

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

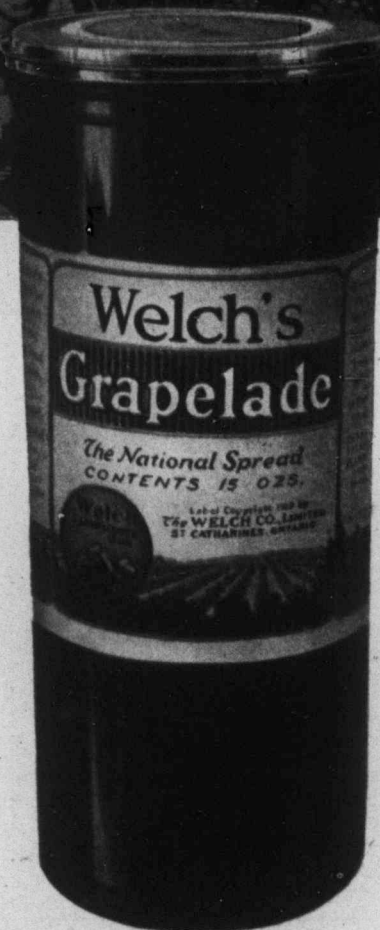
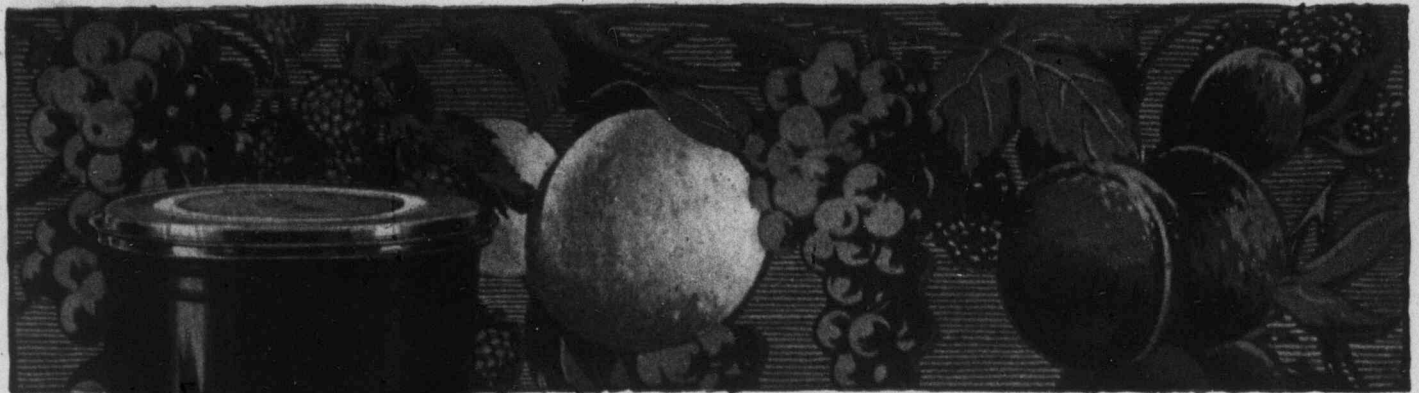
Vol. XXXIV.

PUBLICATION OFFICE : TORONTO, JUNE 18, 1920

No. 25

Welch's

Quality Fruit Jams



From the Fruitlands of Niagara

THE same high standards of quality that have, for fifty years, made Welch's Grape Juice "The National Drink" have been applied to the making of Welch Quality Fruit Jams.

And the people know it. That's why Peachlade, Plumlade, Fruitlade and others are selling so rapidly.

All Welch Quality products are sold on Value—and Value alone. Not because they are new or different. They are permanent with the trade and profitable for the dealer.

If you do not carry these jams, or if you are not amply stocked, let us urge you to order from your jobber now. Your customers know Welch products are pure and wholesome.

All Welch Quality Jams are attractively packed in sizes for every need of the trade.

The Welch Co., Limited, St. Catharines, Ontario

1 $\frac{3}{10}$ Per Cent

During a recent investigation into high prices, the newspapers severely criticized a large chain of restaurants for raising their prices and for profiteering.

The owners opened their books to the Food Administration in order to show that their profits were not exorbitant. They were making exactly one-and-three-tenths cents profit on each meal they served. Think of it!

The knowledge that a restaurant could exist on a profit of only one and three tenths cents per meal came as a surprise to many people. But—the answer is, that their turn over is probably more rapid than in any other business.

The thought we wish to bring out with the foregoing illustration is — that although O-Cedar polish pays much more than 1-3/10 per cent. profit, its greatest claim to a merchant's consideration lies in the feature of "turn over." O-Cedar's rapid and constant "turn over" may be justly attributed to the perfect satisfaction it renders every user. And to extensive advertising of O-Cedar merits in foremost newspapers and magazines.

Dealer signs, Hangers, and Window Displays are a few of the methods of co-operation we fully extend to dealers in O-Cedar products.

Is your stock of O-Cedar Polish and O-Cedar Polish Mops complete?

CHANNELL CHEMICAL Company, Limited, Toronto

The logo for O-Cedar Polish is presented within a dark, banner-like shape with a curved bottom edge. The word "O-Cedar" is written in a large, white, serif font, with the "O" being significantly larger than the other letters. Below "O-Cedar", the word "Polish" is written in a smaller, white, serif font. The entire logo is centered horizontally within the banner.

**O-Cedar
Polish**



Picnic Time Boosts *Borden's* Sales

For the Summer Cottage, or the camping vacation, or at the picnic, **Borden's Milk products** are an absolute necessity, always making possible a fresh supply of sweet, palatable, creamy milk and completely solving the inevitable summer sour milk problem with the greatest economy.

Emphasize **Borden's** in your window displays.

SIX CANADIAN FACTORIES

The
Borden
CO., LIMITED

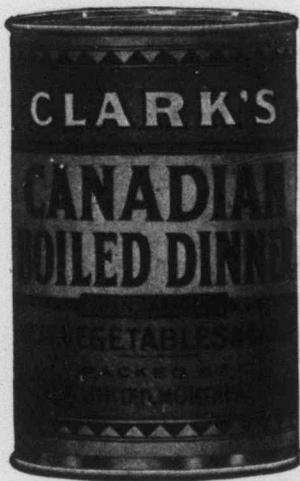
Leaders of Quality

MONTREAL

VANCOUVER



CLARK'S CANADIAN BOILED DINNER



The finest Beef and carefully selected Vegetables, perfectly cooked.

A well advertised and ready selling line, and just what your Customer is looking for in the summer.

CLARK'S SPAGHETTI WITH TOMATO SAUCE AND CHEESE

An excellent light summer dish, deliciously flavoured and cooked to a nicety.

Just heat for five minutes—
Then serve!



MADE IN CANADA—BY CANADIANS

W. CLARK, Limited, MONTREAL

SPICES

We offer for prompt shipment from source—documents reading, in transit to Vancouver—also from San Francisco and New York, in bond, the following spices:

PEPPERS

Singapore Black
 Singapore White
 Lampong Black
 Muntok White
 Aleppey
 Tellicherry

GINGERS

Jamaica
 African

PAPRIKA

Spanish
 Hungarian

Quotations upon Application

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.,
 Winnipeg, Man.

NICHOLSON-RANKIN, LTD.,
 Edmonton, Alta.

NICHOLSON-RANKIN, LTD.,
 Calgary, Alta.

NICHOLSON-RANKIN, LTD.,
 Saskatoon.

NICHOLSON-RANKIN, LTD.,
 Regina.

ALEX. F. TYTLER,
 London, Ont.

J. T. PRICE & CO.,
 Hamilton, Ont.

LIND BROKERAGE CO., LTD.
 Toronto, Ont.

JAMES KYD,
 Ottawa, Ont.

HENRY M. WYLIE,
 Halifax, N. S.

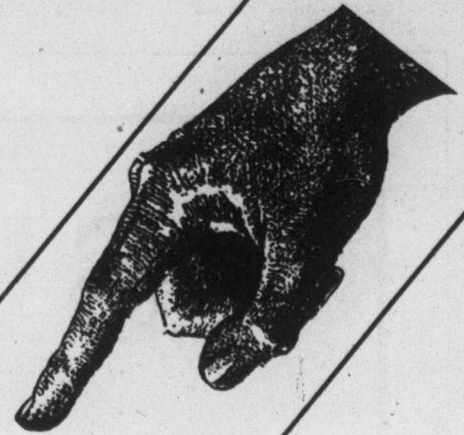
HUGHES TRADING CO.
 OF CANADA, LTD.,
 Montreal, Que.

DASTOUS & CO., REG.,
 Sherbrooke, Que.

SCHOFIELD & BEER,
 St. John, N. B.

O. N. MANN,
 Sydney, N. S.

A. T. CLEGHORN,
 Vancouver, B. C.



"Norse Crown"

NORWEGIAN

BRISLING (SARDINES)

Summer always speeds the sales of "Norse Crown" Sardines---that is why so many Canadian grocers are featuring these tempting full flavored morsels in their window displays and on their counters.

"QUALITY WILL TELL"

Norse Crown Sardines in pure olive oil are known and famed for their high quality from coast to coast.

The Oversea Export & Import Co., Ltd.
NORWAY

Sole Agents for Canada and Newfoundland

Stewart Menzies & Co.
32 Front St. W. - Toronto



Superior Brand Macaroni



The new Macaroni that is all its name implies.

Superior in Flavor
Superior in Quality
Superior in every way



Superior Macaroni is made from the finest Canadian hard wheat flour by experts in a bright, modern factory.

Look over your macaroni, vermicelli and spaghetti stock and try a sample order of Superior Brand—the macaroni that is really superior.



Selling Agents for Canada:

Sainsbury Bros.
 Toronto

VANCOUVER, B. C.
 134 Abbott St.

WINNIPEG, MAN.
 510 Confederation Life Bldg.

MONTREAL
 116 St. Nicholas Bldg.

HALIFAX
 223 Hollis St

The Superior Macaroni Co. Ltd.
 Toronto, Ont.



HOLBROOKS
 Imported
WORCESTERSHIRE
SAUCE

This famous sauce is known from coast to coast. It requires no selling effort. Its reputation for quality and zesty flavor sells it on sight.

As an appetizing sauce for fish, game, meat, etc., it is without an equal. Try a sample order—put it on display and see how fast it sells. There's a good profit on every sale.

Holbrooks, Ltd.
 Toronto and Vancouver

—For tasty summer
 meals recommend—

King Oscar

Brand

Sardines

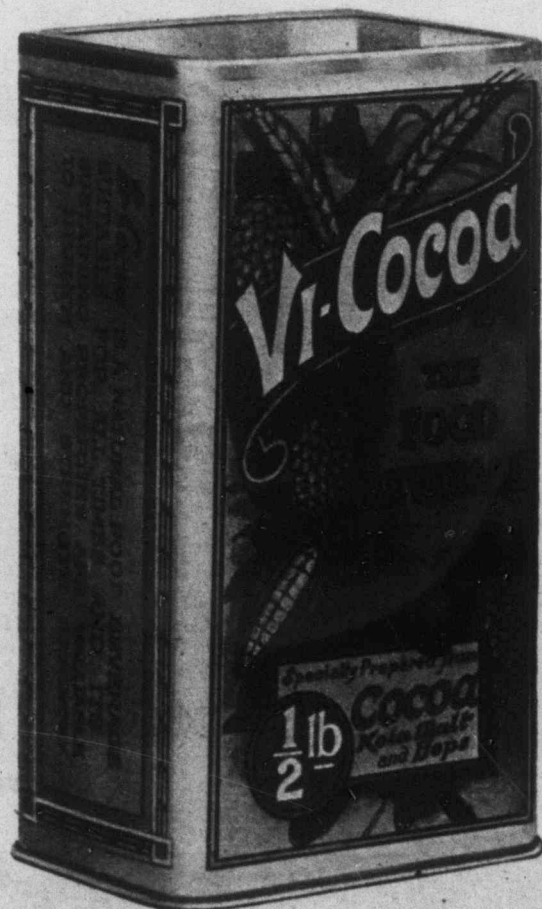
Now is the time to feature **these finest of Norwegian Sardines in pure olive oil** and by suggesting them to your customers with every order you can ring up a neat substantial profit.

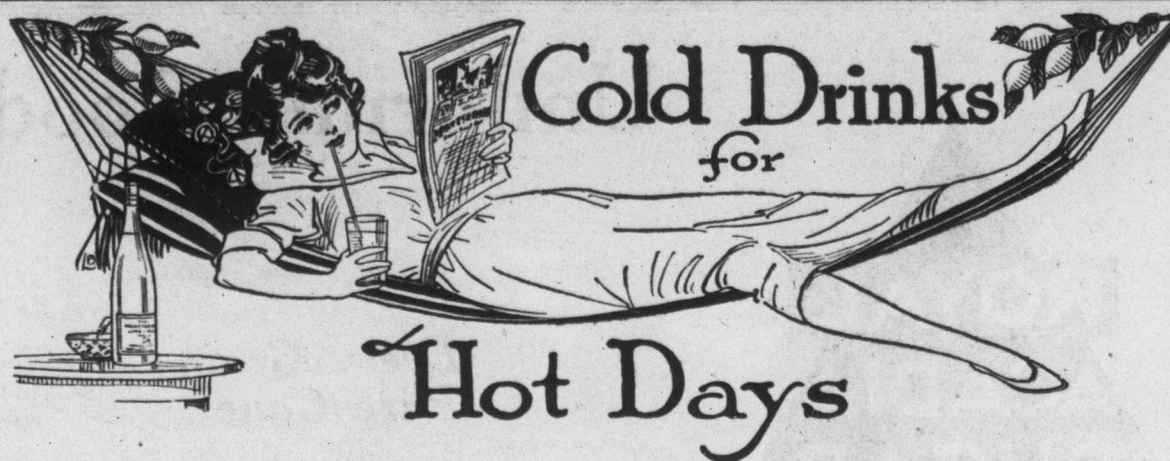
Canadian Agents

John W. Bickle & Greening

Hamilton

Ontario





A bottle of "MONTSERRAT" LIME FRUIT JUICE contains a delightful succession of wholesome, refreshing summer beverages, enjoyed by every member of the family.

"MONTSERRAT" is one of the few fruit juices that men, in particular, find satisfying.

Ladies find it a welcome change from lemonade. And it is suited for the children because it is simply the pure juice of ripe cultivated West Indian limes—the finest in the world.

MONTSERRAT

Lime Fruit Juice

lends its fruity fragrance, its snappy deliciousness to each and every drink. It keeps indefinitely—is always ready for use—and grows more popular with each succeeding season.

Grocers especially find "MONTSERRAT" an excellent summer seller. It shows rapid turn-overs throughout the warm weather, and gives a good profit on every bottle.

We help you to increase your sales with our big, striking advertisements in the papers and magazines—and with window trims, counter signs and other display. Feature "MONTSERRAT" in your store, and get the full benefit of our advertising and the steadily growing popularity of "MONTSERRAT."



National Drug & Chemical Co.
of Canada Limited, Montreal



Uniformly Good

The goodness of Royal Acadia Sugar never varies.

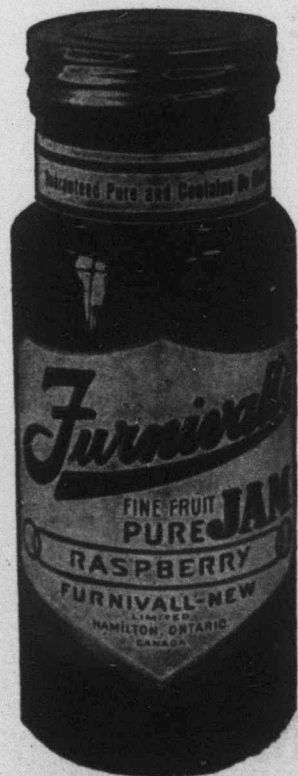
The quality is ever the same—

*Every Grain
Pure Cane*

always. So you are justified in recommending Royal Acadia—it never fails to satisfy.

Sold in 2 and 5 lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

The
Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA



Furnivall's
FINE
FRUIT
PURE JAM

A Wholesome Satisfaction

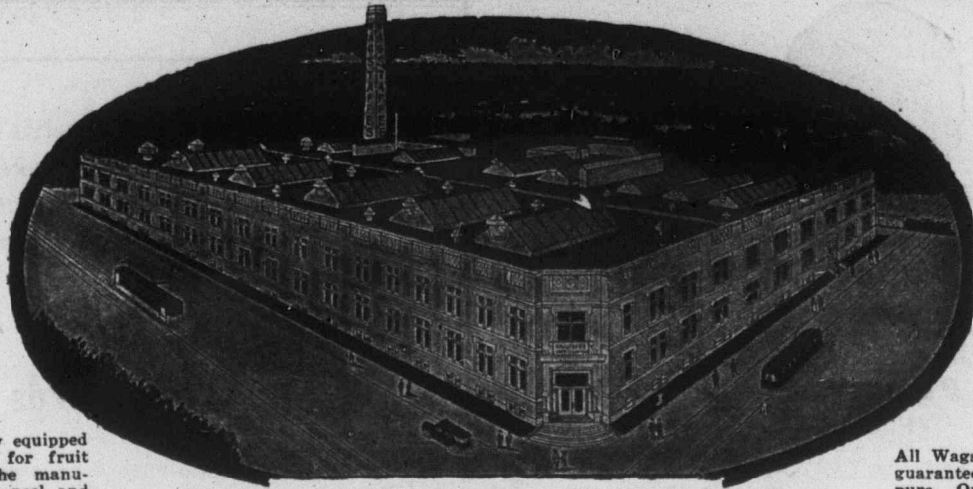
—is what your customers receive by a purchase of this pure jam. In addition to it being an economical dessert, the fact that it is made from pure, wholesome fruit and in an exceptionally sanitary factory, appeals to the particular woman who delights in making a good impression on her chosen guests.

A display of FURNIVALL'S Fine Fruit Pure JAM will bring good results.

FURNIVALL-NEW
Limited

Hamilton - Canada

AGENTS—The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Toronto: C. H. Grainger & Co., 406 Parliament St. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Northern Ontario: E. A. Cuff, North Bay. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton Island, N.S.: O. N. Mann, Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's, Newfoundland.



The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best"



WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade

ARE GREAT APPETIZERS

BOILED IN SILVER PANS



Ask Your Grocer for Them



WAGSTAFFE'S

Real Seville
Orange
Marmalade

*All Orange and Sugar—
No camouflage.
Boiled with care in Silver Pans.*

ASK YOUR GROCER FOR IT.



Helping You
Sell

Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.

You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., To-

ronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

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 Benteleys

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

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 in-
dent agent to

The Albion Sewing Cotton Co.

Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

REMEMBER

that Laundry Blues vary in
strength, color, and bleaching
properties. Inferior kinds leave
unsightly marks on linen.

OCEAN BLUE! has a reputation for
safety and perfect results—due to expert
treatment in every stage of its manu-
facture.

You will have no complaint from even
your most particular customers if you
sell them!

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: Hargreaves (Canada), Ltd., c/o
H. L. Perry & Co., Ltd., Winnipeg, Regina, Sas-
katoon, Calgary, and Edmonton. For British
Columbia and Yukon: Hargreaves (Canada), Ltd.,
c/o Johnston Storage Co., Vancouver, B.C.

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.

EUREKA

Grocers Refrigerators

are available now in all the popular sizes for grocers' use. *Don't* delay your order any longer as warm weather is here now. You need a Eureka refrigerator to take care of your perishable foodstuffs; the Eureka patented cold, dry air circulation system guarantees the highest efficiency with lowest consumption of ice.

Buy the refrigerator that will give you an absolute guarantee against spoilage.

Write for free illustrated literature.

Eureka Refrigerator Co., Limited

Head Offices and Factories:
 Owen Sound, Ont.

A Sure Business Bringer

Garton's Custard is a new and quick-selling line, widely advertised; it is certain of an increasing demand.

Garton's

CUSTARD

sold in tins and cartons of handy shape and size.

Sole Agents

W. G. Patrick & Co., Ltd.

Toronto, Montreal

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.

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

We have just received a shipment of Norwegian Sardines, consisting of:

FJORD QUEEN BRAND, smoked Sardines (bristling) in pure olive oil ¼ Dingley tins, 100 each to case.

SHIP BRAND, smoked Sardines in pure olive oil ¼ Dingley tins, 100 each to case.

VERONICA LABEL, plain tins, unsmoked Sardines (sild) in oil Club tins, 100 each to case.

These goods are packed by the second largest packers of Sardines in Norway, The United Sardine Factories of Bergen, and we are their representatives for Eastern Canada from Ontario to the Atlantic Coast.

Write or phone for prices and samples.

Also included in the shipment:

BERGEN BRAND, Smoked Herring in Tomato Sauce, ½ Oval tins, 100 each to case.

J. W. WINDSOR, LIMITED
Montreal, Quebec

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

CHADWICK & COMPANY -
COMMISSION BROKERS
34 DUKE ST. TORONTO
CAN CREATE A DEMAND FOR YOUR GOODS THROUGH EFFICIENT METHODS OF REPRESENTATION

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

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO and 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

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

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



32 Front TORONTO St. West CANADA

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

CANNED FOODS---HOW TO BUY ---HOW TO SELL

Statistical and practical information about the Canning Industry. A practical book written by a practical man, for the use of other practical men.

Price \$2.15

CANADIAN GROCER

THE MacLEAN PUBLISHING COMPANY, LIMITED 153 University Ave. TORONTO, ONT.

When Writing to Advertisers Kindly
Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties

MONTREAL TORONTO

PAUL F. GAUVREAU

Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.

I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots

A. H. M. HAY

General Produce & Lumbermen's
Supplies

Phone 5311 98 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
38 NICHOLAS ST., MONTREAL

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

"VETERINOL"

Fattening Tonic recommended by
Veterinary Surgeons. Gives the
Horse Good Appetite, Glossy Hair,
Cures Indigestion and Strengthens
the Back.
Splendid for Whole Systems and
Kills Worms.

Horse Users Enquire About It.

Manufactured by
THE COMMERCIAL COMPANY LIMITED
MONTREAL

SHEELY-MOTT COMPANY

Sole Selling Agents
3 St. Nicholas Street MONTREAL

BRITISH GUIANA

Why not build up your trade in
British Guiana and the West In-
dies, by appointing us your Agents?

McDAVID & CO.

Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara,
British Guiana
Exporters: Coconuts, Coffee, Rice, Cocoa.

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 lbs. boxes

WRITE US FOR PRICES

Sole Canadian Distributors

Dominion Sales Company

Southam Bldg. Montreal, P.Q.

C. T. NELSON
Victoria, B.C.

Our Agents:
E. U. GIBSON
Winnipeg, Man.

GAETZ & CO.
Halifax, N.S.

Sydney, Cape Breton

is the parent home of THE BRITISH EMPIRE STEEL CORPORATION, the biggest industry of its kind within the BRITISH EMPIRE, and is destined to become one of the most active industrial and consuming centres in EASTERN CANADA. MANUFACTURERS, are you getting the volume of business from this district your line deserves? If not, get in touch with a live wire resident broker having nine years connection with the wholesale and retail grocery trade throughout this district, and a thorough knowledge of the BISCUIT and CONFECTIONERY trade. Detail work receives particular attention. Will be pleased to furnish references. Correspondence invited. If interested, write

R. E. McCONNELL, SYDNEY, N.S.
Manufacturers Agent and Grocery Broker

ACID PHOSPHATE for SELF-RAISING FLOUR MANUFACTURERS

BUY FROM THE MANUFACTURERS

PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND

CABLES: "CORNCRAKE"

Curacao, Callao and Cuba

We received orders for all these places last week and for several other foreign ports besides—for instance a carload of 20,000 pounds for Buenos Aires for a customer who was so delighted with his first carload that he immediately cabled for another. Race, creed or colour make no difference—all appreciate fine quality in tea. What is more, they all recognize the Sterling Good Value under the "Salada" trademark.—Abandon mythical profit seeking and enrich the till with *real turnover*.

"SALADA"

Purity Flour Gets the Orders



WHEN a bag of Purity Flour comes into a house, it advertises your store and the goods that go with flour. And, as it's a satisfactory flour—for breads, cakes and pastries—customers come back for more

PURITY FLOUR

Push Purity Flour and the movement to encourage more home-baking. Home-made things taste better and grocers do more business with customers who are liberal users of flour.

Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONT.

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John, N.B.

*Fresh Fruits and
Granulated Sugar
—That's All*

UPTON'S

Pure Marmalades and Jams



A dainty serving for breakfast or tea.
Wholesome appetizing food for kiddies' lunches.
There are a score of delightful ways of serving
Upton's Jams and Marmalades.

Our nation wide advertising shows how.

Display these goods in your store.

The T. Upton Co. Limited
Hamilton, Canada

Selling Agents:

- S. H. Moore & Co., Toronto, Ont.
- Rose & Laflamme, Ltd., Montreal Que.
- Scott-Bathgate Co., Ltd., Winnipeg, Man.
- Gaetz & Co., Halifax, N. S.
- Schofield & Beer, St. John, N. B.

Shirriff's TRUE VANILLA

Sell the Sort of Goods You'd Like to Buy

The surest indication of an article's "saleability" is your own opinion of its merits. Your customers cannot be expected to buy goods you wouldn't buy yourself—and be satisfied. Their satisfaction and your profit demand that you sell goods of unquestionable quality. When your customers ask for vanilla they want **Vanilla**—not a substitute. When you sell them Shirriff's True Vanilla Extract

they **get** Vanilla—a very much higher percentage of genuine vanilla-bean extract than even the government standard demands.

You should have a good supply of Shirriff's Extracts on hand. When a customer asks for an extract—sell her Shirriff's. You will notice that she will specify Shirriff's the next time.



IMPERIAL EXTRACT COMPANY
TORONTO -- CANADA

Selling Agents for Canada:
Harold F. Ritchie & Co., Limited
TORONTO and MONTREAL

Particular Customers Ask for the Best Tea

It is always safe to recommend Red Rose Tea to particular customers. It is a tea so good that wealthy people want no better.

And as it makes one-third more cups than ordinary tea, economical people want no cheaper.



Red Rose Tea "IS GOOD TEA"

T. H. Estabrooks Company, Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton St. John's, Nfld. Portland, Maine

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read CANADIAN GROCER each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

Robinson's "Patent" Barley is the ideal food for invalids and babies.



The best food for infants and invalids

Let your customers know you stock "Robinson's" Barley. The satisfaction it gives will bring them back for other articles. It warrants a place in your displays.

Keep your "Robinson's" stock of "Patent" Barley and "Patent" Groats replenished frequently.

MAGOR, SON & CO., LIMITED

191 St. Paul Street, W., MONTREAL

30 Church St., TORONTO.

The Mathieu Lines are Always in Demand



Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store.

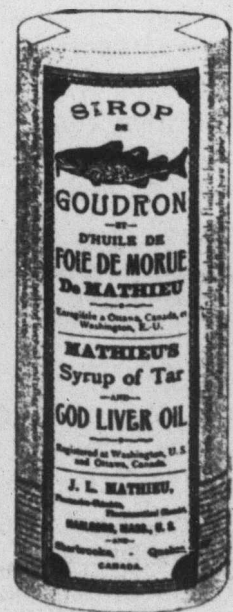
Gratified customers and good profits result.

*A Great Remedy for Neuralgia, Sleeplessness
Sick Headache, La Grippe.*

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.



CANADIAN GROCER

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No. 25

Consumers' Association Can No Longer Practise Unfair Methods

Board of Commerce Orders That This Association of Windsor, Ont., be Restrained From Continuing Certain Practices With Respect to the Holding and Disposition of the Necessaries of Life

SPECIAL interest of the retail grocery trade is attached to the decision of the Board of Commerce re the Consumers' Association, of Windsor, Ont. The Board has ordered that this association, the person or persons composing such, and H. V. Martin, the manager, be restrained and prohibited from continuing the following practices with respect to the holding or disposition of the necessaries of life, said practices being, in the opinion of this board, designed or calculated to unfairly enhance the price of the necessaries of life herein-after mentioned:—

(a) The practice of requiring, canvassing or soliciting from persons resident in Canada payment of a membership fee of any amount for alleged membership in said Consumers' Association or any similar association, whether under the same name or otherwise, in which membership purports or is alleged to give the right or opportunity to such persons as pay such sums as may be required as aforesaid to purchase from the said Association sugar or any other articles being necessaries of life, or articles usually sold in retail grocery stores, at specially low prices and without profit, recouping by means of unreasonable profits or gross profits in excess of twenty-five per cent. upon cost.

