger Bars, 24 in box, 60
boxes in case, per box.... 0 95

Fruit Bars, 24 in box, 60
boxes in case, per box.... 0 95

Active Service Bars, 24 in box,
60 boxes in case, per box... 0 95

Victory Bars, 24 in box, 60
boxes in case, per box.... 0 95

Queen's Dessert Bars, 24 in
box, 60 boxes in case, box... 0 95

Royal Milk Chocolate Bars, 24
in box, 60 boxes in case, per
box 0 95

Royal Milk Cakes, 24 in box,
60 boxes in case, per box... 1 00

Cream Bars, 24 in box, 50
boxes in case, per box 0 95

We pack an assorted case of 60
boxes of bars.

Maple Buds—

6c display boxes 0 00

6c pyramid packages, 4 doz.
in box 0 00

6c glassine envelopes, per
box 1 90

Queen's Dessert, 10c cakes, 24
cakes in box, per box 2 00

W. K. KELLOGG CEREAL CO.,

Battle Creek, Mich.

Toronto, Canada.

The Waxtite Line

Kellogg's Toasted Corn Flakes 4 15

Kellogg's Toasted Corn Flakes
Ind. 2 00

Kellogg's Shredded Krumbles 4 35

Kellogg's Shredded Krumbles,
Ind. 2 00

Kellogg's Krumbled Bran ... 2 25

Kellogg's Krumbled Bran, Ind. 2 00

BRODIE & HARVIE, LTD.

14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs.
packages, doz. \$6 40

Do., 3 lbs. 3 24

Superb Self-Rising Flour, 6
lbs. 6 20

Do., 3 lbs. 3 15

Crescent Self-Rising Flour, 6
lbs. 6 30

Do., 3 lbs. 3 20

Perfection Rolled Oats (55 cs) 8 00

Brodie's Self-Raising Pancake
Flour, 1 1/2 lb. pkgs., doz... 1 60

**California and Georgia
PEACHES**

Genuine

Freestone Elbertas

NOW AT THEIR BEST

**Bartlett Pears, Plums and
Cantaloupes**

FRESH ARRIVAL:

**California Valencia
Oranges and Lemons**

Local Fruits and Vegetables
in abundance

WHITE & CO., LTD.
TORONTO

CALIFORNIA FRUITS

Peaches Plums Apricots

Cantaloupes Cherries

Now arriving freely—Include some in
your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

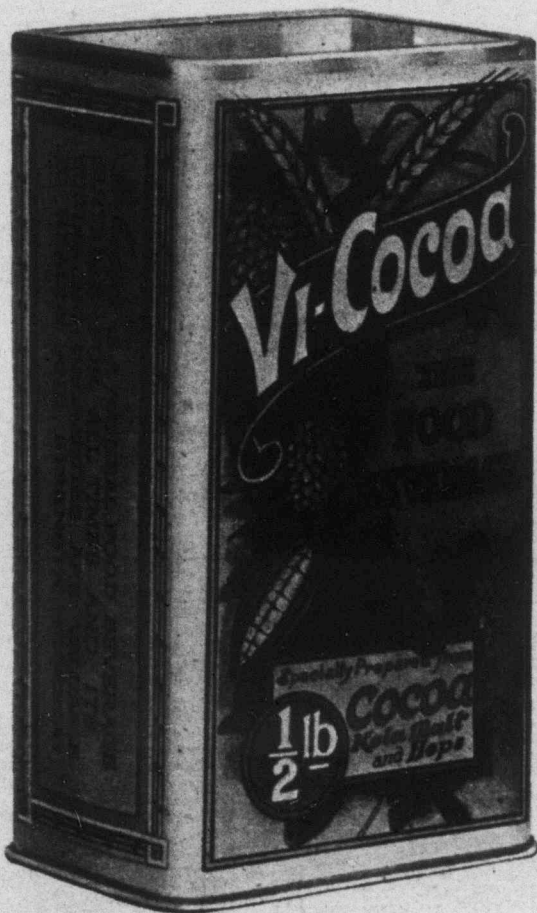
NEW VERDELLI LEMONS

The good keepers for summer use—
Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son

Guelph Established 1861 Ontario



SPRATT'S

Meat-Fibrine Dog Cakes and
Puppy Biscuits are the daily
menu of millions of dogs the
world over.

Why not be "The Canine Cater-
er" for your town? Ask your job-
ber or write for samples, prices
and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England



ROSE'S LIME JUICE

Just now is the time to sell LIME JUICE. Tell your customers that there is nothing better during the warm weather, as a satisfying drink, than ROSE'S.