(b) The practice of selling by way of assortments embracing a number of articles or commodities, the prices of some of which have been set at a very low price and advertising at such low prices, and prices of other articles or commodities of such assortments being set at a sufficiently high price as to enable recoupment upon the whole assortment of the loss, if any, made as the result of the inclusion of the assortment at very low prices of the articles or commodities first mentioned.

(c) The practice of selling or offering for sale sugar or any other article or commodity at less than cost thereof and imposing as a term or condition of the purchase of such sugar, the purchase at the same time of other articles or commodities at prices higher than are reasonable and just;

(d) The practice of advertising sugar or any other article or commodity at cost or less than cost and making the right to purchase such sugar or other commodity at the price quoted, dependent upon the purchase of any other article or articles, commodity or commodities, at any price.

Demanded \$2 Fee

For some months prior to February, 1920, various representations have been made to the Board of Commerce, to the effect that the Consumers' Association of Windsor, Ont., H. V. Martin, manager, was and had been continuously, for some years past, canvassing in various parts of Canada for consumers, citizens of Canada, to become members of the Consumers' Association, Windsor, Ont., on the payment of a two-dollar membership fee. It was alleged that the business of canvassing for members was conducted by local agents of the Association and that these agents became such by the purchase from the Consumers' Association of so-called "agents' outfits," at rates ranging from ten dollars to one hundred dollars, dependent, apparently, upon the quantity of "certificates of membership," and other literature which was supplied. The individual agent was given a certain territory in which to canvass.

Prices Were Attractive

The literature to be shown to prospective members was quite ingeniously arranged. The inducements as propounded were extremely promising. The prices quoted in this literature applied to a

limited number of articles, and as to these it may be stated in a general way that the prices were much lower than the commodities could be purchased for at retail stores. Later, on becoming a member, the individual who had been operated upon according to the Company's system, ascertained from the further literature that was furnished to him that such groceries as he desired could only be purchased in what was known as "Special Bargain Assortments," numbered "A," "B," "C," "D," &c., at varying amounts for the entire assortments. A member then discovered, for instance, that the sugar could not be purchased at the materially reduced price shown in the originally exhibited literature except as portion of one of the "Special Bargain Assortments" unless, indeed, sugar could be or was secured by the Consumers' Association itself.

Sugar at \$6.50 per Cwt.

For example, when the retail price of granulated sugar was ten dollars per one hundred pounds the literature of the Consumers' Association purported to offer it for six dollars and fifty cents per one hundred pounds, and when the retail price later became fifteen dollars per one hundred pounds, the literature of the Association quoted the members' price at eight dollars and fifty cents. The quoted prices were indeed lower than the cost of granulated sugar at the time to the refiners thereof. The complaints received by the board were numerous. Some of them involved charges that the Consumers' Association had been obtaining money under false pretences. A number of charges were received to the effect that the Consumers' Association, after having received payment for granulated sugar, sent yellow sugar instead. Several complaints were that money having been sent forward it was retained and the goods ordered were not sent nor the money returned.

Got 40 Cents of Fee

The charge made for certificates of

membership was two dollars per head. The agent's share of the proceeds of sale of the membership certificate was one dollar and sixty cents, the share of the Consumers' Association being forty cents, with the association securing, additionally, ten dollars, fifteen dollars, twenty-five dollars, or one hundred dollars, as the case may be, which the agent had remitted to the Association in the first instance before securing authority to canvass as mentioned.

It was claimed by those who brought the matter to the attention of the board that the association was causing false and fraudulent statements to be made to those with whom it did business in the manner mentioned. The members so canvassed for and obtained were supplied with advertising literature which set forth that the members of the Association were entitled to secure grocer-

ies at prices far below the cost of the same commodities in ordinary retail establishments.

Complaints Justified

It was contended that the operations of the company, apart from the character of the representations made to obtain members of the association, resulted in the making or taking of unfair profits and that the company's practices were designed or calculated to unfairly enhance the cost or price of necessaries of life.

A preliminary investigation instituted by the Board caused the board to come to the conclusion that the complaints and contentions raised against the association were justifiable.

In canvassing for membership the local agents would supply the prospective members of the Consumers' Association

literature supplied to the agents for the purpose of being handed to prospective members, which literature contained some ten or twelve sample prices of articles or commodities that could be secured from the Consumers' Association by members of the association. In every case granulated sugar appears to have been the leading inducement. The prices quoted were invariably lower than the current rates.

Even when sugar was purchased separately and the prevailing wholesale price was offered by a member there was frequently much delay in filling the order and sometimes failure to fill or recognize the order at all.

The board issued an order restraining the association from operating for a period of forty days. Then followed a hearing in Windsor, with the finding of the board as stated above.

Commerce Board Learns More re Sugar

H. P. Eckardt, of H. P. Eckardt & Co., Gives Reason For His Stocks of Sugar and Deals with the Situation from October Last—Net Profits Figured Out—Yellow Sugar Had to Be Taken to Get Granulated.

By Staff Correspondence

TORONTO, June 16.—The Board of Commerce, after hearing something about conditions in the selling of sugar in Montreal and Ottawa, came here on Monday to investigate the local situation. Commissioner James Murdock was the only member of the board present. W. F. O'Connor, K.C., the other member, was expected on Tuesday morning, but was not present. The board had received records of purchases of sugar by Robert Anderson, a broker in Montreal, from a number of the Toronto and Ontario wholesale grocers during March, April and May. They desired to find out the cost of this sugar to the various wholesale grocers.

The evidence showed that, whereas at times profits were made by the wholesalers from these sales, on other occasions considerable losses occurred.

The first wholesale grocery firm to appear was that of H. P. Eckardt and Co., Toronto. Major Duncan, Ontario representative of the Board of Commerce, named some figures in regard to amount of sugar this company had in stock at various times. He stated that from figures received from the company the average weekly purchases of sugar from October 11 to February 28 were 114,282 pounds, and the average sales 72,067 pounds. Major Duncan claimed that an excess amount was purchased and "put aside for future use." On sales of yellow sugar he said a margin of 31 per cent. on cost was made, and on granulated sugar, 17 per cent.

Sugar Sold to Robert Anderson

Commissioner Murdock questioned Mr. Eckardt in regard to sales of sugar to

Robert Anderson of Montreal. Altogether these sales amounted to some 230,000 pounds. Mr. Murdock gave the following statement of these: "March 15, 20,000 pounds; March 16, 50,000 pounds; March 17, 20,000 pounds; March 26, 20,000 pounds, and April 12, 100,000 pounds. He wanted to find out how these quantities had been bought, from whom, and the price paid. Mr. Eckardt stated that it was difficult to tell out of what lots each of these had been sold. Also that on April 12 his firm had sold Mr. Anderson sugar that they did not have in stock. In other words they oversold, and had to take a considerable loss. A certain quantity of yellow sugar was bought at \$16.16 and sold to Mr. Anderson for \$14.95. Mr. Eckardt was away at the time and when he got back found that they had oversold on this sugar. From 1 to 1½ cents a pound was lost on the last 1,000 bags sold. He also stated that he sold sugar to anybody who would buy it as well as all other kinds of foodstuffs. They had sold to brokers in the past, maybe not as much, but there had been years when they had sold twice as much sugar altogether in the same period of time. When this sugar was sold to a broker they did not know who was going to get it. It might be another wholesaler or a refiner who wanted it. There have been years when double stock was carried and they would sell to wholesalers, brokers, or anyone who could buy in a big way and pay for it.

"We sell anything to anybody," declared Mr. Eckardt. "We will sell 500 bags of sugar or a quantity of raisins or anything, and as wholesale grocers we consider this quite legitimate business.

In 1911 we had a great deal more sugar in our possession. It was scarce that year, too, and sold at about 6 to 7 cents per pound."

Commissioner Murdock endeavored to figure that 3,500,000 pounds of sugar in 1911 at around 6 and 7 cents a pound would amount to less an outlay than at the present time, but his figures gave him \$150,000 in 1911, whereas a million pounds would represent at present prices about \$125,000.

Mr. Eckardt further stated they had no difficulty getting yellow sugar during the past several months, but they had in getting granulated sugar, and had to take yellow to get the other many times.

At this juncture Edgar J. Wood, an employee of H. P. Eckardt and Company, was called to give evidence in regard to the various lots of sugar sold to Robert Anderson of Montreal. Some of the sugar costing \$16.16 less 5 per cent., yellow, had been sold at \$14.95 to complete a contract.

"We had overlooked certain sales that had not been delivered," said Mr. Wood when this particular sale was being put through.

One large sale of 100,000 pounds on April 12 was made at \$15.75, for which was paid \$15.50.

Sugar 30 Per Cent. of Turnover

Mr. Eckardt stated to his counsel, A. W. Anglin, K.C., that his volume of business this year would be around \$4,000,000, based on the business of the first three or four months. These months were the lean ones at that. His March sales were approximately \$500,000. The average stock of goods all told of the

company was between \$700,000 and \$800,000, apart from stock-taking time when stocks were low. He calculated that sugar sales would amount to about 30 per cent. of the annual turnover and that his average cost of doing business was from 9 to 10 per cent. on turnover. In fact lately it was more like 12 per cent. Business was done in a large way in a great many lines. For instance three months ago he had made a purchase of 25,000 boxes of raisins, more than enough for his regular retail trade, with a view to turning them over quickly and making some profit. Not long ago he had purchased fifteen cars of dates mostly for distribution to jobbers or brokers. He has also bought as much as 10,000 chests of tea at one time.

Sometimes we make money," said Mr. Eckardt, "and sometimes we don't. We often buy goods in advance, and somewhere throughout the world the market breaks and we lose. We could not stay in business if we did not have chances to make profits when we figured we could make some money. Sugar may go up or down. For instance, in January the sugar market in New York went to pieces for a couple of weeks and there was a chance that we might have had to take a loss at that time. We have to carry heavy stocks of many lines. If our regular retail customers could not get certain lines from us we could not stay in business. Sugar is one of the main articles, perhaps the most important. We have to provide ahead for stocks, and particularly when sugar is scarce, to hold our trade."

Counsel Intimates Case is Prejudged

Commissioner Murdock interrupted Mr. Anglin's questions abruptly, stating that he "did not want to listen to any long-winded discussion of the method of doing wholesale grocery business." He wanted to know about "the accumulation of sugar week after week preparatory to an advance in price and it being turned loose on the market in greater quantities than ever before."

Mr. Anglin made strenuous objections to the word "preparatory," and maintained there was no warrant for such a statement, that he was prepared to present facts to the contrary. Mr. Murdock replied that he considered that exactly the same results accrued as if this accumulation had been preparatory, and that, so far as he was concerned Mr. Anglin was "not making any hit with him."

"I can't help that," replied the counsel, and intimated that apparently the Board of Commerce had already judged the case before the evidence was in.

It was then decided to hold the entire matter over until Mr. O'Connor joined the board on Tuesday morning. However, he was not there, and the matter was again held over. It was concluded Tuesday afternoon.

White Sugar Shortage Last Fall

When the hearing resumed on Tuesday afternoon Mr. Eckardt gave a number of facts and figures in regard to his sugar supply, prices, etc. In the fall of 1919 he said the sugar situation was serious so far as supplies were concerned. He would be out of sugar for a week or ten days and

sometimes a longer period. Sometimes it would come along fairly good but others it would be bad. In a general way granulated sugar was quite scarce and difficult to get. His company had to take a percentage of yellow sugar to get granulated at various times. There were weeks when more sugar was sent out than was received. For instance, the week ending October 25 there were 45,000 pounds granulated received and 66,880 pounds sent out. Week ending November 1, 37,000 received and 64,665 pounds sent out. November 8, 21,000 pounds received and 34,217 sent out. Week ending November 15, only 8,000 pounds were received. This was around the period when his warehouse was bare of sugar. Week ending December 6, 32,000 pounds were received and 36,615 shipped; week ending February 21, 58,500 pounds received and 62,950 shipped; week ending February 28, 9,000 pounds were received and 52,915 shipped out.

Commissioner Murdock asked why these figures were different from those given by the Company to the Board.

Mr. Anglin pointed out that both figures were correct. The figures given the Board were for total shipments including yellow and white sugar, whereas these figures were for white only.

Mr. Eckardt further stated he had never had as much granulated sugar during the period above mentioned as he could handle.

Major Duncan's statement had showed about 232,000 pounds in stock at one time. Mr. Eckardt stated this would be about three weeks' normal supply. Running full capacity his firm would sell 100,000 pounds per week. At the rate they sent out sugar the week before the advance on February 27 they would have a little over five weeks' supply on hand. That was not out of the ordinary course of the business at all.

"Through all that period," stated Mr. Eckardt, "we kept our retail customers supplied as best we could. We could not get any definite information from refiners' agents regarding future supplies. If we had not conserved the supply we might have been in the same position as last fall, which would have meant we would be losing thousands and thousands of dollars if we could not supply sugar to our retail customers along with other goods."

Mr. Anglin—"Did you ever make sales above the refiners' list prices?"

Mr. Eckardt—"No, never to my knowledge. And sometimes on yellow sugar we sold below the refiners' list."

Becomes More Plentiful in March

"As soon as prices were fixed by the refiners on or about February 27 and their list raised we were informed by the refiners' agents we could have all the granulated sugar we wanted. Previous to that time we couldn't get any definite information regarding future supplies, but after that we were told we could get all the sugar we wanted. I immediately decided to let go the sugar we had in stock on account of freer delivery. The refiners' statement was borne out. So much granulated came to Toronto that some wholesalers had to turn it down. There was actually a glut of sugar on the market. We, for instance, took two cars turned down by other wholesalers. It was being peddled around from place to place and could not find buyers. We did not apply the increase to all the sugar sent out. A lot of this was sold at the old price during the following week. Insofar as refiners' price lists are concerned, I know of no wholesalers who do not always follow these lists and changes in prices as they take place. If the wholesaler has a stock of sugar on hand and the price comes down he has to drop his prices; if prices go up he applies the new list to the stock in hand.

"Yellow sugars were particularly plentiful nearly all the time. There was an excess more than I ever knew in my business experience, extending over 30 years. Yellow sugars were practically forced on us, in order to get granulated. We had promises to get granulated sugar later on whenever

refiners had any, if we took the yellow. We were always anxious to sell yellow sugar at the regular prices, and sometimes less. There was a lot of yellow exported during this period. Some that we sold to brokers we found later were for export. We never know where such sugar goes when we sell to a broker. We don't care where it goes, and we couldn't find out if we wanted to. The brokers wouldn't tell us. Our experience was that consumers would not use the yellow sugar to any extent even when the granulated got scarce. Some of them would travel all over town to get white sugar."

Net Profits Are Small

Dealing with the figures showing the alleged profits presented by Major Duncan, Mr. Eckardt pointed out that no allowance had been made for cartage to and from the Toronto warehouse, nor for freight to country points. These figures should be deducted from the alleged profits, also 10% for the cost of doing business. At the present time, he said, costs were more like 12%, and would easily average 11% right now. On sales of white sugar, amounting to \$43,726, the true profit was \$1,906.78, which amounted to about 4%, or three-fifths of a cent per pound.

Also on the yellow sugar there had been no reduction made for freight and cartage, and large quantities of yellows were carried for a long period, which meant extra storage charges, additional insurance, etc. No allowance had been made in Major Duncan's figures for the cost of doing business. The true profit worked out at 14.88% on the yellow sugar, or approximately one and two-thirds cents per pound.

Refiners' Lists Followed

Commissioner Murdock remarked here that what had been put in as expense was brand new to him. He had only been on the Board of Commerce for nine months. He asked if it was not considered that 5% is the recognized wholesaler's margin.

Mr. Eckardt replied that the wholesalers could not possibly sell sugar at 5% in one and five-pound bags, and make any profit, even if that were the recognized margin. Apart entirely from the 5% the wholesaler advances his price as the refiner advances his, just the same as he has to reduce the price when the refiner lowers his. If there is no change he takes the 5%, and if there is a change he has to abide by the new list.

Another point that puzzled Commissioner Murdock was the difference in price of granulated sugar to retailers, as shown on the list submitted to the Board of Commerce. Mr. Eckardt and Edgar Wood, who looks after the sugar end of the business, pointed out that different refiners had different prices, and also freights to more distant points, were higher. Mr. Eckardt stated that the Trade Commission at Ottawa had announced, about the end of December, that if the public would not use yellow sugar, export licenses would be granted for it, which indicated it was a glut on the market.

To Major Duncan, Mr. Eckardt pointed out that his method of doing business was not speculative, it was simply plain business. By purchasing in large lots, lower prices could be secured.

Is Wholesale Business Speculative?

Commissioner Murdock: "Isn't it speculation?"

Mr. Eckardt: "Then all business is speculative. We buy because we think the market will go up. That's pure and simple business, and I don't know of any competitive business that does not operate on similar lines."

Major Duncan: "What is the underlying principle or theory on which you operate?"

Mr. Eckardt: "We do not operate on any theory or principle. There are no definite principles in the wholesale grocery business. Business shifts and turns every way, prices go up or down overnight, and it is an absolute impossibility to work on any definite

Continued on page 26

Sugar Sales to Montreal Broker

Board of Commerce Checks Up Robt. Anderson's Figures and Finds What Wholesalers Paid for the Sugar—In Several Cases It Was Sold at a Loss—Retailer Tells of His Stocks and How His Costs Have Gone Up

TORONTO, June 17 (Special).—On Tuesday morning sales of sugar from other wholesale grocers to Robert Anderson, of Montreal, were gone into before Commissioner Murdock of the Board of Commerce. Leigh Garvey, of John Garvey and Sons, London, Ont., stated his firm had sold him 50,000 lbs. on May 1st for \$19.16, less 5 per cent.; and again 150,000 pounds, all purchased for \$19.16, less 5 per cent. On May 2nd 10,000 pounds of granulated were sold for a retailer, James Egan, of Simcoe, Ont., to Mr. Anderson. On May 11th, 50,000 pounds of yellow bought at \$18.66, less 5 per cent.; on May 22nd, 30,000 pounds of granulated bought at \$19.23, less 5 per cent.; on May 22nd, 10,000 pounds yellow purchased at \$18.73, less 5 per cent. Mr. Garvey pointed out that while the regular wholesale profit allowed was 5 per cent., wholesalers do not always get that from the trade, as they allow the trade 1 per cent., sometimes too freights enter into the matter and the 5 per cent. is further lessened.

Commissioner Murdock: "You bought sugar at \$19.16, less 5 per cent., and sold it for \$20.00. Am I right in stating you got 5 per cent. plus 84/100 of a cent per pound profit?"

Mr. Garvey: "That is correct."

J. A. W. Craig, vice-president, Warren Brothers, wholesale grocers, Toronto, gave figures in regard to various quantities of sugar he had sold to Mr. Anderson of Montreal. One lot, sold on April 16th, amounted to 20,000 pounds yellow. Four hundred bags of yellow were bought from W. G. Craig and Company, Kingston, for which they paid \$15.75, and 600 bags from T. Kinnear and Company, at \$15.00. This was sold at \$15.75. Other sales of sugar were also gone into.

W. E. Sutton and Co. sold Mr. Anderson of Montreal, on May 6, 40,000 pounds of granulated, for which they paid \$21.50 net. On May 8, they sold 30,000 pounds granulated, which cost them \$21.89 net. On May 19, they sold him 40,000 pounds yellow, which cost \$18.85 net.

F. C. Armstrong, president of Armstrong and Paffard, wholesale grocers, Toronto, sold on April 7, 30,000 pounds yellow to Mr. Anderson, which had cost them \$15.35, and they lost \$105 on it. On May 14, they sold 40,000 pounds granulated, costing \$19.16, less 5 per cent., at \$22.60. This was a case where they had made money on a sugar sale.

A Regular Business

"We felt right along," Mr. Armstrong said, "that sugar was a good buy, as raws were higher in New York than refined

sugar here. We did not go out of our way as wholesale grocers to do this business, as this is a regular thing with the wholesale trade."

Frank Fearman, Fearman Brothers, Hamilton; T. H. Kinnear, of Thos. Kinnear and Company, Toronto; and W. E. McMurtry, vice-president Groceries, Limited, Toronto, also gave their figures. Mr. Kinnear made one sale of yellow sugar at \$13.50 in February, which cost them \$14.21. They thought that yellow sugar at the time would be a drug on the market and they turned the stock into money. Their total sales to Mr. Anderson this year were \$25,545 and total profit \$1,259.75 or 4.94 per cent. gross. There were 1,425 bags of yellow and 120 bags granulated. The above margin does not include carrying charges, freight, insurance or overhead.

A. S. May, of A. S. May and Company, brokers, Toronto, stated that he represented Robert Anderson of Montreal, in buying sugar on a brokerage basis. The brokerage fee varied from 5c a bag to 27½c per bag, and averaged about 13½c. This fee figured out at less than 1 per cent. and Mr. May pointed out was paid him for looking after bills of lading, catching cars in transit and re-shipping sugar to the proper points, etc. Altogether he had handled between March 1 and May 31, 32,755 bags of sugar.

Wallace Anderson, manufacturers' agent and broker, Toronto, gave figures showing that sugar, for which he paid \$21.00, was sold to his brother in Montreal at \$21.75, and that other sugar bought at \$19.00 was sold for \$19.00. This was yellow sugar. Mr. Anderson pointed out to the Commissioner that the actual cost of raw sugar to-day was considerably higher than what the refiners have been selling in Canada.

S. Weinstein, of the Standard Wholesalers Limited, told of selling a car of sugar to Mr. Craig, of Warren Brothers, at \$22.25, which had cost him \$16.16. He sold another lot of 10,000 pounds of granulated for \$22.25 which cost \$19.50.

Mr. Bowes, of Bowes & Co., confectioners' supplies and manufacturers, Toronto, gave figures in regard to sales of sugar to Robert Anderson, Montreal. On April 14, 40,000 lbs yellow were sold. This was an accumulation bought at various times for \$14.71 up. A sale of 30,000 lbs. granulated was made in April bought at \$21.50, and also 10,000 lbs. yellow. A cent a pound was made on the granulated, and ¼c per lb. on the yellow.

Henry Rowntree, of Wm. Rowntree & Sons, West Toronto, retail grocers and provision dealers, gave figures in re-

gard to sugar in stock. An investigator from the Board of Commerce visited their store last Saturday and estimated the amount in stock at 600 bags. Mr. Rowntree took stock first of the week and found 436 bags of granulated and 68 of raws, making a total of 504, or nearly 100 less than the investigator's estimate. This, he said, was only about four weeks' supply of both granulated and yellow. He said that in addition to selling to consumers he sold in a jobbing way to restaurants, ice cream makers and to retail grocers. Answering Major Duncan, he said he kept within the ruling of the Board of Commerce last year in regard to margin on sugar. His present price for granulated is 22 cents. Before May 26, he sold it at five pounds for \$1.04. In January he was selling sugar at \$15.50, in 100 pound lots.

In years past he used to buy sugar in car lots, in February and March, but this year he had difficulty in getting it, and it was slow in coming. Many times when the refiners advanced prices, his firm would not advance it for a week or so. Sometimes they would be out of sugar when the price advanced. During January, February and March, about every 3 weeks they would be without sugar. We had a car coming January 15 which did not arrive.

"Did you make a profit in sugar last year?"

"No, due to insufficient margin. There is not enough in 1½c to pay our costs. My estimate of a proper price is 25 per cent. on the cost price. Formerly a fair margin could be made at 1 cent over cost, but sugar then was only about 6c per pound. Rent, paper bags and twine had all gone up about 400 per cent. The highest wages paid in 1914 was about \$12, whereas to-day it is \$35.00."

ITALIAN GROCERY

WAS DYNAMITED

The grocery store operated by Joe and Tony Meloni, Welland avenue and Geneva street, St. Catharines, Ont., was dynamited by unknown parties a few nights ago. The three plate glass windows were demolished, the door on the Geneva Street side being blown to pieces. The plastering in the store was broken, and a large section of flooring and joists torn to pieces.

CORNFLAKES LIKELY TO ADVANCE

Corn flake manufacturers in the United States have advanced corn flakes to \$4.90 per case; this is an advance of about \$1 per case over the price of corn flakes in Canada.

All corn flakes that are manufactured in Canada are made from American white corn. This corn market has been steadily advancing for some time past and American manufacturers state that the reason their product has advanced is due to the higher cost of corn. Whether this condition will affect the price of corn flakes in Canada, Canadian Grocer can get no definite information. One manufacturer intimated that there was a possibility of an advance and that wholesalers were booking orders heavily.

Study of Costs Promotes Business

Time is Well Expended in Every Case Wherein Its Use Promotes Minute Accuracy—Grocer in Manitoba Tells of Difficulty of Figuring Freight Charges.

By HENRY JOHNSON, JR.

May 24, 1920

LETTER from Manitoba:—Dear Sir, Last year I sent my statement for criticism and was very much pleased to have you comment on it and offer suggestions. I have tried to follow them, although I will admit that I find it just a little difficult to add freight to cost of goods as they come in. I have followed the plan of adding 2 per cent to cost. This, I figure, will take care of freight charges. My expense account shows clerk hire, all taxes on stock and building and ordinary upkeep of building. My real estate account shows a little gain because of some permanent improvement I have made. The value of real estate is not shown in report. I am carrying it on my books at about its actual cash value. I also figure depreciation on fixtures, but in past year have added some new fixtures which causes the account to show a gain. I have also taken out of the business \$2,163.93 for investment in real estate and my personal use. I find it almost impossible to reduce the stock carried at this time. The extreme high prices have caused the value of stock carried to reach a much higher point than it ordinarily did.

I bought futures in canned goods last summer. Early in the fall I bought my supply of dry goods, gingham, percales, overalls, and work clothing sufficient for this summer's business. Also had my cellar full of potatoes. Also had my heaters and ranges bought early. About all these were in at time of inventory and helped to make it larger than it ordinarily would have been. I do not make a practice of buying very many futures, although I have found them very profitable this year.

If I have figured correctly my cost of doing business was a little over 11 per cent., while the gross earnings was a trifle over 16½ per cent. This would show about 5½ per cent. net on sales. This is a gain of 1 per cent. over last year's business. Your trained eye will see at a glance that I am carrying too much on open account. I am making a determined effort to reduce this, and am being fairly successful. My expense account will be somewhat higher for the coming year because of increased work hire. But I hope to increase my sales enough to offset this.

And now, come on with your brickbats. You did me some good before and I believe you can do it again. At least I will be disappointed if you do not offer some criticism.

Yours very truly,

1919 Cash Sales	\$27,314.69
1919 Credit Sales	12,931.16
Sales for 1919	\$40,245.85
1919 Inventory includes—	
Mdse.	\$ 9,349.88
Fixtures	2,257.50
Notes	79.60
Cash on hand	512.90
Savings Stamps	100.00
Book Accounts	2,101.42
Liberty Bonds	950.00
	\$15,351.30

1920 Inventory includes—	
Mdse.	\$ 9,863.10
Savings Stamps	100.00
Notes	564.97
Book Accounts	3,866.66
Cash on hand	621.43
Fixtures	2,334.39
	\$17,350.55

1920 Inventory	\$17,350.55
1920 Sales	40,245.85
	\$57,596.40
	53,694.44
	\$ 3,901.96
Gain Fixtures Acct.	76.89
Gain Real Estate	94.30
Discount	476.79
Invest. and Proprietor	2,163.93
Gross Earnings	\$ 6,713.87
	\$ 4,528.28
Net Profit	\$ 2,185.59

1919 Inventory	\$15,351.30
Mdse. bought	37,823.07
Freight paid	520.07
	\$53,694.44
1920 Inventory	\$17,350.55
Cost Mdse. bought	\$36,343.89
Expense Account	\$ 1,691.22
Insurance	137.06
Interest on invest.	1,200.00
My Salary	1,500.00
	\$ 4,528.28
Net profit	\$ 2,185.59
Expense	4,528.28
	\$ 6,713.87

\$40,245.85/\$6,713.87 shows 16 6/10% gross.
11 1/2 % expense
5 1/2 % net profit.

Don't Estimate Whenever You Can Know

There is very little for me to except in that statement, but my friend says he will feel badly if I do not rub him the wrong way a little, so here goes:

Wherein lies the trouble of figuring freight exactly onto each invoice and thus charging it up directly to the specific goods involved? Suppose you have an invoice for \$296.20 against which the freight is \$3.14. Why cannot you divide the 314 by 29620 and get your percentage of almost exactly 1 1-8? You can. Then if you add 1 1-8 per cent. to each item, you will have covered the freight burden exactly. It takes a little time, but time is well expended in every case wherein its use promotes minute accuracy. More-

over, practice will make this come very readily, so it will absorb little time.

If you feel there are other charges which might as well go into freight—drayage, for example — and experience shows that 2 per cent. covers all such charges with fair accuracy and safety, then there will be no objection to use the 2 per cent. blanket in all cases except such as come under a heavier charge—shipments from a distance, or extra bulky merchandise.

In the case of extra heavy or bulky goods there never can be safety except in figuring specially.

Why insist on this so strongly? Because no merchant should estimate or guess at anything when he has at hand the machinery which will enable him to know exactly. There are more than enough items and factors about which we are as yet compelled to guess without taking on more of them. Let us get as close to facts in every instance as possible.

Under my suggested system, the item of freight paid, \$520.07, above, will not appear at all because freight as it is paid will be absorbed into cost of merchandise. Right now, I am not sure that item should appear. For in the item of merchandise bought, \$37,823.07, has not the 2 per cent blanket charge been included? If it has, is this not a doubling up of the charge against merchandise? Of course, it is always better to double charges and play safe than to omit something that should go in, but let us get as nearly as possible to actual facts.

Conservatism is Commendable—and Wise

This is not to say that we must not give our business the worst of it whenever there is doubt. We must, to play safe. It is, for example, excellent practice for this man to carry his real estate far below its present cash value. This because there is some doubt as to just how much of that value is permanent enhancement. Things are very much inflated at this writing. If he were to sell a bit of realty to-day at present value, then he'd have the money and be justified in taking in the cash at 100 per cent. of its amount. But as long as it is carried, it is well to play inside by a good margin. Then as time passes and values crystallize, he may have an increase which is permanent and be justified in taking the increase into account. Here, then, conservatism is wise. I hope I make my exceptions clear.

I wish I had details of the expense account. I believe it is fully kept up and that all factors are included; but it

Continued on page 56

Cash and Carry Idea Grows in Calgary

Number of Stores Operated on This Plan is Now Estimated at Thirty—Proprietors of Frico Stores and Grocerteria Ltd., Tell Canadian Grocer How the Idea Works Out.

By Staff Correspondent

CALGARY, Alta.—The number of cash and carry stores now in operation here is placed at thirty. R. J. Frizzle, proprietor of Frico Cash and Carry Stores, of which there are five in Calgary, told a representative of Canadian Grocer recently that he would never return to the old way of doing business. "I would rather work with a pick and shovel," he continued, "than put in the thirteen years again that I did, in conducting business in the old way. The business I am doing in the main store, if operated on the old lines, would require from ten to twelve clerks and five deliveries. Five clerks now handle the business nicely. One of my branches with only two clerks has a monthly turnover of \$7,000. I quite realize the system is not perfect yet, but I am improving it all the time. Petty thieving has been one of the leakages that has caused some concern, but it is being gradually eliminated by the use of mirrors, enabling the clerks to see what is going on at the back of the store without turning around."

A Scheme to Steal

"Not long ago, a woman came into the main store on a very busy day, and told me that she had noticed a lot of stealing and suggested that I hire her to do detective work on busy days. She worked for me some time but never caught anybody. But a detective happened to be in the store one day, when he noticed a young girl deliberately putting goods in her muff. It turned out that the young girl was a daughter of the woman I had hired to do detective work, and the young girl admitted that her mother had sent her to steal. Her mother had thought up the scheme so that she and her friends could get away with the stuff more easily. I noticed that from January to April my profits would drop, and the reason for this was that during those months the people wore heavy coats and muffs, thus easily concealing small parcels.

Grocerteria, Ltd., Has Seven Stores

Grocerteria, Ltd., of which H. M. Jen-



Main store of Frico Bros., Calgary, Alta., where the cash and carry system is in vogue.

kins is manager, operate seven stores on the cash and carry plan in Calgary, and this company was one of the first in the field. "When I gave up my old business and started in this one," Mr. Jenkins remarked to Canadian Grocer, "I held all my old fixtures, thinking the new idea would die out, but after two years I sold everything. It was evident that the cash and carry idea would stay. My biggest customers are people owning motor cars, as they can carry the largest orders away with them. Then again the wives of business men will phone their husbands to carry home the groceries. In one of my stores at the present time, the managers of four of the banks call in every night for their load. The beauty of the whole idea is that women often leave home, without any idea of buying groceries, but when they drop in one of my stores, they walk around and see for themselves, without asking a question, everything that a good grocery store sells. In this way, a woman who has only thought of one thing that she needed often leaves with a two or three dollar order. The inconvenience of carrying home their own parcels doesn't seem to matter at all, as not two per cent. of my customers have their goods sent home, unless it is a bag of sugar or some heavy article. A charge of 25 cents is made for all deliveries."

When Mr. Jenkins first started he used to make all these charge deliveries with his own truck. But he found this was a poor policy as customers would see his name on the truck and would think they were being charged for deli-

veries. He now has all deliveries made by a special delivery company.

Butter and chocolate bars are the only two lines not kept on display. These are kept under the wrapping counter. The public is well aware that he handles these lines as he has large display cards telling the people to ask to see them at the counter.

Selling Apples by the Box

Some weeks he sells two cars of apples. The last car cost him \$1.42 a box; he distributes these around to his seven stores. Cartage on these from car to store he figured at 2 cents a box, bringing the cost per box laid down at store at \$1.44 a box. He sold them at \$1.69 a box and the car was sold in two days. The one advertisement in the paper did for the seven stores and the cost of handling was practically nil. Mr. Jenkins quotes the average sales monthly for the past twelve months of some of the stores. The smallest store operated by one man averaged \$3,900 a month. Another store operated by four averaged \$12,000 a month. One other store operated by a man and girl averaged \$6,950 a month. Another store operated by two girls averaged \$5,300 a month. A careful watch has to be made on twine and wrapping paper. All bulk goods are wrapped and weighed in the packing department for all stores. In this way, they make sure of accurate weighing and it saves time for the clerks in the stores. Mr. Jenkins believes that there will always be room for the two kinds of stores, but he thinks eventually all groceries will have to be sold for cash. Mr. Jenkins figures that his costs remain about the same, whereas in the old way they are increasing. He says that when the people have money they come to him, and when they are a little short they have it charged somewhere else.



Illustrating No. 2 Grocerteria, 8th Ave., Calgary, Alta.

CURRENT NEWS OF THE WEEK

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

QUEBEC

H. Lord has moved his grocery store from 441 Demontier Street to 469 on the same street.

The grocery business of A. Jean, Charlevoix Street, Montreal, has been taken over by R. Jean.

Captain Blackwell, of the West Indies Mercantile Co., Ltd., leaves Montreal this week to take charge of the firm's interests in Jamaica, British West Indies.

The grocery store at 504 Lagauchetiere Street, Montreal, belonging to J. A. Mercier, 504 Lagauchetiere St., has moved to his new premises at 251 Stadacona Street.

J. A. Magor, senior member of the firm of Magor and Sons Company, Ltd., Montreal, returned on the steamer "Empress of France" on June 10, from a two months' sojourn in England. Mr. Magor accompanied by his wife left Montreal on April 10 for a business trip in England. He reports trade conditions very satisfactory in England, despite the fact that there is a certain unrest over prices and labor conditions in that country.

Hull merchants have formed an association to promote their interests. The new association will be known as "The Retail Merchants' Association of the City of Hull." The officers are: President, J. R. Lafond; first vice-president, Eugent Cousineau; second vice-president, D. Patry; secretary, M. J. E. Tremblay; treasurer, J. Pharand; board of directors, P. H. Charron, H. Charlebois, J. Charbonneau, C. Boland, J. Larocque, H. Monette and M. Goldenson.

ONTARIO

T. F. MacKinley, Melville, Ont., has opened a grocery business.

A. D. Morris is now settled in his new store at Mimico Beach, Ont.

C. H. Combs has opened a grocery store at 164 Main Street, Weston.

Mr. Coulton has commenced business with a general store at Mimico Beach, Ont.

The Retail Grocers' Association, of Hamilton, Ont., will be held at Wabasso Park on July 14th.

S. Chapelle, Long Branch, bought a corner building, to have more room for his steady growing business.

The Retail Clerks' Association, of St. Thomas, Ont., is planning to hold a picnic in Pinafore Park, St. Thomas, on June 23rd.

Michaud Bros., for 35 years connected with Michaud & Levesque, Ltd., Sturgeon Falls, have purchased the business of J. D. Cockburn.

Meyneur's Ltd., wholesale produce

merchants, Ottawa, suffered a loss of \$100,000 on Sunday morning, June 13, when their premises were practically gutted by fire in the early hours of the morning.

The Mount Royal Milling and Mfg. Co., Ltd., Montreal, has recently moved its offices from 1548 St. Patrick Street, Montreal, and are now located at Room 215 Coristine Building, St. Nicholas and St. Paul Streets.

Retail grocers of Toronto waited upon Hon. W. E. Raney, Attorney-General of Ontario, suggesting that penalties for infractions of the Early Closing By-laws should be \$10 for the first offence and \$20 for the second. While the maximum penalty is \$50, it was pointed out that the magistrates are imposing fines from \$1 to \$5. The Attorney-General gave the delegation his assurance that specific cases of unfair judgments against offenders will in the future be dealt with by his department.

Pembroke merchants observed the first half-holiday of the season on Wednesday last, but hardware stores, one general store, a flour and feed store and Woolworth's remained open. As a consequence a number of firms have announced that commencing last week they will remain open on Wednesday afternoons, but close each day at five o'clock during June, July and August.

John Petrie, a former merchant of Stayner, Ont., passed away at his residence in Fort William, Ont., recently. Mr. Petrie left Stayner for Fort William in 1910, and up until the time of his death was connected with a large departmental store there.

On Ottawa civic holiday, August 2, there will be a publicity tour of the Central Canada Exhibition Association to Mulone, and at a meeting of the Ottawa Retail Grocers' Association it was agreed that the retail grocers would assist to boost the tour and take an active part in its direction so that the Pure Food Show should be brought as prominently before the public as possible. The show promises to be a big success.

BUSINESS CHANGES

Joseph W. Eedy, London, Ont., has sold his grocery business.

H. J. Wall & Co., Ottawa, Ont., have disposed of their assets.

Gardiner & McGinnis, Hamilton, Ont., have disposed of their grocery business.

Alice & Andary, Windsor, Ont., have been succeeded by Halls & Andary.

Frank Bowden, Windsor, Ont., has opened a meat business.

A. Hastie, Montreal, has sold his business to Isadore P. Caron.

Dissolution of A. Leblanc & Co., Napierville, Que., general store, is announced.

Beaudry & Charbonneau, grocers, Point aux Trembles, Que., have dissolved partnership.

Mrs. J. L. Hulse, Toronto, has been succeeded in the grocery business by Broome & Hayward.

Thos. N. Brown, Collingwood, Ont., grocer, is discontinuing the book and stationery department of his store.

MONTREAL WHOLESALE HAS GOLDEN WEDDING

Wm. Galbraith of Wm. Galbraith & Sons, Wholesale Grocers, Has Happy Re-union on Fiftieth Anniversary of Wedding

William Galbraith, the senior partner of William Galbraith & Sons, wholesale grocers, St. Peter Street, Montreal, with Mrs. Galbraith celebrated their Golden Wedding on the evening of June 10th, by a reception at their home, 501 Lansdowne Avenue, Westmount. The home was beautifully decorated for the occasion and about 150 of the family's friends were present.

Mr. Galbraith has been for 50 years a wholesale grocer in Montreal. Although he is still actively connected in the business he finds time for duties of a public nature. He has been for some time an alderman, and was the first mayor of the City of Westmount. He is at the present time on the Board of Governors of the General Hospital and the Western Hospital, and is connected with other benevolent institutions in this city. He has been a keen lover of out-door sports and notwithstanding his 74 years he is still one of the best shots in the city, continuing his outdoor exercise energetically. Mrs. Galbraith enjoys as excellent health as does her husband.

Canadian Grocer joins Mr. Galbraith's business friends in congratulating him on this happy occasion, and wishing him health and happiness for many years to come.

So attractive was the exhibition of canners' labels during the convention of the Canadian Fisheries' Association, in Vancouver recently, that the whole affair is being brought East.

NEWS FROM WESTERN CANADA

WESTERN

Wesley Embury has opened a new grocery in Yorkton, Sask.

T. F. MacKinley, has opened up a grocery business in Melville, Sask.

W. H. Dunn of the Borden Co., Montreal, is now in Western-Canada.

George Eamor, Vulcan, Alta., is disposing of his stock of groceries, as he is going out of business.

L. E. Doudiet, a broker from Minneapolis, was a visitor in Winnipeg this week.

W. R. Drynan of Dominion Cannery, Ltd., is in Western Canada on a business trip.

C. S. Williams of Scott-Bathgate Co. Ltd., Winnipeg, has been in the East on a business trip.

Duggan & Gow, butchers, Camrose, Alta., are building a new brick store. They expect to be in it by July 1st.

R. G. Persse, of the firm of Tees and Persse, is on an extended business trip to the East, and will not be back for a couple of weeks.

A \$35,000 frost-proof warehouse is being erected this season in Kelowna, B.C., which, when finished, will be the second largest in the province.

Ross Richardson, of the firm of Richardson, Green, Ltd., grocery brokers of Winnipeg, left on an extended business trip to the East.

Dr. Caldwell of the Wentworth Orchard Co., Hamilton, Ont., was a visitor in Winnipeg last week. He called on his agents there, D. H. Bain & Co.

Walter Lumbers of James Lumbers Co., Toronto, passed through Winnipeg last week on a business trip through the West.

Foucar & Jenson have purchased the grocery business of R. H. Asp, Camrose, Alta. Mr. Jenson was formerly with the Camrose Grocery Co., wholesale.

Commander Stirling, R.N.O.B.E., has assumed the management of Stirling and Pitcairn, Limited, fruit packers, established in Kelowna, nearly a quarter of a century ago.

J. L. Beckwith, manager for Clayoquot Sound Canning Co., Victoria, was a visitor in Vancouver to the Fisheries convention. He states that the pilchard run has been satisfactory and the quality of the fish excellent.

John Wall, president of the Quality Cannery of Canada, Ltd., Windsor, Ont., paid a visit to their Winnipeg representatives, Nicholson and Rankin Ltd., last week. Mr. Wall has spent the past three weeks calling on the wholesale trade from Winnipeg to Calgary and reports that business has been good. Mr. Wall renewed many acquaintances in the West as he has been connected with the canning trade for the past fifteen years.

Western Travellers Will Meet at Calgary

Grand Council of Manitoba, Saskatchewan and Alberta Recently Met in Medicine Hat

REGINA, June 11.—The Grand Council of Manitoba, Saskatchewan and Alberta, of the United Commercial Travellers of America met at Medicine Hat June 4 and 5, and selected Calgary as the next place of meeting on June 3 and 4, 1921.

The following officers were elected:—Grand Councillor, C. G. Davidson, Edmonton; Junior Grand Councillor, W. Heislop, Lethbridge; Past Grand Councillor, H. F. Moulten, Winnipeg; Grand Secretary, W. H. McGibbon, Regina; Grand Treasurer, S. L. McCracken, Calgary; Grand Conductor, Thomas Fox, Saskatoon; Grand Page, W. L. Lewis, Winnipeg; Grand Sentinel, J. C. Dunlop, Moose Jaw; Grand executive committee for two years, T. D. M. Osborne, Saskatoon; W. E. Clark, Medicine Hat; Grand Chaplain, J. W. Lightbody, Yorkton; delegates to supreme council, H. A. Knight, Regina; R. M. McGowan, Winnipeg; C. G. Davidson, Edmonton, S. S. Savage, Edmonton. A resolution was passed endorsing the propaganda of the motor league of Alberta and promising assistance. It was also decided that the question of hotel accommodation in the three Prairie

WILL ORGANIZE A RETAILERS' TRUST CO.

Moose Jaw, June 10.—It was decided at the convention of the Sask. R. M. A. that steps will be immediately taken to organize the Retailers' Trust Company, a charter for which was taken out some years ago. The new corporation will have an authorized capital stock of \$50,000, of which \$10,000 must be subscribed and \$5,000 fully paid up before business can commence.

The company will be placed in charge of a competent and experienced trust company officer, and will be operated for the benefit of the retail merchants of the province, conducting a regular trust company business.

It was felt that merchants who get into financial difficulties would be much better protected in making an assignment to what would be essentially their own trust companies, although one or two merchants present warned against embarking upon an enterprise so fraught with difficulties.

The capital stock of the company will be offered to members of the association for subscription.

Provinces be taken up with the Provincial Governments.

Banquet Closes Successful Sask. R.M.A. Convention

MOOSE JAW, June 10.—The banquet that closed the convention was the bright spot in a three days' meeting that consisted of hard work on the part of everybody present. A notable address by Premier W. M. Martin, of Saskatchewan, on the resources of his province, was the important event of the evening.

Premier Martin incidentally spoke of the optimism that is felt among Western merchants towards the crop situation. He had travelled during the past month through all the portions of the Province where there were near crop failures last year and he found everybody hopeful as to the future. Much depended on a good crop, he said, as only that would put business back to where it should be and place the farmers on their feet.

The Premier paid a tribute to the retail merchants, who had never asked for class legislation. Every time the R. M. A. had approached him in regard to legislation their proposals had been such as to merit the best consideration.

President Banfield, of the R. M. A., advised merchants to support the press at all time. "The community with an enterprising press is a community that can make a quagmire into a bed of roses. The press accelerates business. Support your local papers," he said.

The banquet was tendered by the Moose Jaw local branch of the R. M. A., of which R. B. Holden is the secretary. R. H. Clarke, local president, acted as chairman, and at the head table sat George Maybee, Mayor S. A. Hamilton, City Commissioner Mackie, and others.

COMMERCE BOARD LEARNS MORE Continued from page 21

principle. You can't work on theory in our business."

Major Duncan: "Could wholesalers carry on by taking just normal profits like 5% on sugar?"

Mr. Eckardt: "If all wholesalers sold at a normal profit, including sugar at 5%, no doubt they could carry on, but they could not carry on unless everybody did the same. It would be impossible to bring about such a condition on all lines. There is just as much chance to lose on dropping markets as to gain on a rising one. I've lost considerable money on drops in my experience."

After further discussion along this line, the case was closed and Commissioner Murock announced that the decision of the Board would be made in a few days' time.

It is interesting to note that Commissioner W. F. O'Connor has sent in his resignation as a member of the Board to the Government.

Any Changes in Winnipeg Early Closing By-law Strongly Opposed

WINNIPEG.—(Special.) — A police officer visited the rooms of the Retail Merchants' Association of Manitoba here last week for the first time in its history. This does not mean that the officer of the law had any charge to lay against the association. J. H. Curle, the secretary, points out that the association had printed a large number of cards containing the wording of the Winnipeg Early Closing By-Law passed in 1900 and the Amendment passed in 1918. The police came for these cards to distribute them. In brief this by-law sets forth that retailers must close their places of business at six o'clock except on Saturdays, during the last three weeks in December, and a number of other days such as the day preceding New Year's, Good Friday, 24th of May, Dominion Day, etc. If the merchant is a fruiterer, confectioner, tobacconist, or restaurateur, the by-law does not apply, according to the amendment of 1918.

There is a move on foot among certain retailers to have this by-law repealed and the Retail Merchants' Association is working energetically to prevent it. In 1918, a conviction was secured against a merchant for breaking this law. The matter has been before the courts in appeal cases from time to time but the appeal has never been sustained.

Decide the Fine Points

Five judges were asked recently to decide on the following points:

1. Is the conviction erroneous in law and should the same be quashed?
2. Was the shop of the accused unlawfully open at the hour of nine o'clock on November 28th, 1918?
3. Is the said by-law, as amended, arbitrary and oppressive and does it discriminate between merchants of Winnipeg selling the same articles or class of goods?
4. Is said by-law in restraint of trade and commerce?

Three out of four judges upheld the decision of Magistrate Sir Hugh John Macdonald, that the store in question was not kept lawfully open and one judge decided against that.

Opposing Any Change

The grocers of Winnipeg, through the Retail Merchants' Association, are working hard against the City Council making any change. Through letters to the local press, statements are made pointing out that the returned soldier has a right to keep open his store if he desires after six o'clock. On the other hand, the Retail Merchants' Association contend that the returned soldier represents less than one per cent. of this class and that the majority who want the change are "foreigners." The Retail Merchants' Association also claim the returned soldier is entitled to every

justice and every consideration but they do not believe he is entitled to special privileges. Officials state there are a number of returned soldiers in the grocery business who are strong for the by-law as it stands. A number of young men who have been overseas are now in their fathers' grocery stores in Winnipeg and will eventually take over the business. These men, they claim, do not want the by-law repealed.

In Winnipeg, a fruit dealer who carries groceries cannot keep open after six o'clock under the new law. It is to be rigidly enforced on July 1 and thereafter unless the City Council decide to make a change.

Winnipeg Wholesalers Favor Four Per Cent. Tax on Manufacturers

The wholesale trade of Winnipeg, Man., has placed itself on record as favoring a sales tax of four per cent. on sales by manufacturers or importations, and that it shall be compulsory for the manufacturer to show this upon his invoices, rather than the present one per cent. sales tax, also that the excise taxes of ten, twenty and fifty per cent. shall be paid by the manufacturer at the time of sale or on importations. A thorough revision of the articles classed as "luxuries" is advised. This shall be made upon a scientific basis with a view to eliminating the present unfair discrimination. It is also urged that whatever system is adopted, that in the case of both excise and sales taxes, it shall be compulsory that the tax be shown on the invoices, and in whatever form it

Retailer Who Buys Direct Must Pay Two Per Cent.

Manufacturer Who Sells Direct to Retail Trade Does Not Escape With Only One Per Cent. Sales Tax—Changes in Luxury Tax.

THERE has been important changes made in the budget. The amendments that were previously announced have been ratified. The retail grocer, however, is not affected to any extent as he is not required to collect taxes. The sales tax is added to the cost of the goods which the retail grocer purchases from the manufacturer, and wholesalers and the grocer must therefore add this to his selling price.

Where Retailer Pays

When the sales tax of one per cent. was before the committee, Sir Henry introduced an amendment to provide that when a manufacturer sells direct to a retailer or a consumer, or the consumer imports direct, thus eliminating the

is collected, it shall be collected upon the total monthly turnover of the vendors, payable upon the 31st of the month, following the last day of the month upon which the tax is to be based.

Opposition was expressed against the methods as first proposed by the Finance Minister, contending that the suggestions of the Finance Minister would produce dislocation of business and defeat the aims of the Government. The new taxation also discriminated against certain industries in favor of other industries.

Winnipeg Firm Has Groceteria to Catch Transient Trade

A. F. Higgins Co., Ltd., Winnipeg, have installed a groceteria department in their main street store. While their trade is mostly phone trade, there is considerable transient business on Main Street and they felt that the groceteria will secure for them some of this business. They make it a strict rule not to deliver any goods whatever bought in the groceteria department. This was announced to their customers at the beginning and they had very little trouble. Once in a while a customer buying goods from the service counter and having them delivered, will also purchase something from the groceteria and want that delivered at the same time. This they decline to do and state that so far they have had no trouble explaining the difference in the two departments. Naturally they can sell goods at less in the groceteria than at the service counter. Cost of delivering their goods in the Main street store is between three and four per cent. This is a low cost, due to the fact that they have considerable transient trade with no delivery.

wholesaler or middleman, the customs officers shall collect two per cent. instead of one per cent. This amendment protects the middleman, the two per cent. corresponding to the one per cent. paid in other cases by the middleman to the manufacturer, and the one per cent. paid by the retailer to the middleman or manufacturer.

Iced Cakes and "Gross Goods" Exempt

Confectionery packed ready for sale in packages bearing the name of the manufacturer selling at retail at 10 cents per carton, and candy known as "gross goods," selling retail at one cent, also iced cakes and biscuits, are exempt from tax. The luxury tax of 10 per cent. on chewing gum is reduced to 3 per cent.

An International Fishery Research for North America to be Established

Standardization of Fish Products is Urged at Annual Convention of Canadian Fisheries' Association in Vancouver—Many Advantages to Be Gained from Having a Definite Uniform Grading to Each Variety of Fish.

By Staff Correspondent

VANCOUVER, B.C., June 15.—The fourth annual convention of the Canadian Fisheries' Association was held in Vancouver early in June, and was an unqualified success from every standpoint. Many of the leading merchants in fish lines from the East were in attendance, and if nothing else had been accomplished but the better mutual understanding of fishery difficulties in the East by the Western members, and in the West by the Eastern members, the convention would have done an immense amount of good. There were many points taken up by the convention that are not of particular interest to the grocery trade. Those grocers who attended were more than gratified to find the spirit in which those directly interested appreciated the many vast problems with which the fishing industry is to-day confronted. Among some of the points that are of interest to the grocery trade might be mentioned the establishment of an International Council for Fishery Research in North America. The establishment of such an institution was the subject of a most eloquent plea by Dr. A. G. Hunstman, Biological Board of Canada, Toronto. The depletion of the salmon is one of the reasons why a thorough survey of our Canadian coastal waters should be undertaken with a view to finding out what other fish there are in Canadian waters that are suitable for food.

Along the same line was an address by Professor John M. Cobb, Director of College of Fisheries, Washington University, Seattle. Mr. Cobb brought to the convention a great fund of information about fish, both in the natural habitat and in the can as the grocer is more familiar with it.

A Canadian College of Fisheries

The convention was pleased to learn from F. E. Burke, of Vancouver, that the establishment of a similar college has been under consideration by the British Columbia fishery people for months, and has been brought nearer completion by the location of a cannery on the Fraser River near the site of the British Columbia University, which has been secured for the use of such a college.

Mr. Kyle, Department of Education of British Columbia, and also a representative of the British Columbia University, both assured the convention that the bodies which they respectively represented stood ready to assist to the ultimate the effort to establish a fisheries college in British Columbia.

Another matter of great interest to the grocery trade was discussed in a paper entitled "Standardization of North America Fish Names," also by Dr. Hunstman. It appears that in various parts of the country the names used to designate various varieties of fish vary considerably, and at the present time occasion much confusion. Particularly is this noted in connection with shad in the East, and cod in the West, as well as mackerel in the North, many of which names are used to describe varieties designated by entirely different names in other parts of the country. More important of all is the dissimilarity in names used to describe various species of salmon packed in Alaska, B.C., and Pacific Coast States. For instance, it is pointed out that while "Sockeye" is most generally properly used, in Alaska a certain variety is called "Blue Back," while those caught in British Columbia waters and described as "Blue Back" are in reality young



A. L. HAGAR,
Of Vancouver, B.C., President of the Canadian Fisheries' Association. He is president, manager and treasurer of the Canadian Fishing Co., Ltd.

"Cohoe." Then, again, speaking of "Spring" salmon, which are well known to the Canadian trade, it is pointed out that in Alaska this variety is called "King" salmon, and in the Columbia River is called "Quinat," and also "Chinook," and sometimes "Tyeec."

"King" Salmon Instead of "Spring"

In the discussion regarding these names it was agreed that probably the best name to use in regard to this variety and on which to standardize would be "King" salmon, which described it, the largest of the salmon family, more nearly than the term "Spring," and it is possible that all the Governments will agree on standardizing on the name "King" instead of "Spring." Then, again, the "Cohoe," well known to the Canadian trade, is designated to the south "Silver" salmon, and the young is called in British Columbia "Blue Back." The "Hump-back" or "Pink" salmon is usually given this name, but the "Dog" salmon or "Chum," is quite often called "Qualla" by the packers of the Pacific States.

Standardizing Fish Products

A very able paper was delivered by H. B. Short, manager of the Maritime Fish Corporation, Digby, Nova Scotia, on the necessity of standardizing and inspection of our fish and fish products. This is a very, very important matter in the estimate of British Columbia packers, and some of them, notably Mr. Burke, for the Wallace Fisheries, have repeatedly used the columns of Canadian Grocer to press their claims before the trade for such inspection. As Mr. Short pointed out, a big market has been built up for New Zealand butter and mutton to a large extent by reason of the rigid Government inspection given to these com-

modities and the assurance the buyer feels that a Government graded article will be found to be just as described.

Mr. Burke also spoke on this same matter, and pointed out the advantages, both to packer, broker and buyer abroad, or to the domestic purchaser of having a definite uniform grading to each variety of fish. It was pointed out that there would be considerable objection on the part of some of the packers to a compulsory inspection, to which Mr. Burke heatedly replied that those making such objection must fear inspection, and be putting up such a product as to be a detriment to the best interests of the trade, any way.