Your displays are made more compelling by our attractive bottles.

Holbrooks, Ltd.
Toronto and Vancouver

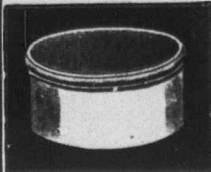
INDEX TO ADVERTISERS

A		M	
Albion Sewing Cotton Co., The	10	Macdonald Reg., W. C.	59
Argyll Bute Reg.	52	Mackenzie, W. L.	12
Aron & Co., Inc., J.	3	Maclure & Langley	14
B		Maclure & Co., A. M.	12
Bain & Co., Donald H.	12	Magor, Son & Co., Ltd.	26
Baker & Co., Walter	68	Malcolm Condensing Co.	20
Bell Telephone Co., Ltd.	19	Mann & Co., C. A.	67
Belgo Trading Co., Reg.	15	Maritime Fish Corp.	26
Bickle & Greening, J. W.	62	Marsh Grape Juice Co.	16
Bonne Sante	64	Mason & Co., Ltd., Geo.	9
Borden Milk Co.	1	Mathieu Co., J. L.	58
Braid & Co., Wm. (Lanka Tea)	18	McConnell, R. E.	15
Brennan, H. C.	14	McLaughlan, J. K.	12
Brodie & Harvie	22	McLay Brokerage Co.	14
Bush Citrus Products Co., W. J.	69	Mellow Food Products	25
Buffalo Specialty Co.	5	Mickle, George T.	67
C		Moore & Co., R. M.	67
California Associated Raisin Co.	9	Morris & Co., C.	14
Canada Nut Co.	11	Morris & Co.	50
Canada Produce Co.	15	Morrisette, Nap.	16
Canadian Products Exchange		Mount Royal Milling Co.	54
Ltd.	15	Mowat & McGeachie	12
Canadian Importations	21	Mueller Co., Ltd., The Chas.	67
Canadian Milk Products Ltd.	4	N	
Cane & Son, Wm.	53	Nagle Mercantile Agency	68
Chadwick & Co.	14	National Licorice Co.	53
Channell Chemical Co.		Nelson, C. T.	11
Inside front cover		Norcanners, Ltd.	16
Charms Company Ltd.	7	O	
Church & Dwight	17	Oakey & Sons, Ltd., John	64
Clark Ltd., W.	2	O'Donnell & Co., John J.	14
Clayoquot Sound Canning Co.	11	O'Keefe's Ltd.	17
Climax Baler	14	Olivier, G. F.	67
Connors Bros.	51	P	
(Cosgraves) Toronto Vinegar		Palmolive Co. of Canada, Ltd.	8
Works	52	Parke & Parke, Ltd.	68
Cruikshank & Guild	14	Pascall Ltd., Jas.	Front cover
D		Pastene, P.	64
Davies Co., Wm.	49	Patrick & Co., W. G.	14
Day & Martin	Inside back cover	Pennock & Co., H. P.	13
Deco-Tint Co., The	Back cover	Peters, Duncan Ltd.	17
Dominion Cannery, Ltd.	21	Prescott & Co.	15
Dominion Sales Co.	14	Prittly Ltd., John	11
Donaldson-Phillips Agencies	11	Purnell & Panter	9
Duncan & Son, C.	13	R	
Dunn, Albert	15	Red Rose Tea	25
E		Richardson & Green	12
Eckardt, H. P.	63	Rock City Tobacco Co.	53
Edgett Ltd., E.	11	Rose & Lafamme	15
Eno Co., Ltd., J. C.	6	S	
Escott Co., Ltd., W. H.	10	Salada Tea Co.	23
Estabrooks, T. H.	25	Sarnia Paper Box Co.	67
Eureka Refrigerator Co., Ltd.	9	Scott & Thomas	14
F		Shepherd-Mott Co.	15
Field & Co.	8	Sherer Gillett Co.	61
Furnivall-New, Ltd.	56	Silcocks & Drew	15
G		Smith, K.	15
Gaetz & Co.	15	Smith Brokerage Co., Ltd., The	15
Garton's Custard	13	So-Clean, Ltd.	67
Gauvreau, Paul F.	15	Solman, O. M.	18
Gipe-Hazard & Co.	68	Spratt's Patent, Ltd.	65
Grant & Co., C. H.	12	St. Arnaud Fils Cie	13
Gray & Co., John	60	Stevens-Hepner Co., Ltd.	53
Griffiths & Co., Ltd., Geo. W.	12	Stroyan-Dunwoody Co.	12
Grimble & Co.	16	Superior Macaroni Co.	23
Guelph Soap Co.	54	T	
H		Toronto Pottery Works	67
Hanson & Co., J. H.	54	Toronto Salt Works	67
Hargraves, Ltd.	54	Trent Mfg. Co.	67
Harris Abattoir	50	U	
Hay, A. H. M.	15	Upton Co., Ltd., The T.	55
Heinz & Co., H. J.	52	W	
Henderson Brokerage, B. M.	11	Wagstaffes Limited	23
Holbrooks Ltd.	66	Walker & Sons, Hugh	65
I		Wallace Fisheries, Ltd.	11
Imperial Extract Co.	20	Watford Mfg. Co.	65
Imperial Grain & Milling Co.	10	Watson & Truesdale	13
Imperial Oil Co.	57	Western Canada Flour Mills	56
J		Western Transfer & Storage Co.	11
Jeffress Ltd., E. W.	52	White & Co.	65
Joyce & Co.	15	White Cottell's	67
K		White Swan Spices & Cereals	18
Kessell & Co., F.	67	Whittall Can Co., A. R.	54
Kidd, T. Ashmore	14	Whittemore Bros. Corp.	66
L		Wiley, Frank H.	12
Lanka Tea	18	Williams Storage Co.	19
Lemon Bros.	64	Woods & Co., Walter	11
L... Sons & Co.	14		