Canadian Products Superior

Mr. Davis, of Vancouver, drew the attention of the convention to a statement made in the American papers that producers of American poultry and eggs had complained that their merchandise was at a disadvantage in competition with the products from Canada owing to the fact that the Canadian products were so carefully graded that the buyer preferred them, and would pay a premium to get them. "This," said Mr. Davis, "is also a good argument for standard Government grading of fish, and would also result in the word 'Canadian' in connection with these commodities being synonymous with 'highest quality.' We feel sure that the grocery trade would be very much in favor of having Government inspection and standardized grading of canned fish."

Seriousness of Depletion

One matter taken up by the convention which really interests the fish man more than the grocer is the hatchery problem. A representative from Oregon in the person of R. E. Clanton, Master Fish Warden in the State of Oregon, as well as Professor Cobb, from Seattle; Mr. L. H. Darwin, State Fish Commissioner, from the State of Washington; Col. Cunningham, Superintendent of Fisheries representing the Federal Government, and various other fishery experts, got into rather controversial matters in connection with the merits of the various schemes for fish propagation. Much good has been done to all concerned, and from their various experiences it has been demonstrated that spawning grounds can be seeded and fry satisfactorily produced which will, at the end of their cycle (which ranges from two to four years) return to their breeding grounds in a satisfactory percentage, and, depending on the amount done, replace the fish taken by the industry.

The hopeful thing is that all people interested, both Government officials and the cannery men themselves, are thoroughly alive to the seriousness of depleting Canada's fishery wealth without taking the proper means to ensure a continuance of the same.

Small Per Capita Consumption

J. H. Conlan, officer in charge of publicity in the Fisheries Department, Ottawa, was in attendance at the convention, and emphasized the necessity of acquainting the public with the advantages of increasing fish consumption in Canada, and pointed out that whereas in Great Britain the fish consumption was 55 pounds per capita per annum, in Canada it was much nearer 20 pounds, and also pointed out that a judi-



Delegates attending the Canadian Fisheries' Association Annual Convention at Vancouver, B.C. In the foreground can be noticed such important figures in the Convention as F. S. Payson, N. B. Bell-Irving, Fred Gosse and Hon. Wm. Sloane. The three central figures in the front row are F. E. Burke, A. L. Hager and J. A. Paulhus.

scious campaign for increasing the consumption of fish even up to 50 pounds per capita would amount to increased production of several cars a day, both from the East and West, and from the Great Lakes, giving added employment all the way round. He sincerely deprecated the policy of some Canadian packers of selling their output to New York brokers and not developing the foreign markets themselves. "Such foreign brokers," said Mr. Conlan, "are not interested in Canadian fisheries, nor where the fish go so long as the transaction shows them a balance on the right side of the ledger."

In an excellent paper entitled, "Geese and the Golden Eggs," Henry Doyle, vice-president of the Northern B.C. Fisheries, Ltd., of Vancouver, delivered a most comprehensive plea for conservation, showing how in various periods in our Canadian history that our policy has been to wantonly waste our natural resources without thought of the future. He commenced with the slaughter of the buffalo and finished with the ruination of the greatest salmon producing river the world has ever seen, the Fraser. He pointed out that while it was undoubtedly too late to remedy many of our mistakes in the past, it was not yet—though it would soon be—too late to save the salmon.

J. A. Paulhus, president of the D. Hatton Co., of Montreal, delivered an address on "Publicity for Increasing Home Consumption of Fish," a subject on which Mr. Paulhus is the best qualified in Canada to speak. Mr. Paulhus is the originator of Fish Day, which has been observed now for some time.

Association's New Officers

The list of the new officers of the association follows:—

A. L. Hager, Vancouver, president; J. A. Paulhus, Montreal, first vice-president; A. Boutillier, Halifax, second vice-president; F. E. Burke, Vancouver, third vice-president.

Directors: Nova Scotia—H. B. Short, Digby; A. Handfield Whitman, Halifax; H. R. Silver, Halifax.

New Brunswick—F. P. Loggie, Black's Harbor; F. Leonard, St. John.

Prince Edward Island—Hon. J. E. McLean, Souris.

Quebec—H. G. Connor, Montreal; W. R. Spooner, Montreal; J. T. O'Connor, Montreal; A. H. Brittain, Montreal.

Ontario—F. T. James, Toronto; Roy Lampkill, Toronto; J. N. McIntosh, Ottawa.

Manitoba—W. Douglas, Winnipeg; J. E. Simpson, Winnipeg.

Alberta and Saskatchewan—C. R. Rhodes, Calgary; A. S. Ducloux, Edmonton.

British Columbia and Yukon—T. H. John-

son, Prince Rupert; R. Gosse, Vancouver; J. E. S. Eckman, Vancouver; H. Doyle, Vancouver; H. B. Bell-Irving, Vancouver.

The chairmen of the various committees

are: Transportation, W. R. Spooner; Organization and Publicity, J. J. Harfelt; Membership, J. S. Eckman; Science, Dr. A. G. Hunstman and Dr. M. Fraser.

Low Grade Teas Are Flooding the Market

These Teas Are Much in Evidence and Prices Have Slumped—The Opening of Trade With Russia Will Have a Tendency to Relieve the Situation—Canadian People Show Preference for Fine Qualities

LARGE quantities of poor, low grade tea are apparently flooding the market and importers are experiencing great difficulty in procuring teas showing quality. There is also quite a volume of Indian tea that is showing considerable age, appearing on the market and importers are of the opinion that this is tea that was held by the British Ministry of Food. The latter is now anxious to get rid of it and consequently is dumping it on the market.

A few years ago Canada used to import vast quantities of this low grade tea which was consumed in the lumber and mining camps. The wave of prosperity that has been sweeping over Canada has changed this condition with the result that communities that previously were drinking a coarse tea are now demanding a much finer grade. Tea importers state that they can hardly give this low grade tea away. No person will buy it. Then again the low grade season is now on for Ceylon tea and pickings from that district for the most part show poor cup quality.

The resuming of trade relations between Great Britain and Russia will no doubt relieve the country of a large portion of the over-supply of these teas. Russia at one time was the largest consumer of both high and low grade teas. Their purchases of these two grades far

exceeded that of any other country, and there is every possibility that trade in tea will be resumed in the very near future.

Fine grade teas, for which the consuming public of Canada has learned to show a decided preference, is hard to obtain, state tea importers, and although prices on low grades have somewhat slumped due to the small demand, and an over-stocked market, there is no indication that lower prices can be expected on the better grades.

The situation in the market for Japans is a strong one, with very high prices being quoted. Early picking Japans are now quoted the trade at the high figure of 80 to 90 cents per pound.

PLATE GLASS INSURANCE WILL BE HIGHER

On July 1 insurance companies in the city of Toronto will increase the rates on plate glass 75 per cent. This is a tremendous increase in the premium that will have to be paid for plate glass insurance.

Merchants would be wise to look up their insurance policies and note when they should be renewed.

Board of Commerce Hampers Retailers

Mayor Hamilton, of Moose Jaw, Sask., Himself a Retail Merchant, in Welcoming Delegates to the Seventh Annual Convention of the Saskatchewan R.M.A., Declared That the Board of Commerce Made It Difficult for Retailers to Carry on Successfully

(By Staff Correspondent)

MOOSE JAW, June 10.—Attacks on the Board of Commerce and criticisms of Sir Henry Drayton's new taxes on sales and on luxuries were heard at the first day's session of the convention of the Retail Merchants' Association of Saskatchewan, although they were rather mild in character and only forerunners of what was to follow.

The attendance was not very satisfactory. Many merchants who had intended to come were detained at home by the lateness of the seeding in their neighborhood.

This was the seventh annual convention of the Association, but the first at which retail merchants in various lines met in sectional groups—grocers, hardware men, farm implement dealers, etc. The opening session was attended by all, however.

Mayor Raps Board of Commerce

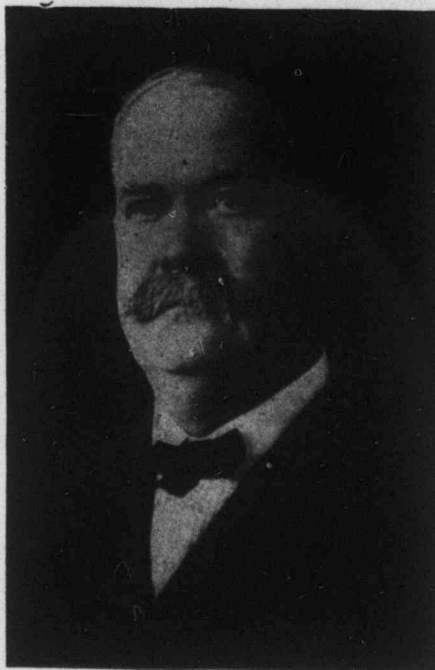
Mayor Hamilton is himself a retail merchant in Moose Jaw, and in welcoming the delegates, he took the opportunity of stating that he too had grievances against the Board of Commerce. "If the retail merchant is to succeed if he is to make any money at all out of his business, it will be necessary for him to make some concerted efforts to rid himself of some of the things that are being put in his way. It may not be the intention of the Board of Commerce to stand in the way of business, but they have left us many grievances."

President S. D. McMicken, of Moose Jaw, also took a whack at the board. He outlined the efforts of the Retail Merchants of Canada to have a representative of their association appointed to the board. "Instead," said Mr. McMicken, "the Government appointed two lawyers and a labor man. Not one of them was ever had any experience in retail merchandising. How can such men get a proper conception of the needs of business?"

Association Progressive

Substantial progress has been made by the Saskatchewan association during the past year, said Mr. McMicken. New departments had been opened, broadening the service to merchants to a very comprehensive extent. New districts had also been organized within the Province.

Mr. McMicken stated that a meeting had been held between the retail merchants and the executive of the United Grain Growers. Little had been accomplished in a commercial way, but from



S. D. McMicken, of Moose Jaw, who has been re-elected president of the Saskatchewan R.M.A.

a social and communistic standpoint a great deal had been done to level the animosity that had hitherto existed between the merchants and the grain growers.

Mr. McMicken also outlined the interviews between the executive of the Saskatchewan R. M. A. and the Provincial Cabinet in regard to such legislation as the Egg Marketing Act, the Farm Implement Act and the Automobile Repairs Act, all of which would be discussed during the convention.

Value of Organization

D. S. Saunders, district secretary at Assiniboia, which was organized during the past year, spoke on the value of organization.

"The retail merchants of the West are pioneers in more ways than one. You came out here on the Prairies with your last cent invested in your stock, and you took a long chance on ever making good. You are entitled to a great deal of consideration, but unfortunately you seldom get that consideration. You are the most important men in your communities. You pay the highest share of your local taxes, and you have a right to have your interests protected," said Mr. Saunders, stating that loyal support of the Retail Merchants' Association, support that went further than the mere

payment of membership fees, would give the necessary unity and co-operation to achieve their ends.

A. E. Tutte, who is district secretary at Kerrobert, said that co-operative work in his district was working out satisfactorily. Merchants who had previously refused to discuss business with each other were beginning to realize the advantage of co-operation.

Advertising Assistance

The report of F. E. Raymond, the provincial secretary, proved very interesting as it was an outline of the association's activities during a very trying period. Some of the chief points in his report were:

"Another new feature of our work is the installation of an advertising department in the Provincial Office, under the charge of W. R. Kell, one of our old stand-bys, who is an expert in his line of work. We are prepared to furnish any merchant with any form of advertising he may require, or to lay out a plan of campaign for any merchant who may not know just what line of procedure it is best to follow."

"What has been perhaps the most momentous period in the history of the retail trade in not only this Province of Saskatchewan but of the Dominion as a whole, has passed since we last met in convention, due to the extraordinary measures adopted by the various departments of the Government, both Provincial and Dominion, having a direct and important bearing in their effect upon the retail trade in that they throw a burden of responsibility upon retail merchants which is considered by many to be unfair because of the labor and expense involved in carrying out the provisions laid down.

"As an illustration of this I might mention the order issued by the Board of Commerce regulating the profit allowed on various lines of merchandise, and the returns required to be furnished monthly by different businesses—also the Luxury Tax recently imposed by the Federal Government in connection with which retail merchants are to a large extent required to act as collectors.

Membership Shows Big Increase

"As an indication of the fact that the work of the Association is appreciated we need only mention that our membership for the year shows an increase of 205. Our actual paid-up membership as at December 31, 1918, was 1,739, and at December 31, 1919, it was 1,944.

"I am sufficiently optimistic over the

success of our district branch work to believe that eventually we shall have as near to 100 per cent. of the merchants as members of the Association as it is possible by any means to secure, which therefore means that this form of organization is extended over the Province our membership will be very materially increased, due to the benefits that cannot help but accrue to the members individually and collectively.

"In my opinion it was never more necessary for retail merchants to become thoroughly organized in all respects than it is to-day, and on behalf of the Association I can truly state that we are endeavoring by every means within our power to develop our organization along such lines as will enable us, not only to give more efficient service but to accomplish greater results in anything that we undertake to do. We only need,

and I feel that we are justly entitled to the support of every retail merchant in the Province of Saskatchewan, and I would claim this for what is being done in Saskatchewan alone irrespective of the protection that is being afforded to merchants in this Province by the continued watchfulness of the Dominion Board at Ottawa."

Notes of the Convention

W. G. Marshall, who welcomed the delegates on behalf of the Moose Jaw Board of Trade, was guilty of a pun when he stated that the troubles facing the retail merchants of Canada to-day provided a "budget of thought" for the convention.

Mayor Hamilton, of Moose Jaw, is a retail merchant himself. He is a coal dealer and lumber merchant.

The meetings of the association were held in a church. "The better the place, the better the deed," someone remarked.

In his annual statement, Provincial Secretary Raymond reported that as a result of representations made by the association to the Saskatchewan Government, it is now necessary for individuals whose chief business is handling produce on a commission basis to take out a bond for \$2,000 with the Provincial Government.

"At the City of Ottawa you have a bunch of merchants that is the backbone of this association." This was President Banfield's tribute to the Ottawa R. M. A. "You don't know what the R. M. A. is doing for you at Ottawa," added the Dominion President.

"Let Producers Do the Egg Marking"

Grocers' Section of Saskatchewan R.M.A. Pass Resolution Asking That the Government Amend the New Saskatchewan Egg-Marketing Act

By Staff Correspondent

MOOSE JAW, June 10.—The grocers' section of the Saskatchewan R.M.A. convention spent an afternoon in the discussion of a subject that is attracting attention in many provinces at the present time—methods of improving the quality of eggs sold in the country, and of obviating loss through the purchase of poor eggs from farmers. The discussions centred around the new Saskatchewan Egg Marketing Act, which came into effect on June 1, and which provided that:—

"Every person who receives eggs for sale on consignment from producers, or purchases eggs from producers for sale at wholesale or retail, shall candle all eggs offered to him, and no such person shall buy or sell eggs unfit for human food."

Want Act Amended

A resolution was finally passed asking the Government to amend the act so as to make it necessary for producers to mark all eggs offered for sale. It was felt this would shift some of the burden of responsibility from the merchant.

Explaining the motives of the Government in passing the legislation, Mr. Auld said: "There is a tremendous market for Canadian eggs overseas if we but keep the quality of the product we export up to the mark.

"Before the war England used 430,000,000 dozen eggs a year or 36,000 carloads. Of that amount, 50 per cent. were imported, largely from Russia, Denmark and other European countries. To-day Great Britain is facing a yearly shortage of 12,000 to 13,000 carloads. Canada's exports to Great Britain are only 475 carloads a year, an infinitesimal portion of our total production of 165,000,000. It indicates the opportunity there is in England for the marketing of Canadian eggs.

Fine Reputation for Canadian Eggs

"But, although the number of eggs we have sent has been very small, they have achieved a fine reputation for quality. Canadian eggs have actually sold at a premium of 20 to 30 cents in the London markets over American eggs.

"It is to insure that we will retain the

Resolutions Passed by Sask. R. M. A.

Moose Jaw, June 10.—A number of amendments to the provincial legislation affecting hawkers, peddlers and other agents were asked in resolutions passed by the Saskatchewan R.M.A. convention here. One resolution asked that the Hawkers and Peddlers Act be made applicable to agents who are residents of towns in which they operate. At present residents do not require to take out licenses.

Another resolution asked that the license fees should be made to cover one line of goods only, with additional lines carried by a single peddler to be charged for on a sliding scale.

Other resolutions passed were:

To make it compulsory for village councils to enact an early closing by-law when a properly signed petition is presented.

To have the Bulk Sales Act amended to include farmers.

Asking the Western Board to organize farm implement retailers so as to enable them to present a solid front in demanding wider margins and better contracts from the wholesalers and manufacturers.

Asking for the amendment of the Saskatchewan Auto Repairs Act, which was contended to be unworkable.

To increase the provincial membership fee of the R.M.A. to \$20 from \$15 as at present.

reputation for high quality that our eggs have gained that the Government has passed this act, which makes it illegal for a re-

tailer to either buy or sell eggs that are unfit for food. It will not be hard to find a market for all our surplus eggs at the present time. But five or ten years hence, when Russia, Denmark and other European countries are producing again, it may not be so easy to create a market. It is up to us now to create such a reputation for quality as will insure in the future that there will always be a market for Canada's eggs when other countries find it difficult to get rid of their surpluses.

"The legislation, we hope, will improve the quality of the eggs sold in Saskatchewan. The hen does not produce a bad egg, but eggs suffer in handling between the nest and the table.

"Eggs are sometimes brought in by farmers that are unfit for food. The loss in such a case should go back to the person who permitted the deterioration, and that is the aim of the act."

In the discussion that followed it was apparent that the merchants did not like the idea of being made wholly responsible for the candling of the eggs they handled. They felt that the producer should share the responsibility. S. B. McMicken, of Moose Jaw, and G. W. Stockton, of Carlisle, made aggressive arguments in favor of legislation compelling egg producers to mark their eggs with a distinguishing license number.

A resolution to that effect was passed by the grocers present, and Mr. Auld stated that the matter would be considered by the Government before the next session.

R. H. Ensmore, of the Dominion Department of Agriculture, said that the Saskatchewan law was only part of a movement to raise the standard of Canadian eggs. Alberta already had an egg-marketing law. Manitoba and Ontario were drafting somewhat similar legislation, while the Federal laws were being amended so as to make them much more strict as regards the quality of eggs sold in the country.

A resolution sent in by the Assiniboia branch, asking the Government to make it compulsory for egg producers to mark their eggs with a distinguishing mark was passed by the grocers present.

J. C. Nichol, of Radisson, was chairman of the grocers' section.

Five Main Essentials that Constitute a Legal Contract

N. R. Craig, Barrister, of Moose Jaw, Reveals
Some Interesting Points in a Talk to Saskatche-
wan R.M.A. on the Elementary Features of the
Law of Contracts

By Staff Correspondent

MOOSE JAW, June 10.—To the retailers present at the Saskatchewan convention one of the most valuable features of the program was an exposition of the elementary features of the law of contracts by N. R. Craig, a local barrister. Mr. Craig told of many little-known statutes that trip up the unwary merchant.

"There are five main essentials of a legal and binding contract," said Mr. Craig. "First and most important is that there should be two parties to the deal. Secondly, there must be what is known in law as 'offer' and 'acceptance' before the contract becomes a contract. Thus a merchant may offer goods in a letter for sale at a certain price. The offer becomes a contract binding on both parties when it is accepted in a letter by the second party, in fact, from the moment the letter of acceptance is placed in the post box. It is then irrevocable by any one of the parties, even should the party who makes the offer withdraw before receiving the acceptance which the other man may have already posted.

"A third essential of a perfect contract is the capacity of the parties to enter into it. An ordinary contract between a minor and an adult is illegal, although there are cases where it is binding on the adult and not on the minor. On the other hand, a contract by a minor to purchase necessary articles is binding upon him. A contract to purchase clothes, food, or such articles is binding, and in the case of an infant of affluence, a contract to purchase such an article as an expensive diamond ring would be binding, as the courts would deem it a fairly necessary article of adornment for a minor with the wherewithal to foot the bill.

Legality of Object

"A fourth consideration is the legality of object. Thus a contract to perform an illegal act would not or could not be binding under the law.

"There must also be some consideration mentioned in a contract. No contract is binding unless some consideration is mentioned, be it only a dollar, or an unimportant act. Moreover, in the case of a promissory note, the holder may not allow any extension of the time for payment or any other concession unless a consideration passes, or is alleged to pass on the note."

An Interesting Case

In this connection Mr. Craig mentioned an interesting case. A promissory note fell due. The payee endorsed on the back of the note, "This note is extended until November 15," and signed his name. Later he crossed out the word November, substituted the word September, and negotiated the instrument. When the alteration was discovered he was haled before the local magistrate and convicted of a forgery. The appeal courts, however, reversed the decision as they held that no material change had been made in the note, inasmuch as the extension of the time was not effective, owing to the lack of a consideration being mentioned.

Mr. Craig gave some hints about contracts that are of interest to retailers. All contracts should be in writing, whether the law requires it or not. Every contract involving the sale of land or goods to the value of \$40 or over is required by law to be in writing. All contracts, too, should have a

seal. The effect of the seal is not easily understood, but it has one important effect of extending the time under the statute of limitations from six to twelve years.

For Breach of Contract

A warning was also given concerning the proper method to collect a remedy for breach

SHOULD BE A REST ROOM IN EVERY STORE

Moose Jaw, June 10.—In his address to the retail merchants, J. A. Banfield, Dominion president of the R. M. A., again suggested that every merchant should have a rest room in his store.

He described the store of a retailer in a small town in Manitoba, where there is a small rest room, fitted up with a rug, a writing desk and a few comfortable chairs. There is never a day passes in the store when some committee of women in connection with local churches or other organizations do not meet in the rest room.

"Can you beat that for advertising?" asked Mr. Banfield. "Try it."

of contract. Should a party suffer loss by the failure of another party to deliver goods contracted for the party of the first part cannot collect damages for his loss unless he has gone into the open market and purchased the goods which the second party refused to deliver. And then he can only collect the difference between the contract price and the price he was forced to pay.

Mr. Craig also discussed the law of in-

NEXT CONVENTION WILL BE IN SASKATOON

Next year's convention of the Saskatchewan Retail Merchants' Association will meet in Saskatoon. That was decided upon at the Thursday afternoon session. The dates of next year's convention will be decided by the executive, but they will be approximately the same as the dates of the 1920 meeting.

terest, and the most important observation he made was that merchants should state upon their billheads the rate of interest they will charge on over-due accounts, and should state it in per cent. per annum, as interest rates could not legally be stated in any other way. They should also give notice in writing concerning over-due accounts, and state the date from which interest is payable and the rate per cent. per annum of interest that will be charged.

Few Changes in the Executive of Sask. R. M. A.

MOOSE JAW, June 10.—Only two changes were made in the personnel of the executive of the Saskatchewan R. M. A. in their elections. The officers for the ensuing year are as follows:

President—S. D. McMicken, Moose Jaw; first vice-president—W. P. Ball, Assiniboia; second vice-president—George Matheson, Craik; honorary secretary—Garfield Wray, Regina; treasurer—S. E. Fawcett, Saskatoon.

The A. J. Massie Agency Ltd., are vacating their old quarters and moving into new quarters in the Chamber of Commerce Building, Princess Street, Winnipeg.



Main Street, looking north in Moose Jaw, Sask.

Merchants Carrying Too Much Stock

"Not Less Than Two Billions of Surplus Stocks Are Carried by Merchants of Canada and United States," Says Canadian Banker in Addressing Saskatchewan R.M.A. Convention

(Staff Correspondence)

MOOSE JAW, June 10.—The most helpful address delivered at the convention of the Saskatchewan R. M. A., was the clear exposition by Arthur W. Maybee, local manager of the Canadian Bank of Commerce, of the relations of the banks to the country merchant. And incidentally, Mr. Maybee took the opportunity to warn off the coming downward readjustment of prices that merchants must prepare for.

"The merchants of the West are carrying too much stock," said Mr. Maybee. "A well-informed authority tells me that not less than two billions of surplus stocks are carried by the merchant of the United States and Canada, and that one-half of this has been purchased since prices reached their present high levels. On their own statements, from 25 per cent. to 50 per cent. of the total assets of the merchants in the three provinces of Alberta, Saskatchewan and Manitoba consists of stagnant merchandise and uncollectible accounts.

Have Wisely Cut Stocks

"Manufacturers and wholesalers in most cases have wisely cut their stocks to the limit at the present time. That means that the country merchant is going to be the goat when the readjustment of values comes around.

"I don't think the drop in prices will be gradual. The rise has been gradual, but in all markets the downward trend is invariably precipitate. There is no precedent for a gradual readjustment downward of prices.

"The result in the case of merchants who have stocked up with goods bought at speculative prices is hard to foretell. It is the business of merchants to buy and sell and not to speculate.

Mr. Maybee, in discussing the relations of the banks to the merchants, cleared up many misunderstandings that have existed in the past. In part he said:

"Some people believe that because the banks loan the people's money, the people should have some say in the way the money is loaned. But the banks are responsible to the people for the money that is entrusted to their care and they must exercise discretion in loaning it.

"The first fundamental of a loan from a bank is that there should be security for its repayment.

Ready to Assist Production

"The banks are always ready to consider a loan to a party who will devote the funds to increasing production. We cannot loan money against fixed assets, lands, buildings, etc., as this would be invading the field of the mortgage companies. Because of the need of increas-

ing production the principal classes of loans in the West are to farmers. Next to the farmers comes the business of the manufacturers and the wholesalers, because the standards of doing business in these cases is usually such as to make a low rate of interest possible. The bank suffers few losses.

"Then comes the business of the retailers and it is guided largely by past experience. This experience has, I am sorry to say, been extremely unfortunate in the past. The banks have had to face serious losses, largely through inefficiency in merchandising. The average country merchant has probably not had sufficient training to conduct his business on an accurate basis and it has been very difficult to get accurate information from retailers who have asked for loans.

Too Many Uncollectible Accounts

"Country merchants have given us no end of trouble by carrying down from year to year accounts long outstanding and uncollectible, and by including in their statements of assets merchandise that is quite unsaleable. This stuff accumulates like a rolling snowball.

"The merchant too seldom depreciates his fixtures enough. That cannot go on; the merchant who does not provide

enough each year for depreciation will find some day that he will have to replace his fixtures from the profits of the current year.

"The merchant must keep his accounts collected. It is not the function of the bank to loan money to the merchant for him to loan to the farmers who deal with him, and yet that is just what it does when it loans money to the retailer who buys his goods on a 30 or 60 day basis and carries his farmer customers along for six or eight months. We have bank branches to carry the farmers when they need funds. If the farmer is entitled to a reasonable amount of credit there is no reason why the merchant should carry him. He should borrow from the bank and pay his bills."

Mr. Maybee also emphasized the necessity for retail merchants carrying sufficient fire insurance on their buildings and stock.

Mr. Southcott of J. H. Wethey Co., Ltd., St. Catharines, passed through Winnipeg last week on his way to Vancouver to attend the convention of the Manufacturers' Association. Mr. Southcott visited the Western agents of the Company, Mason and Hickey in Winnipeg.

LEVY TAXES ON THE MANUFACTURERS INSTEAD OF ON THE RETAILERS

MOOSE JAW, June 10.—The Saskatchewan retail merchants at their convention here stood solid behind the demand of the Dominion Executive of the Retail Merchants' Association, in demanding that the new taxes should be levied at the source, that is on the manufacturers instead of on the retailers.

President J. A. Banfield led the onslaught on the budget, and in a lengthy address at the Wednesday afternoon session poured hot shot into the taxation proposals. "The plutocratic manufacturer," he charged, "whom I consider the profiteer of the age, gets off scot free, while the merchants turn tax collectors for the Government."

Mr. Banfield stated that the merchants were partially responsible for the taxes with which they had been burdened. He stated that when the Government asked for his opinion on the feasibility of a sales tax, he expressed himself as in favor of it. His opinion was concurred in by the Dominion Executive of the R.M.A., but when the suggestion was made public that there should be a tax on sales, retail merchants from all over the country who were not fully cognizant of the proposals of the executive wired to Ottawa protesting against the idea and the result was that the straight sales tax to apply to manufacturers, wholesalers and everybody was defeated and the present taxes submitted. "You got the luxury tax and now you are squealing," said Mr. Banfield.

"Now what we have to do is to frame a form of taxation that will be satisfactory all around and that is why we are asking that the taxes should be levied at the source, where collection will be much more economical."

"The present tax will have a tendency to make criminals out of merchants. When they have to make an invoice in quadruplicate for every ten cent sale of ribbon there is bound to be a great temptation to let things slide. It will take an army of inspectors to collect the taxes."

"Where is the Dividing Line?"

Retail Grocers of Saskatchewan Want the Problem of Wholesalers Selling to Hotels, Hospitals and Restaurants Decided—A Co-operative Buying Organization is Threatened

By Staff Correspondent

MOOSE JAW, June 10.—What is the dividing line between the wholesale grocer and the retailer? This question and the kindred problems of the right of wholesalers to sell to the restaurant, hotel, hospital and institutional trade was discussed at the Wednesday morning session of the convention.

Representatives of the wholesale grocers operating in Saskatchewan were invited to the meeting, but only six turned up. After a heated discussion between the retailers and the wholesalers, it was decided that delegates from the trade should meet with the jobbers and decide the points involved. The wholesalers made it clear though that they would not subscribe to any agreement that did not include the three Prairie Provinces, and the retailers on the other hand threatened to form a co-operative buying organization if their demands were not granted.

Should Only Sell Retail

President S. B. McMicken, of Moose Jaw, opening the meeting, stated that the purpose was to find out where the wholesalers' functions end, and where the retailer begins. He personally thought that groceries should only be sold by wholesalers to legitimate retail dealers. Selling to hotels, restaurants, etc., should be cut out. A delegate stated that a certain wholesale house in Regina had gone so far as to put a Chinese traveller on the road to get the Chinese restaurant trade.

Mr. F. F. Cawsey, of Cameron-Heaps, Regina, wholesale grocers, stated that he felt it would be "impracticable for retailers to care for the restaurant trade in the cities." Some restaurants use as much as \$100,000 of goods every year. If we refused to sell them supplies they would go to other cities and purchase their requirements or form their own co-operative wholesale house.

Mr. McMicken: "There isn't a retailer that cannot handle the restaurant trade. It's hoggishness on the part of the wholesalers in grabbing it. The retailer should also have his local hospital trade."

Dominion-Wide Co-operative Society

Mr. Cawsey: "Regina is the only city in Canada where the hospitals buy from the retail grocery trade, although all their supplies of drugs, linen and fruit are purchased at wholesale. We are constantly criticized by the public for our failure to sell foodstuffs to Regina hospital at wholesale prices."

Mr. McMicken: "The Greek restaurants are driving the legitimate trader out of business. They have a 24-hour service, and sell their goods cheap in the

"CREDIT THE CURSE AND DAMNATION OF RETAIL BUSINESS," SAYS GEO. MAYBEE

MOOSE JAW, June 10.—Straight jabs from the shoulder enlivened the address that George Maybee, Moose Jaw's shoe manufacturer, delivered to the retailers at their Wednesday evening session. Discussing the difficulties merchants face in competing with the catalogue houses, Mr. Maybee told them that the remedy was in their own hands, and that by improving their methods of doing business, and possibly forming a co-operative buying organization, they could put the mail order houses out of the running.

"First of all, though, you must eliminate the credit system from your business forever," said Mr. Maybee. "Credit is the curse and damnation of retail business. He used to believe we could tax or legislate the mail order house out of business. We can never do that because the mail order house is the consumers' friend and you will never get any legislation without the support of the consumer."

"But you can 'get' the mail order house if you want to. First, you merchants have to begin to like each other. Cut out local jealousies and show that you are big enough to go to the man you scrap with, shake hands, and say, 'Let's be friends.'"

"Then you have to improve your business methods. A great many merchants who are in business to-day ought to be running circuses. You should establish a buying centre for yourself. Meet the mail order man on his own ground. Have your own jobbing house and eliminate the middle-man."

day to make the people think that the retailer is robbing them. Then at night when the other stores are closed they double their prices to make up."

"I'll tell you wholesalers that you are driving the legitimate retailers into the wholesale business. There will be a Dominion-wide co-operative buying organization among the retail trade. That's a warning."

Will Formulate Policy

Mr. Crawford, of Macdonald Crawford Company: "There is no use in the Saskatchewan retailers and wholesalers coming to an agreement unless it binds the whole West, or trading will be carried on outside the province."

On the motion of W. G. Williams, of Moose Jaw, seconded by John Bullied of Lumsden, it was decided to appoint a committee of retailers to meet the wholesalers and formulate a mutually satisfactory policy.

Mr. Cawsey: "There must be concession on each side. Retailers should not be allowed to buy from manufacturers."

More Sask. R. M. A. Members Should Support Fire Ins. Co.

Moose Jaw, June 10.—Members of the Mutual Fire Insurance Association, which is operated in connection with the

Saskatchewan R. M. A., have their risks carried at a rebate of 25 per cent. from the "board" rates. That many of them have been quick to take advantage of this rebate was indicated at the annual meeting of the fire insurance association which was held on the Wednesday afternoon of the convention. The gross amount of insurance carried has increased from \$882,200 a year ago, to \$1,241,869 at December 31, 1919.

J. L. S. Hutchinson, of Saskatoon, president of the company, presented the annual statement, which showed total assets of \$73,342, gross receipts for the year of \$43,609, and insurance written during 1919, \$1,446,675.

However, not enough of the members of the association are supporting the fire insurance company, said the president, and he stated that amount of insurance in force could be nearer \$3,000,000 than one and a half millions as at present. Only by getting a wider class of risks, could a sufficient surplus be built up to enable the company to increase the amount of insurance allowed under each policy.

The meeting spent two hours arguing about the abolition of the \$5 admission fee which is charged to new comers into the company, and a notice of motion was finally introduced to amend the by-law so as to abolish it.

W. Morgan of Delisle and W. P. Ball of Assiniboia, the retiring directors, were re-elected, this time for three-year terms.

WINNIPEG GROCERY SECTION

For Western Merchants

Hurrah!

Gartons
CUSTARD

Give it freely to the children — it's so nutritious
Has a flavour all its own — rich and creamy — nothing quite like it.
From all Stores.

CARTONS
CUSTARD
STARD
STANDARD FLAVOR



THE big Garton Consumer Campaign is now running in all the leading Western dailies, telling thousands of Westerners about this superb English Custard, and the most profitable way you can link your store up with this energetic campaign is by keeping your supply of Garton's Custard well displayed in the window and on the counter.

Our Winnipeg office is fully equipped to give you prompt, efficient service, and you'll find the prices of our lines good and their quality unquestionably superior.

Note our Winnipeg address.

W. G. Patrick & Co., Limited

137 Bannatyne Ave., E
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TEES AND PERSSE LIMITED

Here Since 1884

"From the Great Lakes to the Rockies"

Our present organization and chain of warehouses, totalling 31 acres of floor space, are silent tributes to the quality of the products we handle.

We are located at strategic points in Western Canada, giving our principals a daily contact with the wholesale and retail trade. Our progress is continuous—can we be of service to you?

Tees & Persse, Limited

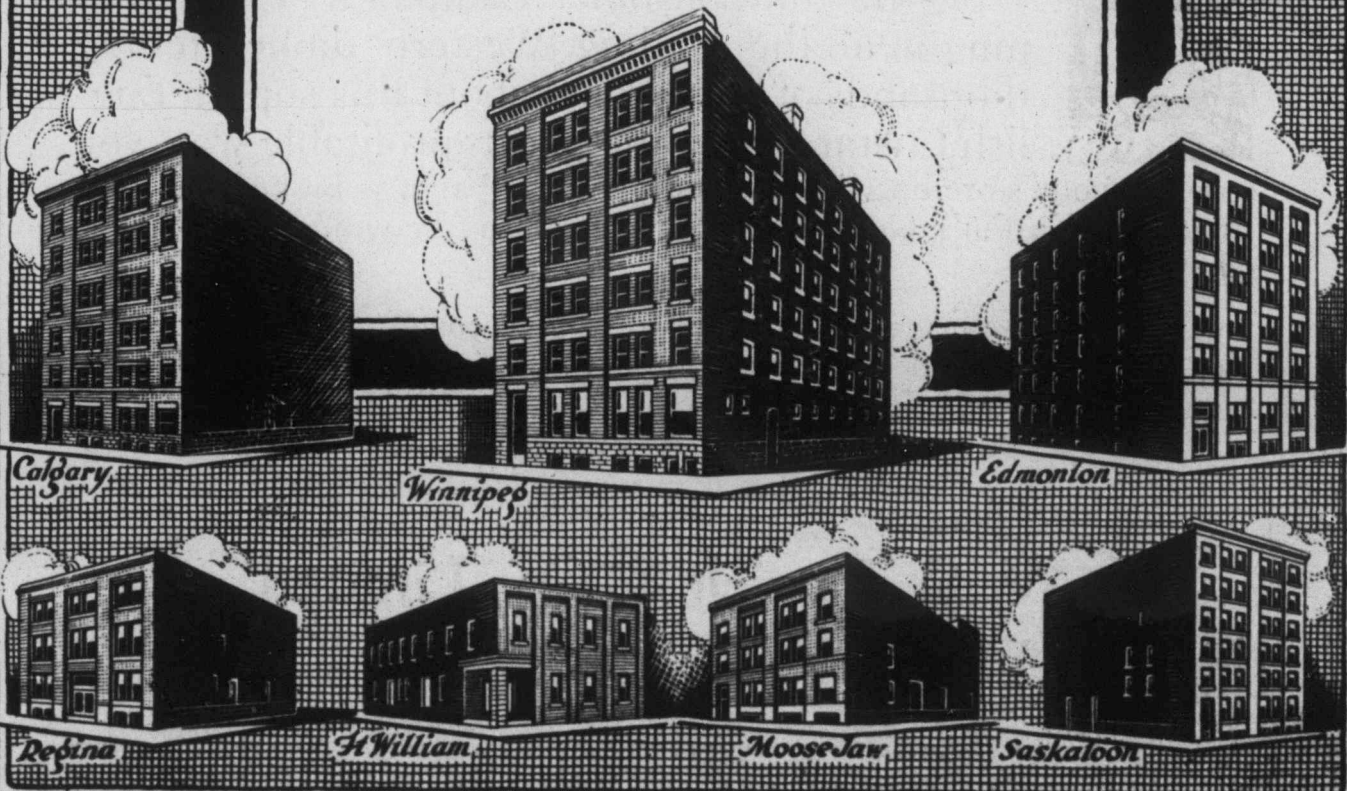
Manufacturers' Agents

Winnipeg, - - Man.

Fort William
Saskatoon

Regina
Calgary

Moose Jaw
Edmonton





Get Your Supplies of
Christie's Biscuits and Robertson's Confectionery
 from us



We need not enlarge upon the excellent selling qualities of these two well known lines. They are favorably known the country over and sales are assured once your customers know you handle the Christie and Robertson lines.

You will find our service a big factor in successful selling. Years of successful business experience in the west enable us to give our patrons the kind of service that means bigger selling and better profits.

Connect with us now. Stock Christie's Biscuits and Robertson's Confectionery and win the unstinted approval of your trade. We are also agents for HUNGERFORD SMITH'S Fountain Supplies and METCALFE'S Chocolates.

Scott-Bathgate Co. Limited

Importers and Commission Merchants
 149 Notre Dame Ave. E. - Winnipeg

In Striped Packages Only



There is no mistaking the Biscuit in the Striped Package. It "stands out" in your store.

The top quality and appetizing flavor of this Som-Mor Biscuit is even more distinctive than its Striped Package. Your sales will prove the worth of this fact to you.

Varieties:

- Som-Mor (plain or salted).
- Ginger Snaps
- Royal Arrowroot
- Fairy Soda
- Graham Wafers
- Social Tea

All Western Canada sees the Striped Package advertising in the newspapers and farm papers.

North-West Biscuit Company, Ltd.

Edmonton, Alberta

Regina Saskatoon Calgary Vancouver

A Cigar Maker or Tire Manufacturer May Market Seconds



*But you don't want
Second Grade Fish.*

WALLACE'S is—
The Best Fish that can be caught,
in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

W. H. ESCOTT CO. LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—
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Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

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

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We are more than Brokers, we are **Business Builders**.

WRITE US TO-DAY
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Winnipeg, Man.

Branches with Resident Sales Managers at
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The Carter Company

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Advertising to Buyers is one
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Advertise Your Product in
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It reaches the Buyers It's a Business-Getter

Rates and Information on Request

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.

Vancouver
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C. T. NELSON

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

In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.

VICTORIA - VANCOUVER

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314 Carter-Cotton Building

Telephone Seymour 4337
ROY A. HUNTER

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Specializing in Carlots of—
Potatoes, Poultry, Eggs, Butter (Dairy
and Creamery), Rice, Beans, Canned
Fruits, Dried Fruits, Nuts, Raisins, Dates,
etc.

An energetic Western organization with
lots of experience and efficient sales organ-
ization.

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Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

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

Western Transfer & Storage, Ltd

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

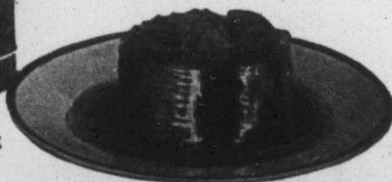
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EVERY MORSEL EDIBLE
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"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said "you have to pay the same for cases, and cans, and to the fishermen—so I guess you save a dollar's worth of labor on each case—NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.

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Red Arrow Biscuits

are quite apparently the

Biggest Package for the Money

NATIONAL BISCUIT & CONFECTION CO., LIMITED, - VANCOUVER

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MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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A. M. Maclure & Co.MALTESE CROSS BUILDING
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GROCERY, DRUG AND
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SPECIALTIES**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.**Geo. W. Griffiths & Co., Ltd.**

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*Selling Agents and Brokers*Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries**Richardson Green, Limited**MANUFACTURERS' AGENTSCalling upon the Grocery, Hardware and
Drug Trade.

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We work The Retail Trade

Why Not Build Up Your Trade in the
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(MANITOBA) LIMITED

Agents for MOIR'S Chocolates

Confectionery, Grocery and Drug Trade

91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.WHOLESALE GROCERY BROKERS
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DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU THE

SERVICE

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LET US SHOW YOU.

"BEST IN THE WEST"**Head Office: WINNIPEG, MAN.**Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER
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We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

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

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Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

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Wholesale Commission Brokers and
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We give you the best of service.
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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.

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*The "All-Canadian"
Favorites*

Malcolm Milk Products

Here's a line of high-class milk products that will make just as big a "hit" on European or other foreign markets as they have done in Canada.

Malcolm milk products are made in the heart of *one of Canada's finest dairying districts* by the most modern sanitary methods from the milk of Government inspected cows, and are rich in butter fats and proteids. They are attractively labelled, offer a good profit, and are rapid sellers.

We invite correspondence, and will be pleased to submit samples and quotations.

**The Malcolm Condensing Co.,
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From the Heart of the Strawberry growing section of the world-famous Niagara District



WETHEY'S Strawberry Jam

Is Distributed

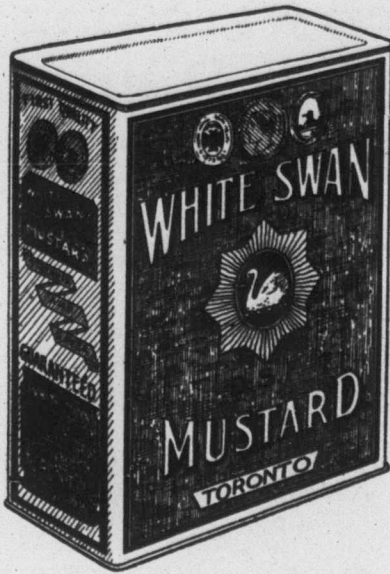
Under ideal conditions, the strawberries, fresh from the surrounding fruit gardens, are converted into a delicious conserve that is making the name of "Wethey" famous.

Place your order now.

The pack is limited.

A little later may be too late.

J. H. WETHEY, LIMITED
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"It has the Nip"

¼ pounds at \$2.25
½ pounds at 4.00

White Swan Mustard

is a big Summer seller and should be
Featured in your Summer displays

White Swan Brand, the well-known, better-flavored, better-priced mustard, is an absolute necessity in the household during warm weather.

It adds an appetizing zest to all cold lunches, salads, etc., and should be kept well to the front in your summer displays.

White Swan Spices & Cereals

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Toronto - Canada

Do you need a good man?

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

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

And it only costs you 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

"The Grocer's Encyclopedia"

This book gives concisely the history of all kinds of food-stuffs from A to Z. Well illustrated by half tones, many of them in color.

Contains 478 pages.

Is 11 x 9 inches in dimensions and 2 in. thick and well bound.

Gives you the information you want to know about the growth, origin, harvesting, etc., of all domestic and foreign goods sold in grocery stores.

Will assist you and your clerks in buying and selling.

Price is \$10.50

Sole Agents for Canada

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Quaker Flour

A Superlative Creation



How Johnson won his neighborhood

The story of Johnson is the story of ten thousand grocers who display this Quaker Flour.

When the Quaker Oats Company announced a flour he quickly put it in. He knew that housewives loved Quaker quality. And that they would welcome a Quaker grade of flour.

So he displayed it. Women saw it and they tried it. The results amazed them and they told their friends. And Johnson soon had the flour trade of that neighborhood.

A million users

Thus Quaker Flour already has won a million

users. And countless grocers make it an attraction. Four modern mills are needed to supply it, with a daily capacity of 10,000 barrels.

Just because Quaker cereal products have always been a super-grade and we made a flour to match them.

Quaker Flour is made by experts under new-day scientific methods. We employ chemists to constantly analyze it and bakers to constantly test it.

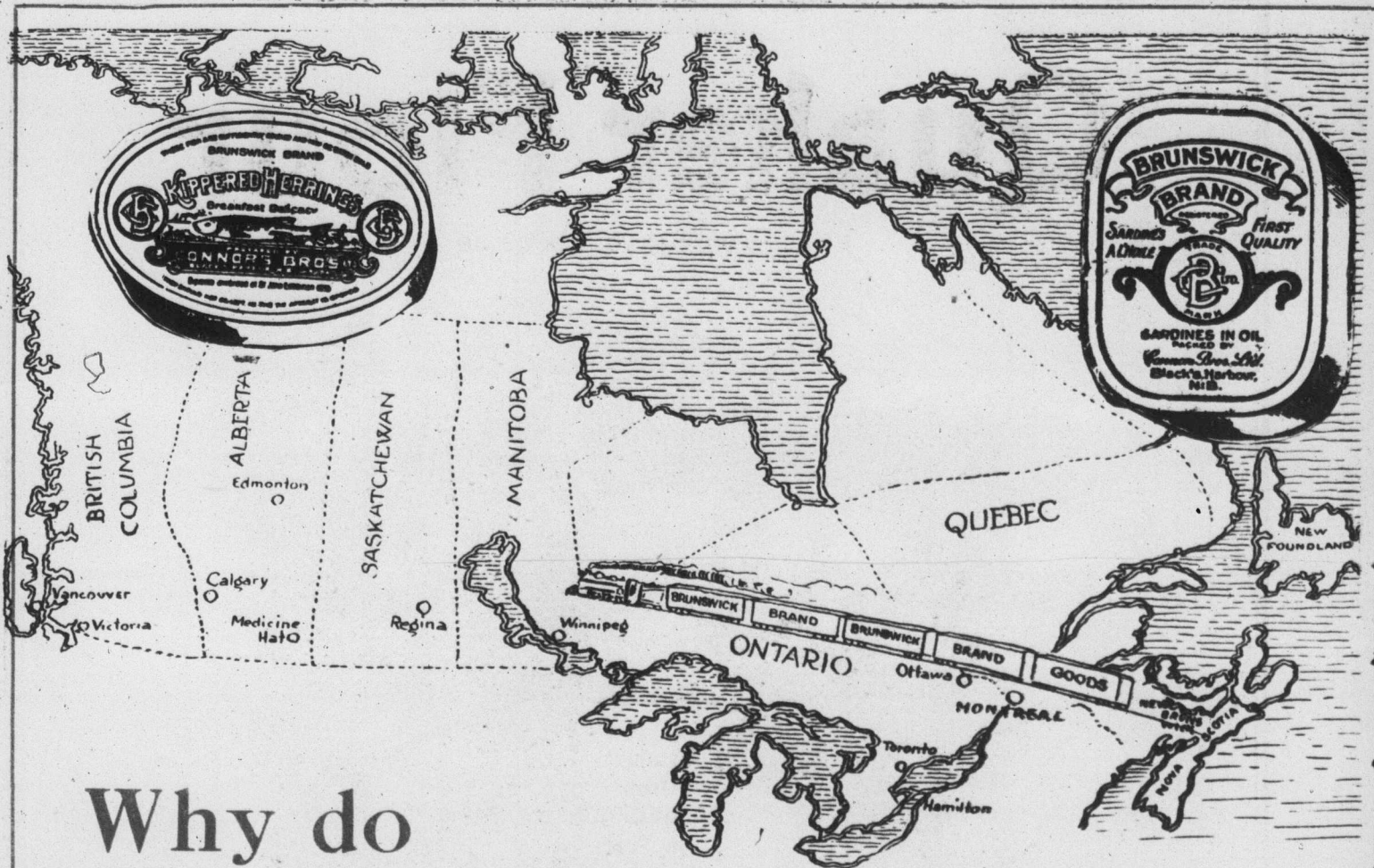
The result is a new grade flour—the finest flour that science can produce.

The Quaker Oats Company

Quaker Flour Mills

Peterborough, Ontario
Akron, Ohio

Saskatoon, Saskatchewan
Cedar Rapids, Iowa



Why do Brunswick Brand Sea Foods always repeat?

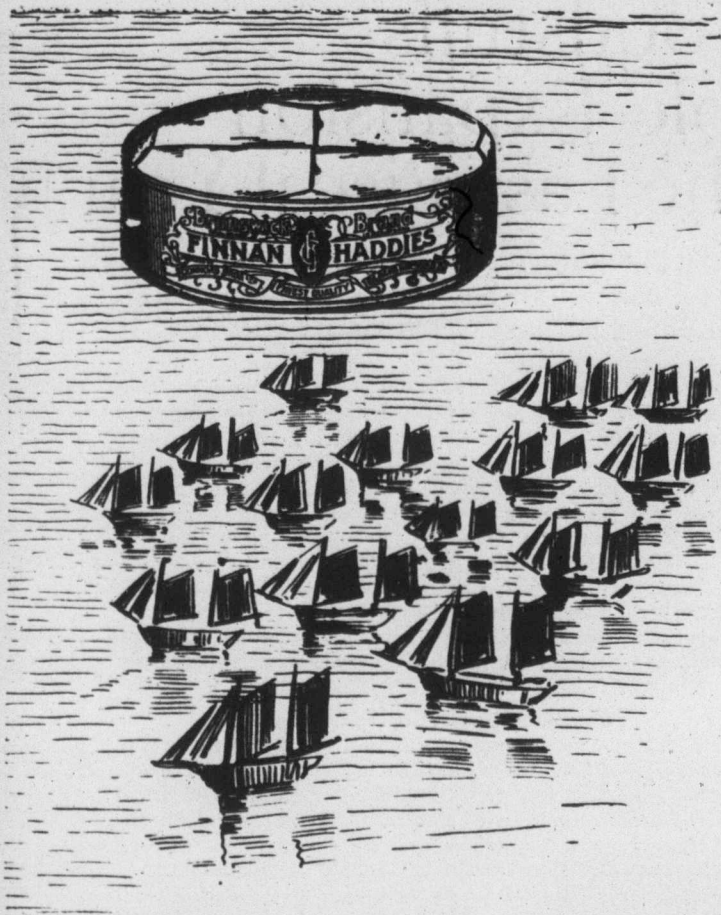
The exceptional flavor and purity of *Brunswick Brand* lines coupled with *their moderate cost* is the big reason for the steady, profitable chain of repeat orders that every *Brunswick* dealer enjoys.

Always keep a full line of *Brunswick Brand* sea products in stock and you will be able to cater to the fish requirements of your customers in a way that will mean complete satisfaction for your customers and steady, profitable repeat orders for yourself.

*On the sea-coast, a short distance from the Port of St. John,
we can offer European and other importers quick service.*

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.



1/4 Oil Sardines
 1/4 Mustard Sardines
 Finnan Haddies
 (Round tins)
 Kipperd Herring
 Herring in Tomato Sauce
 Clams

Fresh from the clear cool depths to
your customer's table.

Brunswick Brand Sea Foods are processed and packed from the finest catches as soon as they are brought in from the depths. They are prepared under strict sanitary regulations and constant surveillance in our own Canadian plant (one of the finest on the Atlantic coast).

It is this perfection in processing and packing, using only the choice of the season's catches the moment they arrive, that always wins approval wherever *Brunswick Brand* lines are introduced and guarantees them to be "fresh from the clear, cool depths to your customer's table."

Warm weather always speeds the sales of *Brunswick* lines, so keep your stocks well supplied.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

Canada's Export of Foodstuffs Shows Remarkable Expansion in Value in the Last Fiscal Year

Increase in Canada's Trade of \$165,980,266 Shown for Year Ending March—Comparative Figures for Foodstuffs Show Splendid Advance in Eleven Months Ending February, 1920

CANADA'S trade with foreign countries has shown a steady growth in the past few years, and the increase in exports in the last fiscal year ending March 31 is sufficient indication of the growth and expansion that has taken place. The increase for the fiscal year ending March 31 amounts to \$165,980,266. The total volume of Canada's exports and imports during the year was \$2,351,174,886, compared with \$2,185,194,620 for the year ending March, 1919.

Increase in exports for the year amounted to \$23,048,292 as compared with 1919, the total value of goods exported from Canada during 1919-1920 being \$1,239,492,098 as against \$1,216,443,806 in 1918-19. A glance at the export figures for the two years shows a great increase in the value of food products sent out of the country, in 1919-20, as compared with the preceding year.

Canadian Industries Exhibition

An evidence that Canadian firms are bidding for a share of world trade is contained in the extent of interest aroused in Canada over the Canadian Industries Exhibition that is being held in London, England, in June. It has been suggested that the exhibition be held periodically in order that the progress of Canadian industry may be given wider publicity. A large number of leading industries in Canada have space at the exhibition. The firms represented will no doubt give British and other overseas buyers some idea of the wide range of Canadian industries now actively interested in export trade.

Heavy Exports of Foodstuffs

A glance at Government reports shows that foodstuffs and grocery commodities generally have been heavily exported. Take for example, apples. For the eleven months ending February, 1920, exports of apples totalled \$3,633,319, as compared with \$1,776,601 for the corresponding period ending February 1919. Fresh fruits amounted to \$142,615 as against \$39,395. Dried apples, too, showed an enormous increase for the same eleven months, with a total of \$475,457 as compared with a preceding total of \$52,338. Canned fruits and preserves in the above period were in heavy demand on foreign markets, and Canadian packers availed themselves to the fullest extent in this regard, exports being more than double what they were in the eleven months ending February, 1919, the figures for the period ending February of this year being \$2,919,696 as against \$1,370,713. In grains, wheat shows a tremendous increase at \$171,518,830, and practically all others were ahead of the corresponding eleven months. Exports of rice from this country were very much in advance of any previous time, the total being \$632,495 as compared with \$59,379 for the same months of the preceding year. Oatmeal and rolled oats, rice meal and rice flour, rye flour and wheat flour have been exported more or less heavily, the most noticeable advance being in the first mentioned. Exports of oatmeal and rolled oats amounted to \$4,162,801 as against \$3,983,500. Wheat flour shipments out of Canada totalled \$91,730,284, all flour and milled products reaching the grand total of \$101,810,446.

Now Exporting Macaroni

An interesting feature of the expansion of Canada's exports in foodstuffs, is apparent in the statistics on macaroni. Previous to the war there was practically no macaroni

manufactured in Canada, yet alone any export. This industry has grown out of the inability to get sufficient supplies from Italy and other producing countries, and also from the fact that the consumption of macaroni in Canada has increased at an astonishing rate. In fact no figures are mentioned in Government reports for preceding years, and the total export for the eleven months ending February of the current year amounted to \$392,698, the month of February alone, totalling \$72,049. Corn starch manufacturers too have been shipping some out of the country for the first time, and while the amount to date has been small, there is every indication that the export trade in this commodity will grow.