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

As Food Protectors are needed in every home. Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

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

60-62 JARVIS STREET
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut
The finest made

Brokers

Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

We are offering to Jam Manufacturers,
Confectioners and Picklers, etc.

Fruit pulps of all kinds, Canned Goods,
Tomato Pures, Anchovies, Nuts, Peels in
Brine, etc., etc.

F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

TEAS ARE LIKELY TO BE STRONGER

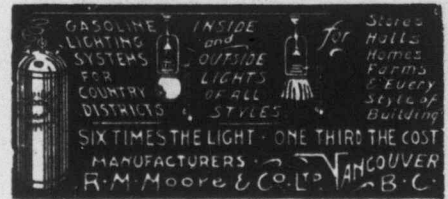
The market for teas is very strong, and high grade teas are very hard to buy. The tendency is for even the cheaper lines that have been rather pentiful, to go higher. Prices on spot have not changed, but are firm at present levels. There appears to be plenty of teas for Canadian consumption, but the indications at the primary centres are for much stronger quotations. There is more or less speculation as to what effect the Russian situation will have on the market. Russia has been a heavier buyer of cheaper grade teas.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.

Phone 1577



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,
Mincedmeat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added 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.

WANTED

HEAD CLERK IN CHARGE OF LARGE GROCERY store desires change. Position wanted where chance of advancement can be earned. Am keen buyer, salesman, and specialize in advertisement writing. Age 33. Single. Best references. Apply Box 202, Canadian Grocer, Toronto.

CLERK WANTED—YOUNG MAN 14 TO 17 years old, general store, no draying, experience not necessary. Apply stating salary expected less board. Ralph D. Munro, Auburn, Ont.

WANTED—GROCERY CLERK, TOWN 3,500 population. Must be a live-wire and be able to furnish references. Apply Box 216, Canadian Grocer, Toronto, Ont.

WANTED—AT ONCE, SALESLADY FOR country general store, must be well versed in dry goods, be smart and congenial. Furnish reference with first letter. Apply T. R. Craig, Martintown, Ont.

WANTED—BUTCHER OR FIRST-CLASS MAN, with some experience at cutting meats, for country trade preferred. To take charge of branch store, handling meats, confectionery, gasoline and oils. Steady job. State if married or single, experience, salary. Furnish references. Duties to commence at once. Vineland General Stores, Limited, Vineland, Ont.

CATSUP THAT WILL KEEP IS MADE FROM PARKE'S CATSUP FLAVOR AND PRESERVER



A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

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.; \$27.00 Per Gross.

PARKE & PARKE, LIMITED
Macnab St. and Market Sq., Hamilton, Ont.

BAKER'S COCOA and CHOCOLATE



Registered
Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

Say You Saw It In
Canadian Grocer,
It Will Help To
Identify You.

FOR SALE

FOR SALE—GENERAL BUSINESS WITH POST Office. Mostly groceries. Exceptional opportunities. Simcoe County. Apply Box 210, Canadian Grocer, Toronto.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hasard 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-Hasard Store Service Co. Ltd. wed, 118 Sumach St., Toronto.