Canadian Confectionery Abroad

The demand for Canadian confectionery abroad in the past two years has been very gratifying to manufacturers on this side, the fact that the industry in the Old Land had not reached a pre-war normality giving a golden opportunity for the makers in the Dominion to extend the field. Exports of confectionery in the period under review were more than four times the corresponding eleven months ending February, 1919, the figures being \$5,710,678 and \$1,422,954. Maple sugar, too, has been consumed in the United Kingdom and other countries on a fairly large scale although the increase in exports is not so noteworthy as in the case of confectionery. The total for the eleven months is \$1,066,977. Maple syrup, however, was practically double the preceding period, at \$18,601. Exports of sugar of all kinds totalled \$22,256,050, as compared with the modest figure of \$164,786, during the 1918-19 period. Syrups other than maple syrup were exported to the amount of \$709,606, this business being carried on for the first time.

Tobacco Overseas Trade

Tobacco, both in the manufactured and unmanufactured state, has become one of the regular Canadian products now selling in the foreign market. While the amount for the eleven months ending February last did not total as high as in the corresponding period of 1918-19, there is a very considerable increase as compared with the same eleven months in 1917-18. For the same months ending February, 1920, exports totalled \$3,680,228, as against \$4,913,740 for the same eleven months in 1918-19.

Canned Vegetables Big Increase

Canadian canned vegetables apparently found a welcome place on the Old Country markets, for the total for the eleven months amounted to the sum of \$1,369,604, as compared with \$8,919,596. The export was largely to the United Kingdom, over a million dollars' worth going to the Old Land. In the way of canned fish, the United Kingdom was not a heavy importer, with the exception of canned salmon. A very considerable increase is reported as compared with the 1918-19 period. Exports of canned salmon to the United Kingdom amounted to \$7,349,068, while total exports, including the United Kingdom and other countries, totalled \$11,358,251.

These figures serve to indicate the place that Canadian foodstuffs is gaining on the old world markets, and the value of developing export trade to an even greater extent is impressed upon all who are anxious to see Canada take her position among the foremost producers of the world.

Can Build Trade With Foreign Lands Entirely by Correspondence

One Firm Has Built a Large Trade With South America in This Way—Getting in Touch With the British Consular Agents is the First Requisite—Some Points to be Observed

BUILDING an export business with foreign countries, without special salesmen making voyages to far-away lands, without having any special representatives in the various fields, but to carry it on entirely through correspondence, has been the unique experience of a Canadian firm interviewed by Canadian Grocer. Some interesting facts relative to the export trade operated by this concern were revealed. That there is a field for Canadian companies in many of the foreign countries of the world, there is not doubt, and that this export business can be developed without any great outlay of capital, without sending any special representatives to these places, and with a minimum of expenditure, has been proved by the experience of this company.

"Cultivate the British consular officers is the big thing in developing business of this kind," this exporter advised. "Take any country you may select, and get in touch with the British consul there, asking him to send you a list of importers. Providing there is a market for your product in this particular country, the British consular officer will put you in touch with the proper buyers. It is also of importance to keep in touch with Canadian trade commissioners, and a list of them is regularly published from time to time."

This Canadian firm is carrying on a large trade with South America, and during the period of the war did a considerable business with Switzerland and Spain. However, this latter trade was only of a temporary character. Turkey and North Africa are also numbered among its customers. At the present time in South America the company has a number of buying agents who purchase outright on their own account, but who have the goods shipped direct to the ultimate retailer.

Many details to be learned in the carrying on of this export business are of inestimable value in making it a success, and in winning favor with the buyers in these various countries. "There is nothing more provoking to the importer in these lands than mistakes in the matter of postage. They are very much annoyed if they find they have to pay postage at the other end. Then it is essential to get correct translations of the Spanish business letters, that is referring to trade with South America. Correct transla-

tions, whether in Spanish, French or German, are very important.

"Watch your documents," is another point that is urged in an export trade with foreign lands. "See that all information necessary is on the invoices, that statements regarding weights are carefully checked. South American customs officials support themselves on fines paid for these mistakes, and it is at once evident how diligent they are to find errors, and how essential it is for exports here to be absolutely accurate. For Spanish-speaking countries weights are expressed in kilos. The form of invoice must be a specially informative one. The question of exchange is another matter of very great import. All drafts must be declared in Canadian or United States gold."

These are some of the points to be observed in this manner of building an export trade, and it would seem that much can be done, with comparative ease, and a minimum of expense, to still further expand what is already a growing Canadian export trade in foreign lands.

Industry is Now More Normal in the Old Country

Industrially, England and the old land generally, is gradually returning to a more normal condition, according to the opinion of E. W. Langley, of Maclure and Langley, manufacturers' agents, Front Street East, Toronto, who has just returned, after four months in the United Kingdom. Mr. Langley returned with a number of new agencies for foodstuffs, the nature of which he expects to announce shortly to the trade, through the medium of Canadian Grocer. "While the Government in Great Britain is still controlling essential foodstuffs, there is no acute shortage at the present time, and in many instances warehouses are filled with canned goods and other lines of food that have been shipped into the country," stated Mr. Langley. "In fact in many lines of foodstuffs there appears to be a surplus. Meats, and particularly mutton, are plentiful now. As regards lower prices, declines in butter, eggs and bacon are evident, and there seems to be a feeling that still lower prices are going to prevail. As regards sugar, the individual consumer is only permitted eight ounces weekly, and the

price is around 28 cents per pound, but the manufacturer is allowed up to fifty per cent. of 1915 supplies. English confections are again being produced at almost a normal rate, the fact that manufacturers are able to get sufficient sugar to carry on, greatly stimulating this branch of industry.

"Wages are still maintained at very high levels, but there is more disposition on the part of the people to settle down to work. Early in March there was an apparent attitude, to conserve in the buying of high-priced goods. This, of course was in common with the widespread feeling that prices must come down, and this was the only way to bring them down.

"Altogether a noticeable improvement is noted in business, as compared with previous trips, and England will soon again be able to resume her export business with the rest of the world. I do not anticipate any difficulty in getting a supply of the lines for which I have secured the agency. As far as export of certain Canadian goods is concerned, there will, in all probability, be some slackening, due to the greater production in Great Britain."

Good Market for Canadian Fish in Australia

D. H. Ross, Canadian Trade Commissioner in Melbourne, Australia, writes concerning the Australian fish market:—

"Prominent Canadian concerns have capable and reliable representatives in Australia, and are well posted as to trade conditions. There is always a good market in Australia for canned salmon, depending of course upon the prices ruling. When the landed costs are very high the Australian buyer does not purchase fish in tins to any great extent. There is not much demand for salted salmon or herring, but cod in bricks (boneless) finds a ready sale, but there is very great difficulty in securing the latter of good quality. The demands for these are steady all the year round, but obviously the largest importations are landed for the Lenten trade."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE conditions of all markets continue in a firm undertone. Deliveries of sugar are coming forward and regular shipments from now on are expected. The amendment to the budget has been ratified and prices on lines that are affected by the tax will be readjusted. Business on some lines is reported quiet, but generally business is normal for this season of the year.

MONTREAL—The general tendency of the market this week is for higher prices with only a few exceptions. Butter is dearer and the cheese market continues strong. Eggs are unchanged in price. Halibut is dearer, while the lake fish has a tendency to be a little easier. Cooked meats are very strong on the market and the demand is steadily increasing. The sugar market is rather strange, since prices quoted are purely nominal and almost any price is being paid for supplies. The vegetable market is much stronger this week with higher prices as a feature. In the miscellaneous lines, condensed and evaporated milk is dearer. Spices are a little easier in price. There is no change in the fruit prices.

TORONTO—The condition of the markets generally are firm to higher. Supplies of granulated sugar have improved; a small shipment has been distributed amongst the wholesalers and further shipments are expected to arrive this week. The market for molasses is very strong, with a scarcity noted on Barbadoes even at the extremely high prices that are quoted. The situation in cereals is peculiar; manufacturers state that it is impossible to manufacture cereals at the prices quoted. The fact that business on this line is quiet and jobbers are well stocked is a factor that is keeping down prices. Rolled oats in one quarter has advanced to \$6.45 per bag, but there are some jobbers quoting rolled oats at a dollar a bag below this figure. Corn flakes in the U.S. have advanced one dollar a case. This is an indication that higher prices can be expected here due to the fact that American corn is used in the manufacture of corn flakes. There

is no change in the market for spices; prices are fairly steady with the exception of peppers. Peppers are unsettled with an easier undertone. Japan teas are very high in price and a scarcity noted. High-grade Ceylons and Indias are difficult to obtain, while low grades are cheaper. The market for tea showing any quality is firm. Canned goods are in active demand and prices are holding firm. The market for nuts in the shell has recovered from the slump of a couple of weeks ago; quotations are now slightly in advance of those previous to the decline. There is an indication that Southern rices may be higher, especially on the better grades. The samples of southern rices being submitted to importers are of poor quality, mostly showing yellow spots caused by rain. Eastern rices, although arriving in better supply, are mostly of the broken or second quality. Advances have been registered on custard powder, fly swatters, package coffee, mince meat, H.P. sauce, cocoa and condensed milk.

Fresh and cured meats are unchanged in price, with a scarcity noted on hams and backs. Eggs and butter are firm. Shortening is easier. Poultry has declined.

WINNIPEG—The local market has been very quiet this week, due largely to the heavy pressure being brought to bear by the financial houses.

The budget during the week has been thoroughly discussed by both the wholesalers and retailers, and while these firms are greatly in favor of the proposed tax, in order to help pay off the deficit owed by Canada, there is a feeling that many adjustments will have to be made to make it at all feasible. From the latest reports, sugar is due for an advance. The tea market is in a very erratic state. Good quality teas are firm, while the lower and medium grades have shown a decided decrease. Canned peas from the South showed an advance of 30 cents a case this week. The prune market is very quiet, due largely to the high prices which these goods are being offered to the trade. The primary rice market is lower. Flour is expected to advance. New fruits and vegetables are arriving daily. Strawberries are reported scarce.

QUEBEC MARKETS

MONTREAL, June 18.—The feature of the market this week is the advanced prices on vegetables. Beans, cucumbers and cabbages are two dollars higher. Potatoes are a little easier. The potatoes are coming in very good supply with easier prices. There is little change in the fruit market. Watermelons are arriving and are offered at one dollar and a half. The first of the early Japan teas are on the market but as predicted the price is very high. Walnuts continue at very easy prices but peanuts are higher. Evaporated apples are cheaper and rice has a tendency to be easier. Pepper is quoted lower and some imported cocoa lines are advanced again. The sugar market continues in the same peculiar condition and higher prices seem inevitable. The molasses market as a result is very strong. Evaporated and condensed milk is higher again and hay is offered at three dollars a ton lower. Feed on the other hand is much dearer.

Sugar Prices Peculiar

Montreal.
SUGAR.—There is no change in the sugar situation this week. The price quoted is only nominal and it is doubtful if supplies can be obtained at this price. There appears no hope for lower prices in the near future and an advance in the list price would not be surprising.

Big Demand for Molasses

Montreal.
MOLASSES.—No change is reported on molasses this week. The condition is similar to the sugar market and as the sugar prices advance an increase in the price of molasses may be expected. There is a very big demand for molasses at the present time, the great difficulty being to get supplies sufficient to meet the demand.

Another Advance on Cocoa

Montreal.
COFFEE AND COCOA.—The market for coffee and cocoa is unchanged and continues strong. There is a good demand and especially is cocoa strong since there has been an advance in the price of imported cocoas. Epps' cocoa has had another advance in price this week and the 1-5 lb. tins are now quoted \$1.30 per doz. for the pure and \$1.35 for the prepared.

Early Japan Tea Arrives

Montreal.
TEA.—There is no change in the tea situation this week.
The first of the early pickings of the Japan tea will be offered on the market here this week. The prices are rather high, varying as to quality from 85 cents to one dollar. The Indian and Ceylon teas are very quiet and the market is somewhat easier.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 62	0 60
Broken Pekoes	0 66	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	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 85	
Early picking	0 90	
Finest grades	1 00	
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.		

No Change in Package Goods

Montreal.
PACKAGE GOODS.—There is no change in the price of package goods this week. The prices given last week on cereals remain firm this week. The demand, especially for prepared cereals, is very good.

Cereal Prices Steady

Montreal.
CEREALS.—The market for cereals is unchanged this week. The demand is fair considering the summer season and prices remain firm.

CEREALS—		
Cornmeal, golden granulated	5 60	
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	7 25	
Barley (roasted)		
Buckwheat flour, 98 lbs. (new)	6 00	
Hominy grits, 98 lbs.	6 50	
Hominy, pearl (98 lbs.)	6 50	
Graham flour	6 00	
Do., barrel	13 25	
Oatmeal (standard granulated)	6 00	6 75
Rollod Oats (bulk), 90s	5 60	6 00

New Strawberry Jam Offered

Montreal.
CANNED GOODS.—There is no change in the condition of the market on canned goods. The new strawberry jam is reaching the market and the first supply is packed in glass jars. The price quoted is \$9.00 per doz. for the 22 oz. jars.

Advance on Condensed Milk

Montreal.
MISCELLANEOUS.—There is another advance in the price of evaporated milk this week. The new prices are 25 cents higher on the large size case and 15 cents higher on the small size, 24 to a case. Condensed milk in most brands, 48 cans to a case, is up 50c per case

throughout. Bulk jellies are also dearer by five cents, being advanced to 45 cents per pound. Compound lard is reduced one cent per pound and is now priced at \$5.40 for the 20 lb. wooden pail. There is a reduction in the price of chocolate bars this week from \$1.05 to 95 cents a box.

An Advance on Peanuts

Montreal.
NUTS.—As intimated by Canadian Grocer last week the market for peanuts has been very strong and has this week advanced a fraction of a cent a pound. The price generally is ½ cent higher on peanuts. The quotations on walnuts continue at a sacrifice price. Walnuts being offered here retail as low as 40 cents per pound.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan		0 75
Brazil nuts (new)		0 28
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		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 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia		0 14
Peanuts (salted)—		
Fancy, wholes, per lb.		0 45
Fancy splits, per lb.		0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples		0 28
Do., shelled		0 50
Do., Chilean, bags, per lb.		0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Dried Apples Cheaper

Montreal.
DRIED FRUIT.—The only change in dried fruits this week is a drop in the price of evaporated apples. The extent of the change varies from 4 to 5 cents per pound. The new price is about 19 or 20 cents per pound. There is no change in the other lines.

Tendency Easier on Rice

Montreal.
RICE.—Although there is no change in the price of rice this week there is an easier market reported. Supplies are coming better and a slight change in the prices may be expected shortly.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)		18 00
Rangoon "B"		14 00
Rangoon "CC"		13 75
Broken rice, fine		10 00
Bell rice, fine		17 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy		0 20
Siam		0 14½
NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.		

Pepper Prices Lower

Montreal.
SPICES.—The market this week on spices is a little easier. Pepper especially is a little lower in price. The quotations this week are probably two cents

lower on pepper. Macé and pickling spices are also easier in price.

Allspice	0 22	
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 30
Cinnamon—		
Rolls	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
Ginger (Cochin)		0 35
Mace, pure, 1-lb. tins		0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 45
Do., 80, lb.		0 43
Do., 100, lb.		0 40
Do., ground, 1-lb. tins		0 65
Pepper, black		0 39
Do., white		0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.		0 40
Do., package, 4 oz., doz.		0 75
Paprika		0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk, nominal		2 00
Caraway (nominal)	0 30	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

Watermelons Arrive

Montreal. FRUIT.—There is no change in the price of fruit this week. The demand is good and the supply is fair. The first supply of watermelons arrived this week and are offered here at \$1.50 and \$1.60 each.

Apples—		
Russet		8 00
Ben Davis, No. 1	6 00	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96		5 00
Do., Florida, 54, 64, 80, 96		6 00
Lemons, Messina		8 00
Oranges, Cal., Valencias		9 50
Do., 100s and 150s		8 50
Do., 176s and 200s		10 00
Cal. Navels—		
80s, 100s		6 00
126s		7 00
150s		7 50
176s, 250s		8 00
Florida, case		6 00
Cocoanuts		9 75
Pineapples, crate		8 50
Cocoanuts		9 75
Pineapples, crate		8 50
Watermelons, each	1 50	1 60

New Potatoes Much Cheaper

Montreal. VEGETABLES.—The prices on vegetables are stiffer this week. An advance is recorded on most of the fresh vegetables. Wax beans are up two dollars a hamper. String beans have the same advance in price. Cucumbers are up to six dollars. Cabbage are up two dollars a crate. Yellow onions are cheaper, offered at eight dollars per bag. Tomatoes are down, offered at ten dollars a crate. New potatoes are much cheaper, being sold at fifteen dollars per barrel. Mississippi flat tomatoes are offered on the market at \$4.25 per crate.

Beans, wax, per hamper	7 00
Beans, new string (imported) hamper	7 00
Cucumbers, hamper	6 00
Chicory, doz.	0 50
Cabbage, crate	6 50
Carrots, bag	2 50
Garlic, lb.	0 50
Horseradish, lb.	0 60
Lettuce (Montreal), head, per doz.	1 60

Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	8 00
Do., Texas, crate	3 00
Parsley (Canadian)	0 75
Peppers, green, doz.	0 50
Parsnips, bag	1 75
Potatoes, Montreal (90-lb. bag)	6 50
Do., New Brunswick	6 50
Do., sweet, hamper	3 50
Canadian Radishes, doz.	0 40
Spinach, box	0 75
Turnips, Quebec, bag	2 50
Do., Montreal	2 00
Tomatoes, hothouse, lb.	0 40
American parsley, doz.	1 50
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	3 00
Tomatoes (Florida), crate	10 00
New Carrots, hamper	4 50
Shallots, doz.	1 00
Wash. Celery	2 50
New Potatoes, per barrel	15 00

Hay Reduced \$3.00

Montreal. HAY AND FEED.—There has been a drop of three dollars a ton in the price of hay this week in view of the coming crop which has every appearance of being very good. Feed is much higher this week however.

Hay—	
Good, No. 1, per 2,000-lb. ton.	30 00

Do., No. 2	27 00
Do., No. 3	25 00
Straw	12 00
Oats (bulk)—	
No. 2 C.W. (34 lbs.)	1 47
No. 3 C.W.	1 46
Extra feed	1 46
No. 1 feed	1 45
No. 2 feed	1 43
Tough 3 C.W.	1 44
Barley—	
No. 3 C. W.	
No. 3	
No. 4 C. W.	
Feed barley	1 60
Prices are at elevator.	
Crushed Oats, per ton	83 00
Ground Feed	74 25
Hog Feed	83 00
Cracked Corn	88 00
Crushed Oyster Shell	35 00

No Change in Flour

Montreal. FLOUR.—There is no change in the flour prices this week. The market continues strong and prices will, to all appearances, continue high.

Spring Wheat Flour	14 85
Winter Wheat Flour	14 00
Blended Flour	14 20
Graham Flour	14 85
Whole Wheat Flour	14 85
Corn Meal Flour	12 20

ONTARIO MARKETS

TORONTO, June 18—Supplies of granulated sugar have slightly improved. A small shipment has been distributed amongst the wholesalers and further shipments are expected this week. Barbadoes molasses is very strong with a scarcity noted even at the extremely high quotations. Rolled oats are firm with a tendency toward higher prices. Package peas are higher, also condensed milk, Bird's custard powder, Elkhorn cheese, mincemeat, H.P. sauce and package coffee. Peppers are easier. Red chillies are scarce. Japan teas are higher and a scarcity noted. The coffee market is steady. Table raisins are quoted cheaper. Nuts in the shell are higher. Rice supplies have improved, but the quality is poor. Vegetables and fruits are in good supply and prices are declining.

Sugar Supplies Improved

Toronto. SUGAR.—Supplies of granulated sugar have slightly improved. A small shipment has been distributed among the wholesalers and further shipments are expected this week. There are indications that higher prices will be registered

St. Lawrence, extra granulated, cwt.	19 21
Atlantic, extra granulated	19 21
Acadia Sugar Refinery, extra granulated	19 21
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	19 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.	

Barbadoes Molasses Scarce

Toronto. SYRUPS.—The corn syrup market is firm with indications that further advances will be manifest, due to the steady advancing cost of corn.

MOLASSES.—This market is very strong with a scarcity noted on Barbadoes even at the extremely high figures.

Fancy Barbadoes is quoted at \$1.55 per gallon.

Corn Syrups—	
Barrels about 700 lbs., yellow	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	7 30
Cases, 5-lb. tins, white, 1 doz. in case	8 35
Cases, 10-lb. tins, white, ½ doz. in case	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	7 45
Cane Syrups—	
Barrels and half barrels, lb.	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels, gal.	1 55
Choice Barbadoes, barrels	
West India, bbls., gal.	0 66
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 00
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., ½ 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

Flour, No. 10, baking grade, case of 1 1/2 doz. 4 25
West Indies, 1 1/2s, 48s 4 60 6 95

Rolled Oats Are Strong

Toronto.
CEREALS.—The situation in cereals is peculiar. Manufacturers state that it is impossible to manufacture cereals at the prices quoted. The fact that business is quiet and jobbers well stocked is a factor that is keeping down prices. Rolled oats in one quarter has advanced to \$6.45 per bag, but there are jobbers who are quoting rolled oats as low as \$5.45 per bag.

	Single F.o.b. Toronto	Bag Lots
Barley, pearl, 98s	9 00	
Barley, pot, 98s	7 50	
Barley Flour, 98s	6 25	
Buckwheat Flour, 98s	6 25	
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	6 75	
Oatmeal, 98s	6 25	6 50
Oat Flour		
Corn Flour, 98s	6 75	
Rye Flour, 98s	6 25	
Rolled Oats, 90s	5 60	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 3/4	
Blue peas, lb.	0 10	
Marrowfat green peas	0 11 3/4	
Graham Flour, 98s	7 65	
Farina, 98s	6 20	

Package Peas Are Up

Toronto.
PACKAGE GOODS.—Package oats are ruling strong under a quiet demand. Corn flakes in the U. S. have advanced \$1 a case, and this is an indication that higher prices can be expected here, due to the fact that American corn is used in the manufacture of corn flakes. Cooker peas have advanced 75 cents per case, now quoted at \$4.35 per case.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	6 50	
Do., 20s, square, case	6 50	
Do., 36s, case	4 85	
Do., 18s, case	2 42 1/2	
Corn Flakes, 36s, case	3 90	4 15
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 14	
Do., No. 2, lb. cartons	0 12 1/2	
Laundry starch	0 12 1/2	
Do., in 1-lb. cartons	0 12 1/2	
Do., in 6-lb. tin canisters	0 16 1/2	
Do., in 6-lb. wood boxes	0 15 3/4	
Celluloid Starch, case	5 50	
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	

Peppers Are Easier

Toronto.
SPICES.—There is no change in the market for spices. Prices are fairly steady on most lines with the exception of peppers. Peppers are unsettled with an easier undertone. Ginger, cream of tartar and nutmegs are ruling firm in a short market.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	0 55	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin	0 35	0 35
Do., Jamaica	0 50	0 50
Mustard, pure	0 60	0 60
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 30	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	0 55	0 55
Do., 80s	0 65	0 75
Do., 64s	0 40	0 50
Do., ground	0 20	0 40
Mustard seed, whole	0 75	0 75
Celery seed, whole	0 25	0 30
Boriander, whole	0 35	0 45
Caraway seed, whole	0 28	0 28
Tumeric	0 40	0 45
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	6 00	6 00

Japan Teas Are Higher

Toronto.
TEAS.—Japan teas are very high and a scarcity noted; early pickings are quoted at 80 to 90 cents per pound, and seconds at 51 to 55 cents per pound. High-grade Ceylons and Indians are difficult to obtain while low grades are cheap. The market for teas showing any quality is firm.

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	0 50
Japans and Chinas—		
Early pickings, Japans	0 80	0 90
Do., seconds	0 51	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.

Coffee Market Quiet

Toronto.
COFFEE.—There is little feature in the market for coffee. Prices are steady under a quiet demand. Some brands of package coffee have advanced, due to the higher cost of tins.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	0 55	0 55
Maraicao, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	0 53	0 55
Mocha, lb.	0 35	0 37
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2

Mincemeat Has Advanced

Toronto.
MINCEMEAT.—Bowes' mincemeat is now quoted as follows: 1 lb. tins, cases of 2 dozen, \$6.00 per case; 2 lb. tins, cases of one dozen, \$5.80 per case; 25 lb. tins at 20 cents per pound. Standard in pails of 28 lbs., 17 cents per pound; tubs of 65 lbs., 16 3/4 cents per pound.

Canned Goods in Demand

Toronto.
CANNED GOODS.—The demand for canned goods is active. All lines are well represented. Magnolia brand shrimps are quoted at \$2.70 per dozen. Aylmer corn is quoted at \$2 per dozen,

and Aylmer Honeysuckle corn at \$2.25 per dozen.

Salmon—		
Sockeye, 1s, doz.	4 75	4 75
Sockeye, 1/2s, doz.	2 75	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s	2 50	2 50
Lobsters, 1/2-lb., doz.		
Do., 1/4-lb. tins	6 50	6 50
Do., extra sifted, doz.	3 90	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	2 40	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	1 45	1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	2 00	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.	2 50	2 50
Canadian corn		
Pumpkins, 2 1/2s, doz.	1 85	1 85
Spinach, 2s, doz.	2 15	2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.	10 00	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 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	5 00
Apples, gal., doz.	6 25	6 25
Peaches, 2s, doz.	4 15	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	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	1 08	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	1 08	1 08
Do., 16 oz., doz.	4 25	4 25
Peach, 4s, each	1 02	1 02
Do., 16 oz., doz.	4 15	4 15
Red Currants, 16 oz., doz.	4 30	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Condensed Milk Up

Toronto.
CONDENSED MILK.—Borden's condensed milk has advanced as follows: Eagle brand, \$12.50 per case; Reindeer, \$12 per case; Silver Cow, \$11.50 per case; Challenge, \$10.60 per case. Reindeer coffee, both large and small sizes, \$7.50 per case.

Table Raisins Cheaper

Toronto.
DRIED FRUITS.—The demand for dried fruits is slackening somewhat. Table raisins are cheaper. Solite 4-crown table raisins in 1-lb. packages are quoted at \$6 per box. Extra dessert clusters, 20 1s, are \$6.50 per box. Marzo 4-crown Royal Dehesa are \$5.50 per box. Pdunes, 70/80, are quoted at 18 cents per pound. Most jobbers are now anxious to clean up their stocks of dried fruits and in some quarters quotations are lower.

Evaporated apples	0 24	0 24
Apricots, cartons, 11 oz., 48s	4 55	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	5 70	5 70
Dromedary, 9 doz. in case	7 25	7 25
Fard, per box, 12 to 13 lbs.	3 50	3 50
New Halloween dates, per lb.	18	0 23
Figs—		
Taps-Comarde, lb.		
Layer, lb.		
Comarde figs, mats, lb.		
Smyrna figs, in bags		
Cal., 6 oz., 50s, case		
Cal., 5 oz., 20s, case		
Cal., 10 oz., 12s, case		
Prunes—		
30-40s, 25s	0 81	0 81

40-50s, 25s	0 25	0 28
50-60s, 25s	0 22½	0 23
60-70s, 25s	0 20	0 20
70-80s, 25s	0 18	0 18
80-90s, 25s	0 20	0 20
90-100s, 25s	0 20	0 20
Sunset prunes in 5-lb. cartons, each	1 15	
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.		
Extra fancy, sulphur blech., 25s	0 28½	0 28½
Seedless, 15-oz. packets	0 26½	0 26½
Seedless, 15-oz. packets	0 27	0 27
Seeded, 15-oz. packets	0 26	0 26
Crown Muscatels, No. 1s, 25s.	0 25	0 25
Turkish Sultanas	0 26	0 26

Nuts in Shell Are Higher

Toronto.
NUTS.—The market for nuts in the shell, after slumping to low figures, has recovered, and quotations are even slightly higher than before the slump. Shelled nuts, however, are still in an unsettled condition, and quotations are low.

Almonds, Tarragonas, lb.	0 31	0 33
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
Cocanuts, Jamaica, sack		10 00
Cocanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.		0 40
Peanuts, Spanish, lb.		0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 63	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

Some Lines Advance

Toronto.
MISCELLANEOUS.—Bird's custard powder has advanced to \$2.10 per dozen. Dalley's Cream Diamond coffee now quoted at 30 cents for 1-lb. tins and 62 cents for ½-lb. tins. Elkhorn cheese, Pramont assortment, has advanced to \$13.10 per case. H.P. sauce is now \$3.75 per dozen. Fry's cocoa is 60 cents per pound. Sal soda in bags is up to \$2.25 per bag.