FOR SALE—GOOD GROCERY BUSINESS. Stock about \$5,000, building \$3,000. Desire to be near high school or college, reason for selling. Apply Antoine Albert, Pelletier Mill, Madawaska County, N.B.

FOR SALE OR RENT—CANNING FACTORY, fully equipped, in good condition. Capacity 300 cases per day. Immediate possession. Apply Box 214, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE—A THRIVING GROCERY BUSI-ness on one of the principal streets of the city. A good business in a good location. Apply to S. & W. Climie, 117 Gore St., Sault Ste. Marie, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal). Que.

WHEN WRITING ADVERTISERS
PLEASE MENTION THIS
PAPER

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
La Prairie (Montreal) Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



DAY & MARTIN LIMITED

The House with a History.

Pioneers of Polish.

Day & Martin, Ltd., have the pleasure to advise the Grocery Trade in Canada that they have arranged for the distribution of their products throughout the entire Dominion through Hargreaves (Canada), Ltd., 24, Wellington Street West, Toronto.

In England, Day & Martin, Ltd., are closely associated with Hargreaves Bros. & Co., Ltd., of Ocean Works and "Gipsyville," Hull, and 12, Soho Square, London, working in co-operation with them in both the Home and Export Markets. By entrusting their Canadian representation to Hargreaves (Canada), Ltd., they are confident that the Trade will secure a high standard of service.

The leading Day & Martin line which Hargreaves (Canada), Ltd., are now offering is:—

Day & Martin's Wax Shoe Polish.

—a quick, bright-shining Wax and Turpentine Polish of high quality, which has been fully proved on the Home Market.

This Polish is attractively put up in a manner adapted to the requirements of the Canadian Trade, and, in addition, the Day & Martin easy-opening tab will be found attached to every tin. However tight a lid may be; it can be easily and instantly removed by this simple tab device. This has proved a very valuable selling point, and it will, without doubt, appeal to the Canadian Housewife in the same way as it has done to those at home. The phrase

The Tin with the Tab



means Day & Martin's every time. It will become a household word in Canada.

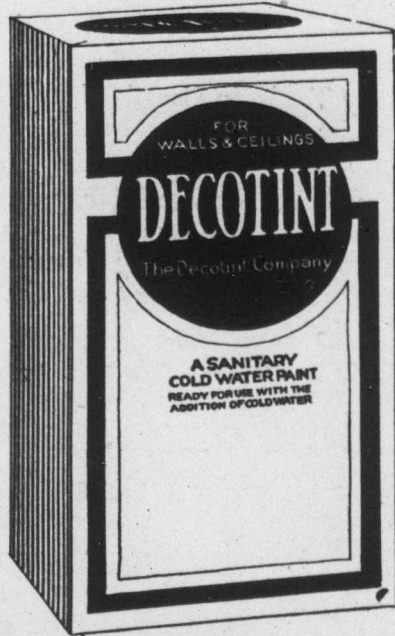
Watch this journal for further Day & Martin announcements in which reference will be made to Liquid Blacking still sold in the original stone jars popular 100 years ago; Paste Blacking in tins; Boot Creams in bottles; Buckskin and Canvas Pearl Dressings; Dubbin; etc., etc.

Samples, quotations, and full particulars will be sent, with pleasure, by return mail, on receipt of Post Card, or trade heading, addressed to:—

HARGREAVES (CANADA), LTD.,
24, Wellington Street West, TORONTO.

DECOTINT

The Sanitary Cold Water Paint
for Walls and Ceilings



INEXPENSIVE, artistic and sanitary, DECOTINT is an ideal medium for the permanent decoration of all interior wall surfaces.

Made in twenty-two delicate colors, from among which it is an easy matter to select the right combination for the interior walls and ceilings of residences, halls, clubs, schools and public buildings.

DECOTINT advertising, to appear throughout the spring months in all widely read Canadian publications, will promote the demand for this superior wall paint. By ordering your DECOTINT stocks now, you will be in a position to reap the benefit of this publicity.

Place your order without delay for DECOTINT and the other Blue Label household specialties listed below—

DECO-TINT PRODUCTS

HAT BRITE—The best hat enamel made.

DECO-WAX—the wax polish for floors, furniture, autos, etc.

STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

METAL BRITE—Metal Polish.

POLISH-OL—auto and furniture polish.



The DECO-TINT COMPANY
MONTREAL