Vegetables in Good Supply

Toronto.
VEGETABLES.—All vegetables are arriving in good supply and prices are declining. New potatoes are down to \$14 per barrel for No. 1 and \$12.50 for No. 2. Texas onions are also cheaper, being quoted at \$2.75 per crate. Old potatoes are selling at \$6.75 per bag. Cucumbers, tomatoes, beets, carrots and beans are all slightly lower. Canadian cucumbers are selling at \$3.50 per 11-quart basket.

Potatoes, Ont., 90-lb. bag	6 75	
Mushrooms, 4-lb. basket	4 00	
Lettuce, Can., head, 2 doz. to box	3 00	3 50
Do., leaf, doz.	0 30	0 40
Cabbage, large crate	6 50	
Green Onions, doz bunches	0 25	0 35
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 50	2 00
Florida Tomatoes, case	9 00	
Cucumbers, Carolina, hamper	6 50	7 00
Do., hothouse, lb.	0 50	
New Carrots, hampers	3 25	
Asparagus, per basket	1 75	2 25
New Beets, dozen bunches	1 00	
Wax Beans, hampers	3 50	
Spinach, bush, box	0 50	

Radish, doz. bunches	0 25	0 40
Onions, Texas, crates		2 75
New Potatoes, Florida—		
No. 1, per barrel		14 00
No. 2, per barrel		12 50
New Potatoes, Carolina—		
No. 1, per barrels		15 50
No. 2, per barrel		13 50

Southern Rice Poor Quality

Toronto.
RICE.—There is an indication that Southern rices may be higher, especially on the finer grades. The samples of Southern rices being submitted to importers are of poor quality, mostly showing yellow spots caused by rain. In one quarter extra fancy Blue Rose is offered to the trade at 20 cents per pound in bag lots. Eastern rices are arriving in better supply but mostly of the broken or second quality.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.		
Siam, second, per 100 lbs.	15 00	
Japans, fancy, per 100 lbs.	0 18½	
Do., seconds, per 100 lbs.	15 00	
Fancy Patna		17 00
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 12	0 12½
Do., Paking		14 00

Lemons in a Firm Market

Toronto.
FRUITS.—Navel oranges are finished for this season. Valencia are up 50 cents per case. Lemons are in a stiff market and indications are that higher prices will prevail. Verdillias are quoted at \$6 per case. California deciduous

fruits are appearing on the market. Apricots are \$4.50 per box. Plums are \$4.75, and cherries are \$6 per box. California canteloupes are arriving and excellent quality is quoted at \$9 per crate of 45 melons. Watermelons are down 15 cents each. The first Canadian strawberries arrived this week and are selling at 45 cents per box.

Oranges, Valencia—		
80s, 96s		6 50
126s		7 50
150s		7 75
176s, 200s, 216s, 250s	7 75	8 00
Bananas, Port Limons		0 10
Lemons, Cal., 300s, 360s		6 00
Do., Messinas, 300s		5 50
Do., Verdillias		6 00
Grapefruit Florida—		
64s, 80s, 96s	6 00	7 00
Grapefruit, California Seedless—		
48s		4 50
64s, 70s, 80s, 96s, 126s	5 00	5 50
Boxed apples, all sizes		5 00
Strawberries, quarts		0 45
Pineapples, Cuban—		
18s, 24s, per crate		
30s, 36s		
California cherries, box of 8 lbs.		6 00
Watermelons, 26-lb. aver., each		1 60
California canteloupes, case, 45s.		9 00
Georgia Peaches, 6-bkt. crates		6 00
Apricots, California, box		4 50
Plums, California, box		4 75

No Change in Flour

Toronto.
FLOUR.—The flour market is unchanged. Mills are grinding spasmodically as there are still large stocks on hand. Millers report that the demand from retailers is very quiet. 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

WINNIPEG MARKETS

WINNIPEG, June 18—Supplies of sugar are expected to be improved this week. There is a strong feeling in the market for corn syrups and an advance can be expected, due to the prevailing high price of corn. Cereals are firm, also starches. The tea market remains firm, especially on the higher grade. Black peppers are slightly lower. Nutmegs and red chillies are high and scarce. Canned fruits are expected to be higher. The bean market is strong. Sago and tapioca are easier. Vegetables and fruits are scarce.

Sugar Supplies Improve

Winnipeg.
SUGAR.—Indications are that sugar will be arriving better within the next week. Some refineries are supplying the demand of their trade to the best of their ability.

Redpath granulated, 100-lb. bag	20 05	
Do., bbls.	20 10	
St. Lawrence granulated, 100-lb. bags	20 05	
Do., bbls.	20 10	
Lantic, granulated, 100-lb. bags	20 05	
Do., bbls.	20 10	
Acadia, granulated, 100-lb. bags	20 15	
Do., granulated, bbls.	20 20	
Yellow sugar, 100-lb. bags	19 55	19 65
Do., bbls.	19 60	19 70
Powdered sugar, bbls.	20 40	
Do., 50-lb. boxes	20 60	
Do., 25-lb. boxes	20 80	
Icing sugar, bbls.	20 50	
Do., 50-lb. boxes	20 70	
Do., 25-lb. boxes	20 90	
Lumps, soft, 100-lb. boxes	20 80	
Do., 50-lb. boxes	20 90	
Do., 25-lb. boxes	21 10	
Lumps, hard, 100-lb. boxes	21 00	
Do., 50-lb. boxes	21 20	
Do., 25-lb. boxes	21 25	

Corn Syrups Are Active

Winnipeg.
CORN SYRUPS.—There is a very strong market for corn, which is an indication that higher prices can be expected on corn syrups.

CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case		7 10
Cases, 5 lb. tins, white, 1 doz. in case		8 10
Cases, 10 lb. tins, white, ½ doz. in case		7 85
Cases, 2 lb. tins, yellow, 2 doz. in case		6 50
Cases, 5 lb. tins, yellow, 1 doz. in case		7 50
Cases, 10 lb. tins, yellow, ½ doz. in case		7 25
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, ½ doz. case		9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case		5 10
2s, 4 doz. in case		4 70
2½s, 4 doz. in case		4 50
5s, 4 doz. in case		4 45
10s, 4 doz. in case		4 40

Cereals Are Firm

Winnipeg.

CEREALS.—There is no change in the market for cereals. The market is quite firm.

Cornmeal, golden, 49-lb sacks, per sack	2 60
Do., 10-lb. bags, 10 in bale, per bale	6 00
Barley, pearl, 98-lb. sack, per sack	8 10
Do., pot, 98-lb. sack, per sack	6 00
Buckwheat, Gritz, 100-lb. sacks	9 90 11.00
Rolled Oats, 80-lb. sacks	5 10
Linseed meal, 100-lb. sacks	12 00
Split Peas, 98-lb. sack, per sack	8.50
Do., green, per bushel	5.50
Oatmeal, 98-lb. sack	6 20

Package Cereals Strong

Winnipeg.

PACKAGE GOODS.—The market on package cereals and starches is firm with indications that higher prices will prevail.

PACKAGE GOODS	
Rolled oats, 20s, round cartons	6 00 6 60
Do., 36s, case, square pkts.	4 85
Do., 18s, case, small pkts.	2 42½
Corn Flakes, 36s, case	3 60 4 00
Package Peas, 48s, case	6 00
Do., 36s, case	3 75
Cornmeal, 2 doz. case, per case	4 00
Wheat Flakes, 3 doz. case, per case	5 00
Puffed Wheat, 3 doz. case, case	4 60
Cornstarch, No. 1 lb. pkts., per lb.	0 11½
Laundry starch, in 6 lb. kegs.	0 13¼
Do., in 6 lb. wood boxes	0 15¼
Gloss starch, 1 lb. pkts., 49 in case, per lb.	0 13¾
Celluloid cold starch, 1s, 45 in case, per case	5 35
Potato Flour, 12 oz., 2 doz. case, per case	3 00

Teas Are Firm

Winnipeg.

TEAS.—Teas for price have been very easy during the past week, with very little buying. High grade tea remains firm and in great demand. With the opening of the Calcutta market toward the end of June a decided change may be seen. Buyers look for a stiffening up of all grades. While not in a position to state anything definite the feeling of the trade is that the next few weeks will decide in a better manner the tendency which the market will be showing. The Japan tea situation remains unchanged.

INDIA AND CEYLON—

Pekoe Souchongs, best quality	0 48	0 50
Do., common quality	0 44	0 45
Pekoes, best quality	0 49	0 53
Do., common quality	0 45	0 47
Broken Pekoe, best quality	0 52	0 60
Broken Orange Pekoe, best qty.	0 58	0 68
Japan, best quality	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

Black Pepper Cheaper

Winnipeg.

SPICES.—Black peppers are slightly lower in price while white pepper remains firm, with an upward tendency. Red chillies are high and very hard to obtain. Nutmegs continue high and scarce.

Dried Fruits Are Higher

Winnipeg.

DRIED FRUIT.—During the past few days there has been a marked feeling for higher prices on dried fruits. The independent packers have announced an early price, ranging from 2 to 4 cents per pound over last year's opening prices. The opening prices being quoted so early show an indication that pickles

will be higher than those at present. This will apply on all dried fruits.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.	0 29	0 29
Currants, 90-lb., per lb.	0 23	0 23
Do., 50-lb., per lb.	0 24	0 24
Do., 8 oz. pkts., 6 doz. to case,		

Canned Fruit to be Higher

Winnipeg.

CANNED GOODS.—There has been a marked change in canned goods generally. Reports state that canned fruits will be higher from \$1 to \$1.75 over last year's opening price, due to the increased

main high, with no indication of lower prices prevailing. Sago and tapioca are easier.

Japan rice, No. 1, 50-lb. sack, per sack	16 65
Do., No. 1, 100-lb. sack, per sack	16 50
Siam rice, quality good, 50-lb. sacks, per sack	7 50
Do., 100-lb. sacks, per sack	15 00
Carolina rice, extra fancy, 100-lb. sacks, per sack	19 00
Ground rice, bulk, per lb.	0 12
Sago, in lots 130 to 150 lbs, per lb.	0 12¾
Do., less quantities, per lb.	0 13¼
Tapioca, pearl, sacks 160 lbs., lb.	0 13
Do., less quantities, per lb.	0 13½

Vegetables Are Scarce

Winnipeg.

VEGETABLES.—New vegetables are scarce and the supply seems insufficient to meet the demand. No change in prices this week.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.	3 50	4 00
Carrots, per cwt.	5 00	
New carrots, per lb.	0 07	
Texas onions, per bushel	5 00	
Cabbage, per lb.	0 06	
Tomatoes, per lug	6 00	
Fresh rhubarb, per case	2 00	
Head Lettuce, per case	6 00	
Do., per dozen	1 75	
Leaf Lettuce, dozen	0 65	
Radishes, per dozen	0 65	
Green onions, per dozen	0 60	
Asparagus, per case	3 50	
Spinach, per case	2 50	
Cucumbers, per doz.	3 50	
Potatoes, new, lb.	0 15	
Do., sacks	14 00	

Fruit Supplies Short

Winnipeg.

FRUIT.—The fruit market is unchanged except that the supplies are not arriving very freely and prices have an upward tendency.

FRUITS—

V-lencia oranges, 126s	7 50
176s	8 00
176s	8 50
200s, and smaller	9 00
Lemons, Cal. per case	7 50 8 00
Bananas, per lb.	0 12 0 13
Grapefruit—	
46s	7 00 7 50
54s	5 50 8 00
64s and smaller sizes	8 00 8 50
Pineapples, case	8 00
Cherries, case	5 50
Strawberries, 24 qts., case	10 00 12 00
Cocoanuts, doz.	1 75
Washington apple, Winesaps, box	5 00
Cranberries, per box	4 50
Dates, 36 pkgs. to case	7 25
Figs, per case	4 90
Do., 10-lb. boxes	3 56

SUGAR HAS ADVANCED

Winnipeg (Special).—Dominion Sugar Refineries have advanced their sugar \$2.00 per hundred pounds. The price now quoted is \$22.05.

price of labor, sugar, and tin plate. The present market is practically cleaned up, which means that no overstock from last season will be available.

Coffee Remains Steady

Winnipeg.

COFFEE.—The new crop of Santos coffees are expected to arrive around the month of November or December. Prices are quoted about ½ to ¾ cent below the price asked for present crop. This is not so long as expected and has a tendency to firm up prices on all stocks.

COFFEES—

Santos, roasted, best grade	0 45
Bourbon, roasted, best grade	0 46
Jamaica, roasted, best grade	0 52
Mexican, roasted, best grade	0 54
Maracaibo, roasted, best grade	0 52
Bogotas, roasted, best grade	0 56

Bean Market Strong

Winnipeg.

BEANS.—The bean market is exceedingly strong, and stocks are being offered to buyers at higher prices than previously offered.

White Beans, hand picked, 100-lb. bag, per bag	8 00	8 50
Lima beans, 80-lb. sacks, per lb.	0 13	

Sago and Tapioca Easy

Winnipeg.

RICE.—The rice market continues showing improvement. Quotations re-

Weekly Market Reports by Wire
Statements from Buying Centres, East and West

Nova Scotia Markets
FROM HALIFAX, BY WIRE

Halifax, N.S., June 17.—Prices in grocery markets show few changes with markets generally steady. There is no change in the sugar situation but there is no doubt that an advance will be registered very soon. California grape-

fruit has receded from \$8 to \$5 per case. Potatoes continue at \$6.50 per bag, but dealers report indications of weakening. Oats are quoted at \$1.58½ per bushel. Yellow-eyed beans are down to \$7 per bushel.

Flour, No. 1 patents, bbl., Man.	16 25
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 Barbados)	1 75
Sugar, standard, granulated	19 10
Do., No. 1, yellow	18 60
Cheese, Ont., twins	0 33

Eggs, fresh, doz.	0 50
Lard, pure, lb.	0 31
Lard, compound	0 30
American, clear pork, per bbl.	52 00
Tomatoes, 2½s, standard, doz.	2 20
Breakfast bacon	0 48
Butter, creamery, per lb.	0 56
Do., dairy, per lb.	0 52
Do., tubs	0 60
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.	4 80
Strawberries, 2s, Ont., doz.	4 90
Salmon, Red Spring, flats, cases	
Do., Pinks	11 00
Do., Cohoes	16 00
Do., Chums	9 00
Evaporated Apples, per lb.	0 21
Dried Peaches, per lb.	0 29
Potatoes, Natives, per 90-lb. bag	6 50
Beans, white	5 00
Do., Yellow Eye	7 00
Lemons, Cal., case	6 50
Grapefruit, Cal., case	5 00
Bananas, per lb.	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 17.—Condensed milks have advanced 50 cents per case. Sugar is up \$1 per hundred, now quoted \$19.97. Smoked hams are 1 cent higher. Oleomargarine is down 2 cents per pound. Eggs are steady at \$13 to \$13.50 per case. Local stocks of canned peas are getting cleaned up; American pack are offered at \$4.30 per case. Campbell's soups are again on the market at \$7.60 per case. Candles, blended jams, and some varieties of salmon show slight advances. Evaporated peaches are higher, now being quoted at 28 cents per pound. Raisin stocks are low. Reductions are expected on creamery butter.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00
Rolled oats, 80s	5 80
Rice, Siam	14 00
Japan, No. 1	15 50
Tapioca, lb.	0 10½
Sago, lb.	0 11
Sugar, pure cane, granulated, cwt	19 97
Cheese, No. 1, Ont., large	0 31
Butter, creamery, lb.	0 59
Do., dairy, lb.	0 40
Lard, pure, 3s	17 60
Eggs, new laid, local, case	13 00
Tomatoes, 2½s, standard, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 60
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 21½
Do., 25s, lb.	0 21
Peaches, evaporated, lb.	0 28
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 38
Raisins, bleached Sultanas	0 27
Do., bulk, seedless	0 29
Do., package, 11 oz.	0 21
Currants, Australian	0 23
Filiatras Currants, lb.	0 22
Salmon, pink, tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	21 50
Grapefruit	6 50
Potatoes, Alta., per ton	100 03
Lemons	7 00
Oranges	7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 17.—The markets are rather quiet. Supplies of sugar have improved, large deliveries having recently been received. There are indications that sugar will be advanced in the near future. Cheese is easier, now quoted at 32½ to 33 cents per pound. Pure lard is up ½ cent, while compound lard is down slightly. Potatoes are lower, selling at \$9 to \$9.50 per barrel.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 95
Rolled oats	13 50
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	13 50
Molasses	1 75
Sugar—	
Standard, granulated	19 10
No. 1, yellow	18 60
Cheese, N.B.	0 32½
Eggs, fresh, doz.	0 48
Lard, pure, lb.	0 30
Lard, compound	0 28½
American, clear pork	52 00
Tomatoes, 2½s, standard case	4 25
Beef, corned, 1s	4 00
Breakfast bacon	0 45
Butter, creamery, per lb.	0 62
Do., dairy, per lb.	0 55
Do., tub	0 53
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case	7 30
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case	5 00
Salmon, Red Spring, flats, cases	
Do., Pinks	11 00
Do., Cohoes	15 00
Do., Chums	9 00
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27½
Potatoes, Natives, per bbl.	9 00
Lemons, Cal., case	7 00
Grapefruit, Cal., case	5 00
Do., Florida	8 00
Apples, Western, box	5 00
Bananas, per lb.	0 10

PROFITS

With pencil he could figure out
A profit raising chickens;
Pencil after pencil the good old scout
Went ciphering like the dickens.

But, oh! the schemes of men and mice,
The slip 'twixt lip and cup,
The doggone pencils rose in price,
And ate his profits up!

VANCOUVER

VANCOUVER, B. C., June 17.—Strawberries are arriving in limited quantities. Canteloupes are \$3.00 per crate. Peaches are \$3.50 and plums \$5.00 per flat. Hot-house tomatoes are \$6.50. Cooking apples are \$2.00 and eating apples are \$3.00 to \$4.00 per box. Grapefruit is \$4.25 per case. Oranges \$6.00 to \$8.50 and lemons are \$6.50 per case.

Fresh eggs are quoted at 56 cents per dozen. Best butter at 61 cents. Cheese at 33 cents per pound. Lard at 29½ cents per pound.

Beef steer is quoted at \$26.00 to

\$27.00 per hundred. Cow at \$22.00. Lamb at \$40.00. Mutton at \$38.00. Pork at \$30.00 per hundred. Bacon at 48 to 49 cents per pound.

Old potatoes are selling at 8 cents per pound. Onions are quoted at \$5.00 per sack.

STEADY STUDY OF COSTS PROMOTES PROGRESS

Continued from page 23

looks rather moderate to me to embrace all items. That is all I can see to kick about this time. I hope it may be enough!

As for the book accounts item being too large, I cannot say that, standing alone, would not strike me as disadvantageous. Last year he showed only about 20 per cent. of his stock outstanding. Now he shows nearly 40%. But I know many businesses which are in a wholesome condition which have more on their books than their total stock of merchandise. It is not the quantity so much as the quality of book accounts that matters.

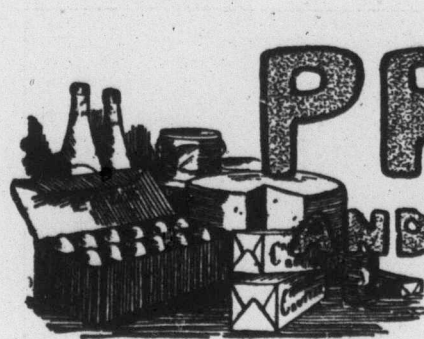
If these accounts were out among people who are responsible, from whom you can collect by pressure, if necessary, and if they are paid in full when due, they are all right. But if they are out among people of dubious responsibility, if they are out among wage-earners who are spending all they make in "riotous living," as so many of them have been doing during the past year or more, if there is nothing behind them but a sort of easy-going "honesty," and if they are dragging and piling up "creeping balances," then my friend has good cause to expect trouble and loss in the near future. Best thing he can do in the second instance is to stop all doubtful accounts and proceed to gather in every dollar he can from the wreckage. For the day of reckoning is at hand for the easy-going credit extender.

Turnover Does Not Look Rapid Enough

Not being familiar with the details of a general merchandise business, I hesitate to say much about turnover; but I believe that it should not be less frequent than four times a year. This man's stock has turned only about 2 3-8 times. That does not seem healthy to me. Here is where he can practise stock reduction to advantage. Quit buying. It is important now as never during the past five years. Reduce stocks. Gather up loose ends of credit.

That is about all—unless my friend sees something else to ask about. I appreciate his writing me and hope he will come every year—or oftener.

The Piggly Wiggly stores have long found that self-service in the fruit department was not profitable. Customers pick out the good and leave many more culls than the service man would have. Hence, those stores are now installing a service counter, or department, where fruits and vegetables are selected, weighed and wrapped by clerks. A hint here for the careful.



PRODUCE AND PROVISIONS

A Freezing Plant The Best Booster For Cooked Meats

F. Mottershead, Manager of the Gibson-Gage Main Store, Winnipeg, Man., Believes It is the Only System for the Handling of Meats Advantageously

A FREEZING plant for maintaining a proper temperature in which to preserve cooked meats during the hot summer season is the best booster for the sale of these commodities, according to F. Mottershead, manager of the main store of the Gibson-Gage system of retail meat stores, in Winnipeg, Man.

"It's the best system for a retail store that I know of; and I have been in the business for more than 30 years," Mr. Mottershead said. "And what's more, it's my firm belief that similar freezers as are to be found in our stores will ultimately be installed in the store of every retail meat merchant of any consequence at all. It is the most modern sanitary development of the meat selling business."

The Refrigerator Counter

When CANADIAN GROCER interviewed him, Mr. Mottershead launched enthusiastically in to a description of the "refrigerator counter" which extends the whole length of the large store, and which displays attractively the varieties of cooked meats and kindred food products. Running the whole length of the counter are six two-inch pipes which are fed with ammonia and other chemicals necessary to produce a low temperature. Four of these pipes run beneath a shelf of slats on which the meats are placed for display, and two are hung over over the shelf, but out of sight of the customer. The counter itself is more of the "silent salesman" type, entirely enclosed in glass, so that all laws of sanitation may be observed. This is a precaution which does not escape the observation of the customer, and, as Mr. Mottershead pointed out, provokes many appreciative comments.

A Tempting Arrangement

The whole stock of meats, butter, lard, gelatinous substances, and allied summer foods are temptingly arranged

in this glass counter, producing the effect of suggestion in the mind of the prospective buyer. For instance, the bulk of the meat display is arranged in the centre of this case, surrounded by well arranged masses of green things. On both ends of this counter are small glass cases, which contain displays of butter, lard, canned meats, etc., thus bringing before the view of the customer related lines of goods.

Keeping a Freezing Temperature

A freezing temperature is injected into the cases by means of the pipes before mentioned which, in turn, receive the "juice" from a freezing tank installed in

one of the freezing rooms of the wholesale department. Power for this plant is derived from a strong electric motor installed in the basement, while one of the chief necessities for producing the desired temperature is provided by the chief engineer of the establishment, who prepares a certain chemical solution. By means of this plant, a temperature as low as ten degrees below zero may be obtained. The ordinary temperature, however, is kept slightly above zero. Even with this, the frost on the ammonia pipes is continually more than half an inch in thickness.

A delightfully cool and fresh atmosphere is obtained as a result of this cooling process, and there is not the slightest suggestion of the offensive odor of old meats which is met with often. There are separate freezing rooms for fish, bacon, the wholesale department, lard, butter and oleomargarine, and one large room in the basement is guaranteed to freeze anything absolutely stiff. This room is usually used for preserving in good condition meats purchased by customers who desire to deliver at a later date.

Doubles Sales of Cooked Meats by Changing Department

A. F. Higgins & Co., Winnipeg, Man., Changed Location So That Department Was Readily Noticed by Every Customer—Results Are Convincing

WINNIPEG, (Staff Correspondence).—In one month's time, A. F. Higgins & Co., Ltd., Winnipeg, doubled their sales of their cooked meats. This was not due simply to more people coming into the store for cooked meats or to their regular customers adding them to their purchases.

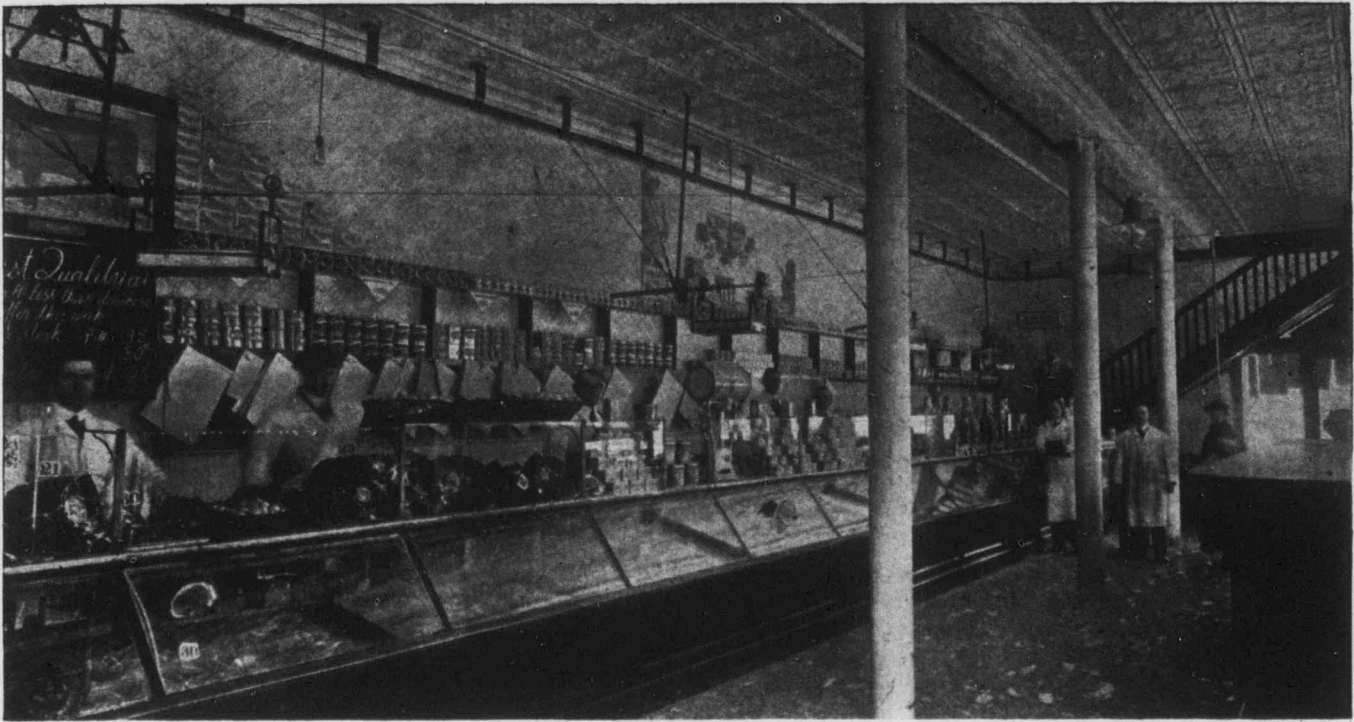
How Then Were Sales Increased?

By simply changing the location of the department, and in addition taking into consideration that the customer in the grocery store buys largely through the eye.

Here are the facts of the case: Before the change the provision department was towards the rear of the store on the right-hand side with a biscuit case largely hiding the department. The

customer who did not know that the Higgins Co. carried cured and cooked meats would not always see the department where it was located. By straining the neck and the eye it could, no doubt, be noticed. But human nature is human nature the world over. The customers declined to put themselves out in this way and the result was the sales of cured and cooked meats ran along from month to month pretty evenly and fair sales were made.

Then came the change. The department was placed along the rear of the store so that every customer coming in and going up to the main counter could see the cured and cooked meats on the provision counter and the refrigerator behind it. The psychological effect of the change meant that more cooked meats



Illustrating one side of the handsomely equipped meat and provision store of Gibson-Gage & Co., Winnipeg, Man.

were sold—in fact, as stated above, sales were doubled in one month's time. The counter has an attractive computing scale on it. The refrigerator stands immediately behind it, showing up the butter, margarine, etc., to advantage, and there is also a meat slicer back of the counter.

This experience goes to show the importance of having a good display so that the customer can readily see them.

Many theorists claim that when a customer goes into a store she knows exactly what she wants, and asks for the goods exactly as she needs them. This is not the case, as time after time articles in *Canadian Grocer* have demonstrated. Women buy foodstuffs largely through the eye and the better they are displayed and in the more prominent position that they are shown, more of them are sold.

Stronach & Sons, Toronto, said that he had received a questionnaire but hadn't decided what he would do about it, and probably would not pay any attention to it. "I couldn't give the complete information as we haven't the records," he stated, "and I doubt very much whether the Board of Commerce has the power to compel us to do so."

Stronach & Sons, Toronto, were of the same opinion and could see no reason why this report should be requested. "It will take a week of hard work to fill it out and cannot see that it will do anyone any good after they get it."

Potato Merchants Protest New Order

Board of Commerce Has Asked Potato Merchants in Toronto for Information as to All Dealings in Potatoes, During the Months of March, April and May

THE Board of Commerce has issued a request to all potato merchants in Toronto, asking for full details of transactions in potatoes for the months of March, April and May. This request requires potato merchants to make a detailed statement as to whom potatoes were purchased from, the quantity purchased, the amount per bag paid for same, to whom the potatoes were sold, the quantity, and at what price. This statement requires that every purchase and sale must be filled in accurately with the date and price, together with the profit made on each transaction. In fact every potato must be accounted for.

Potato merchants are making a vigorous protest and say that it is impossible because hundreds of small sales are made of which no record is kept, as these sales are treated as cash sales and consequently there is no means of trac-

ing these sales which make up a large portion of potatoes purchased and disposed of, to the trade.

"If the Board of Commerce had notified us, that they wanted these records and given us a chance to keep track of them, we would have been in a position to fill out an accurate statement," said E. J. Ryan, potato merchant, to *Canadian Grocer*. "But as it is, we cannot do it, it is impossible because we simply haven't got the records of the sales of a large part of the potatoes we have bought. If the Board of Commerce or anyone else thinks that we have been profiteering we can show them the exact price of every car of potatoes that we have purchased and they will see that the high prices have been paid direct to the grower. As to our profits, we have handled many a car at a profit of twenty-five cents and less, a bag."

A. A. McKinnon, Colborne Street, To-

FRUIT PRESERVATION METHOD

Discovery of a dipping process for the preservation of fruit has been announced from Western Australia. The solution in which the fruit is dipped is stated to have no deteriorating effect on the quality of the shipments. After drying the fruit is packed in a powder which is dusted off from the consignment when it arrives at its destination. The cost of treating fruit has been placed at two shillings a case, and the saving on a shipment of 50,000 cases has been estimated at £6,500. Shipments have been sent from Australia to China and Singapore, and the fruit has been found to be in perfect condition on arrival. Australian interests believe that the invention will overcome the refrigerating space difficulty. However, this method of preserving fruit cannot be applied to products such as peaches, which start to decay around the stone.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 18—There is very little change in the produce market this week. Butter is stronger with an advance of one cent a pound on most sales. The butter offered at the present time is grass butter and it is not expected that the high price will continue. Cheese remains firm on the local market, although the bidding at the cheese board is rather weaker. This does not affect the market at the present time. Fish is in better supply and although higher prices are quoted on halibut, salmon is offered at lower prices. The egg market remains unchanged.

No Change on Fresh Meats

MONTREAL.
FRESH MEATS.—There is no change in the price of fresh meats this week. The market remains firm with a fair demand.

Cooked Meats Are Strong

MONTREAL.
COOKED MEATS.—The prices on cooked meats remain firm after the advance of last week. The demand is good and steadily increases with the summer season. As a result there is a strong market offered at the prices quoted.

Big Demand for Smoked Meats

MONTREAL.
BACON AND HAMS.—The market for bacon and hams is very strong this week despite the fact that there was an advance in the price of hams last week. The warm weather has created a heavy demand for these smoked lines and the supply has not proportionately increased.

Lard in a Strong Market

MONTREAL.
LARD.—Lard, like shortening, remains unchanged with a strong market and a steady demand. Tierces are quoted at 29 cents and bricks are offered at 31 cents.

No Change on Shortening

MONTREAL.
SHORTENING.—Prices remain unchanged this week on shortening. The market is steady and firm and the demand is quite normal.

Margarine Prices Steady

MONTREAL.
MARGARINE.—The demand for margarine remains only fair with firm prices at the reduced quotations given last week.

Barrelled Meats Normal

MONTREAL.
BARRELLED MEATS.—No change is reported in the market for barrelled meats. The demand is normal and the market remains firm.

Egg Prices Unchanged

MONTREAL.
EGGS.—No change is reported in the

price of eggs this week. The supply is very fair and the price quoted last week remains firm. The prevailing price is 54 cents per dozen.

Cheese Market Strong

MONTREAL.
CHEESE.—The cheese market is unchanged this week but the prices quoted are very strong. In some cases the price of old cheese varies from 34 to 36 cents per pound.

Grass Butter One Cent Up

MONTREAL.
BUTTER.—There is a higher price quoted on butter this week. The storage butter is very nearly off the market and the price on grass butter is one cent higher.

BUTTER—

Creamery prints, qual., new	0 57
Do., solids, quality, new	0 56
Dairy, in tubs, choice	0 50
Dairy, prints	0 51

Poultry Market Quiet

MONTREAL.
POULTRY.—The poultry market remains very quiet with only small offerings, a small demand and steady prices.

Higher Prices on Halibut

MONTREAL.
FRESH FISH.—Bad weather and congested traffic has been the cause of a shortage of halibut this week. As a result the price has advanced one cent a

pound. Salmon is a little cheaper this week and the tendency is for even lower prices before the week is through. Haddock and cod are in good supply. Trout and white fish are in poor supply but doree and pike are in very good supply.

FRESH FISH

Haddock	0 07
Steak cod	0 10
Market cod	0 06
Mackerel	0 15
Flounders	0 10
Prawns	0 50
Live Lobsters	0 35
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad, roes, lb.	0 40
Do., bucks, lb.	0 30
Gaspé salmon	0 40
Halibut	0 23
Gaspereaux, each	0 04
Whitefish	0 20
Lake trout	0 22
Brook trout	0 50
Pike	0 12
Perch	0 13
Fresh bels, each	0 40
Fresh Herrings, each	0 03

FROZEN FISH

Halibut, large and chicken	0 16
Halibut, Western, medium	0 23
Haddock	0 07
Mackerel	0 15
Doree	0 17
Smelts, No. 1, per lb.	0 17
Smelts, extra large	0 25
Smelts (small)	0 09
Pike, headless and dressed	0 12
Market Cod	0 06
Whitefish, small	0 12
Sea Herrings	0 06
Steak Cod	0 08 1/2
Salmon, Cohoes, round	0 19
Salmon, Qualla, hd. and dd.	0 12
Whitefish	0 15
Lake Trout	0 19
Lake Herrings	0 06
B.C. Red Salmon	0 19

SALTED FISH

Codfish—	
Large bbls., 200 lbs.	16 50
No. 1, medium, bbl., 200 lbs.	15 00
No. 2, 200-lb. bbl.	14 00
Strip boneless (30-lb. boxes), lb.	0 18
Boneless (24 1-lb. cartons), lb.	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	0 16
Shredded (12-lb. boxes)	2 40
Dried, 100-lb. bbl.	15 00
Skinless, 100-lb. boxes	16 00
Pollock, No. 1, 200-lb. barrel	13 00
Boneless cod (2-lb.)	0 18

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

ONTARIO MARKETS

TORONTO, June 18.—The produce and provision markets show very few feature changes. Live hogs are slightly easier. Hams and back bacon are reported in scant supply. Butter prices are firmer. The cheese market is quiet. Lard is steady. Shortening is down one cent per pound. Whitefish is up two cents per pound. Trout also up one cent. Fowl is cheaper.

Live Hogs Are Easier

TORONTO.
FRESH MEATS.—There are few changes in the market for fresh meats. Live hogs are easier. Prices on fresh cuts are steady this week. Spring lamb is arriving freely and quoted at \$10.00 to \$12.00 each.

Cooked Meats Moving

TORONTO.
COOKED MEATS.—All lines of cooked meats are moving freely and with the exception of hams are in ample supply. Hams are in scant supply, and some packers are experiencing difficulty in meeting demands.

Hams and Bacon Scarce

Toronto.
PROVISIONS.—There is a scarcity of hams and back bacon noted this week, due to the extra demand for these lines at this season. Barrel meats are steady. Quotations are unchanged.

Hams—		
Medium	0 43	0 45
Large, 20 to 25 lbs. each, lb.	0 41½	
Heavy, 25 lbs. upwards, lb.	0 33½	
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27	
Do., av. 80-90 lbs.	0 26	
Clear bellies, 15-30 lbs.	0 29½	
Fat backs, 10 to 12 lbs.	0 26	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	50 00	
Short cut backs, bbl. 200 lbs.	56 00	
Pickled rolls, bbl., 200 lbs:—		
Heavy		
Lightweight	62 00	
Above prices subject to daily fluctuations of the market.		

Butter Prices Firmer

Toronto.
BUTTER.—The butter market is slightly firmer due to the demand for June butter for storage purposes. Fresh creamery butter is quoted at 56 to 58 cents per pound.

BUTTER—		
Creamery prints	0 56	0 58
Dairy prints, fresh, lb.	0 51	0 53
Dairy prints, No. 1, lb.	0 50	0 51

Cheese Market Quiet

Toronto.
CHEESE.—There is little of interest to report in this market. The demand is normal and quotations are steady.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 32	0 33
Stilton	0 34	0 35
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

Egg Market Firmer

Toronto.
EGGS.—There is a firmer tone to the egg market. Eggs are now being graded by the dealers. Fresh selects are quoted to the trade at 54 cents per dozen. Ordinary fresh are quoted at 53 cents.

EGGS—		
Fresh, selects	0 54	
Fresh	0 53	
Fresh selects in cartons	0 56	
Prices shown are subject to daily fluctuations of the market.		

Lard is Unchanged

Toronto.
LARD.—The lard market is steady with prices unchanged.

Margarine Prices Hold

Toronto.
MARGARINE.—There is little of a feature to note in this market. The demand is quiet, and prices are unchanged.

Shortening Down One Cent

Toronto.
SHORTENING.—This market is fairly quiet with lower prices quoted. One

pound prints are quoted at 28 to 29 cents per pound. Tierces are quoted at 26½ cents per pound.

SHORTENING—		
1-lb. prints	0 28	0 29
Tierces, 400 lbs.	0 26½	0 27

Whitefish Up 2 Cents

Toronto.
FISH.—There are good supplies of fresh fish arriving. Whitefish is up 2 to 3 cents per pound, quotations are now 18 to 19 cents per pound. Trout is also up one cent. Fresh mackerel is quoted at 12 to 13 cents per pound. There is still frozen and smoked fish arriving, but the demand is light.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 4¼	0 07
Haddock, heads off, lb.		
Do., heads on, lb.		0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 9
Fresh Herring		
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 16	0 17
Fresh Mackerel	0 12	0 13

WINNIPEG MARKETS

WINNIPEG, June 18—The hog market took a decided drop during the week. Butter has firmed up, while the cheese market is very steady. Eggs have shown a decline during the week. Lard and shortening are just a little higher.

Hams, bacon and cooked meats are in good demand. Fresh fish is arriving freely.

Hogs Have Declined

Winnipeg.
FRESH MEATS.—The hog market took a drop of \$3.50 this week and selects are now selling at prices quoted below:

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

Hams and Bacon Steady

Winnipeg.
PROVISIONS.—Hams and bacon remain steady. There is a good demand noted.

CURED MEATS		
HAMS—		
8 to 16 lbs., per lb.	0 51	
16 to 20 lbs., per lb.	0 46½	
Boneless, 8 to 15 lbs., per lb.	0 52½	
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 60½	
Do., 12 to 16 lbs., smoked	0 58	
Do., 10 to 14 lbs., skinned and peamealed	0 59½	
Cottage rolls, boneless	0 41½	

Eggs Are Weaker

Winnipeg.
EGGS.—The egg market is considerably weaker and quotations are lower. Selects are 49 cents per dozen and candled are 44 cents per dozen.

Lard Slightly Higher

Winnipeg.
LARD.—Lard has advanced a fraction of a cent. Pure lard in tierces is now quoted at 30 cents per pound.

FROZEN FISH

Halibut, chicken	0 16	0 17
Do., Qualla	0 09½	
Flounders	0 08½	
Pike, round	0 06	
Do., headless and dressed	0 09	

SMOKED FISH

Haddies, lb.	0 18
Filletts, lb.	0 18
Kippers, box	2 40

Fowl Has Declined

Toronto.
POULTRY.—Supplies of poultry are rather scant. Prices on fowl have declined 3 to 7 cents per pound. The demand is quiet.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 26	0 26
Ducklings	0 40	
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 55	0 65

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 35
Do., light	0 32
Chickens, spring	0 70
Ducklings	0 45

Butter Market is Firmer

Winnipeg.
BUTTER.—There is a firmer tone to the butter market. Quotations are as follows:

Dairy butter, best table grade	0 50
Creamery, best table grade	0 59
Margarine	0 37 0 39

Cheese Hold Steady

Winnipeg.
CHEESE.—There has been practically no change in the cheese market this week. Prices are steady.

CHEESE—		
Ontario, large, per lb.	0 31	
Do., twins, per lb.	0 31½	
Manitoba, large, per lb.	0 29	
Do., twins, per lb.	0 31	

Cooked Meats Active

Winnipeg.
COOKED MEATS.—There is an active demand for cooked meats. Prices are unchanged.

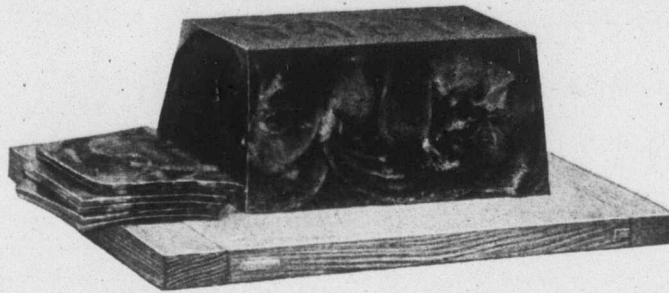
COOKED MEATS—		
Ham, boiled, per lb.	0 65½	0 67½
Do., roast	0 67½	
Jellied ox tongues	0 68	

Fresh Fish in Demand

Winnipeg.
FISH.—Large quantities of fresh fish are arriving and a good business is reported.

FRESH FISH

Fresh Whitefish, per lb.	0 16
Fresh Halibut, per lb.	0 22
Fresh Salmon, per lb.	0 34
Fresh Pickerel, per lb.	0 15
Fresh Lake Superior White Fish	0 22
Fresh Trout	0 22



A REAL TREAT

During these hot days there is no greater treat, than sitting down to a "Cold Luncheon," in preference to a steaming hot dinner.

The Housewife realizes this, and is therefore looking for the store in her neighborhood that has a "Cold Luncheon" counter.

Will she find one in your store?

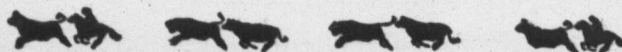
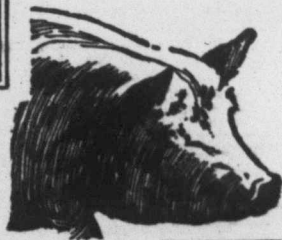
Davies' Cooked and Jellied Meats are just the "ready to serve" products the Housewife is looking for. You can't offer her a more appropriate line of Summer Season's delicacies.

Send in an order to-day.

Davies' Pork Tongue
 Davies' Jellied Hocks
 Davies' Ox Tongue
 Davies' Headcheese

Davies' Roast Pork
 Davies' Pork and Tongue
 Davies' Jellied Pork
 Davies' Cooked Pressed Pork

THE **DAVIES** COMPANY
 WILLIAM LIMITED
 TORONTO - MONTREAL



SIFTO SALT IT FLOWS BEST FOR TABLE USE

Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer. Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt “winners” you cannot afford to overlook. Stock them both.

CENTURY SALT BEST FOR GENERAL USE

DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent you

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS
DOMINION CANNERS, LTD.
Halton, Ont.

“Aylmer” Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.

Strawberry	85 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

“AYLMER” PURE ORANGE MARMALADE

12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 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”

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

CATSUPS—In Glass Bottles

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
¼-Pints, Red Seal	1 25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.65

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 85
Mayflower Brand, each 48 cans	11 85
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$7 40
Jersey Brand, Hotel, each 48 cans	7 40
St. Charles Brand, toll, each 48 cans	7 50
Jersey Brand, tall, each 48 cans	7 50
Peerless Brand, tall, each 48 cans	7 50
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	6 50
Peerless Brand, Family, each 48 cans	6 50
St. Charles Brand, small, each 48 cans	3 45
Jersey Brand, small, each 48 cans	3 45
Peerless Brand, small, each 48 cans	3 45

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$7 50
Reindeer Brand, small, each 48 cans	7 50
Cocoa, 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 3¼-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.
Toronto, Ont.

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

D.S.K., ¼-lb.	Per doz. tins
D.S.F., ¼-lb.	
D.S.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 dozen per case	11.50
16 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 12½
100-lb. kegs, No. 1 white	0 12½
200-lb. bbls., No. 1 white	0 12½
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 14½
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Canco Refined Potato Flour, 1-lb. pkgs.	0 16

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

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

RAISINS

Just as we suggested to you a few weeks back Raisins have made a considerable advance, caused by the extraordinary demand from the United States, where they do not seem to be able to get enough for their requirements.

It now looks like an absolute clean up of stocks before the coming crop can be available for the market.

Under these circumstances you who have not already covered for your trade, for the balance of the season, had better do it now—before all stocks are exhausted. We offer:

Griffin Fancy Seeded	15 oz.	.26
Griffin Choice Seeded	15 oz.	.25
Sunmaid Seeded	15 oz.	.26
Griffin Seedless	15 oz.	.29
Griffin Seedless	11 oz.	.24
Thompson Seedless	25 ^s	.27½
California Sultanas	25 ^s	.26½
Soda Bleached Thompsons	25 ^s	.27½
California Valencias	25 ^s	.24½
1 Crown Muscatels	25 ^s	.26
Fine Cleaned Smyrna Sultanas	30 ^s	.24½
Choice Cleaned Smyrna Sultanas	30 ^s	.25½

Send us an order, before it's too late.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

H.A. COOKED MEATS

Will Boost Your Summer Sales



You will get the most out of this big summer selling season both in profits and customer satisfaction if you feature your stock of *H. A. Brand tempting cooked meats* and suggest them to your customers both over the phone and in your store.

Look over your cooked meats to-day and let us send you a sample order.

THE HARRIS ABATTOIR COMPANY, Limited
 TORONTO, CANADA

M
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M
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“The Greatest Seller of Its Kind in the World”

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
 Toronto and Ontario
 Winnipeg and Manitoba

JAS. DALRYMPLE & SON
 Montreal and
 Province of Quebec

57



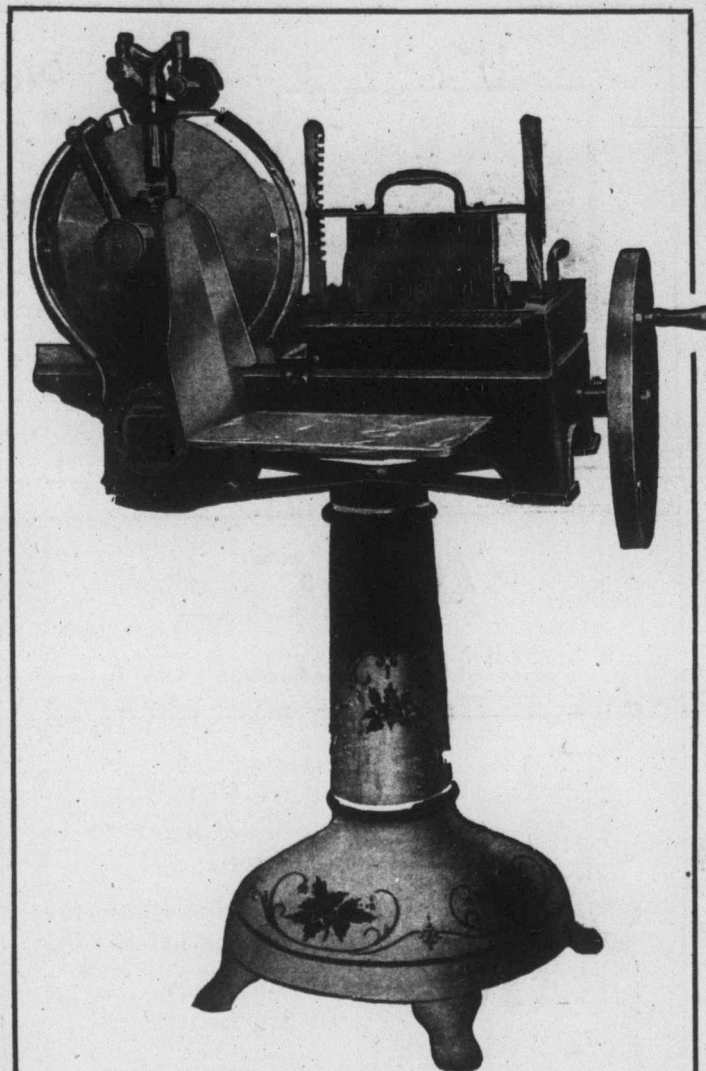
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Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

57



The Perfect Mechanism

of the Brantford Slicer is one of the important features that make it one of the most accurate and quick-cutting slicers. This excellent machine will be appreciated by, and also give entire satisfaction to the most particular merchant.

Write for illustrated catalogue.

The Brantford Computing Scale Co. LIMITED

Brantford, Canada

Offices and showrooms in the larger centres

Something New in Appetizers



A REAL APPETISER

MAROMA

CONDENSED SALAD DRESSING

TRADE MARK

BLUE SEAL

APPETIZING & DELICIOUS

E.W. JEFFRESS, LTD

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines



Have No Hesitation
in choosing
'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

APROL

SELLING IDEA NO. 6

Show a Pan of Fresh Made Biscuits



Have your Customer taste them

This is the kind of business that creates sales

You can make big sales and big profits

Be sure you keep all sizes of APROL

APROL is advertised in all leading papers in Canada

Order from Your Jobber

W. J. BUSH & CO.,
CANADA, LIMITED
NATIONAL CITY, CALIFORNIA
MONTREAL TORONTO

The "Pink of Perfection"

**CASCADE
SALMON**

EVERY TIN IS GUARANTEED



Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.



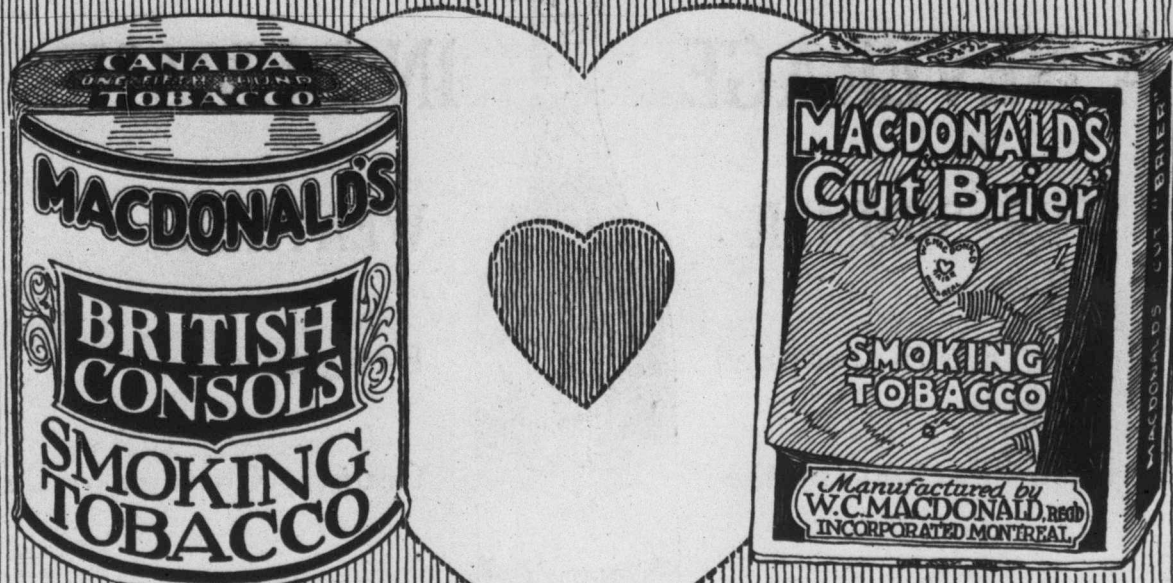
Scotch Snack Idea No. 5

American Tourists

will buy Scotch Snack by the case. Be sure you have Scotch Snack well displayed. Tourists are very fond of fish foods. Sell Scotch Snack. Tell them how delicious Scotch Snack is for making salads, sandwiches, croquettes, etc. Be sure your stock is complete with all sizes.

Watch for next week's advertisement.

ARGYLL BUTE REG., Montreal, Que.



Still further Possibilities— in our Cut Smoking

Everybody who appreciates quality wants Macdonald's Tobacco, but in the past some people have expressed a wish for their favorite Brand in Cut Form.

Our two new packages hold great possibilities for the Retailer of "Cut Brier" and "British Consols."

Plug Smoking

BRIER
INDEX
BRITISH CONSOLS

Plug Chewing

PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON

Cut Smoking

Cut Brier & British Consols.

Selling Agents :

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. McKenzie
& Co., Limited, Winnipeg.
British Columbia—George A. Stone.

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 Reg'd.

INCORPORATED

Montreal

A BEVERAGE IN DEMAND

FOR SUMMER

WEATHER

Easily Obtained

Easily Sold

Easily Packed for the

Country Cottage or Camp

Remember It for Holiday
Order

Stock It for the City
Trade



PACKED IN PINTS AND SPLITS

CIE. CANADIENNE D'IMPORTATIONS

P. DAoust, SELLING AGENT—OFFICE 140 ST. CATHERINE ST. EAST, MONTREAL



For Repeat Orders

—Grocers will find it profitable to stock Brodie's XXX Self-Raising Flour. Its reputation for pure and wholesome quality keeps it in constant demand by the most discriminating housewives.

Make your next flour order Brodie's. You'll find it an active seller.

Brodie & Harvie, Limited
Bleury Street, Montreal

—Speed up your
 Summer sales with
CHICKEN
 (LILY BRAND)
HADDIES

REGISTERED
 The Popular Summer Sea Food That Means Good Profits For You
The Maritime Fish Corporation
 General Office : Montreal



Order from your wholesaler.

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

LANKA—Meaning Ceylon

The origin of the name LANKA is most interesting and so appropriate that it justifies explanation of its source.

We found it in a history of ancient India. It is the medieval name for the Island of Ceylon—the name used in a quaint folk-lore poem called the "Ramayana"—translated from the Sanskrit.

Thus we adopted LANKA for the new brand of tea from Ceylon's hill gardens—the tea which gives your customers the best that British growers can produce.

WM. BRAID & CO.

Vancouver, Canada

Packers of the Famous Braid's Best Tea and Coffee

Agents for Ontario

S. H. MOORE & COMPANY, Toronto

They will thank you for bringing it to their notice—for recommending this exquisite blend of Ceylon's finest growth.



**Display This
Handsome Package**

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

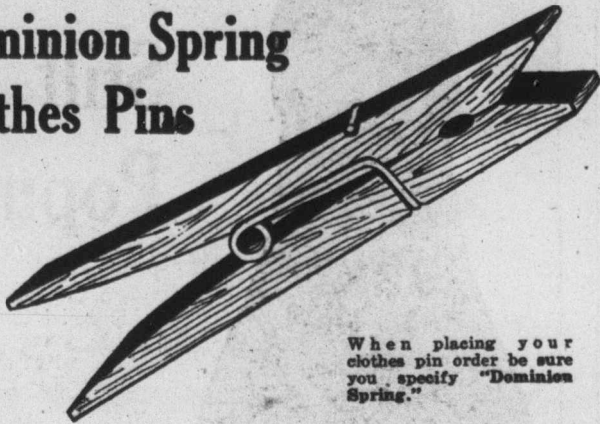
The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

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.

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

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 Cutlery, 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, 42 Sylvester-Willson Bldg.,
Winnipeg
Sankey & Maso, 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 request.

P. PASTENE & CO., LIMITED

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



A New Lemon Pie Filler

Enough in each can to make 4 delicious pies.

A splendid seller showing a good profit.

Agents wanted in all parts of Canada

Mellow Products Co., "Regd"
146 Garnier St., MONTREAL

RICE

RICE FLOUR

RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited

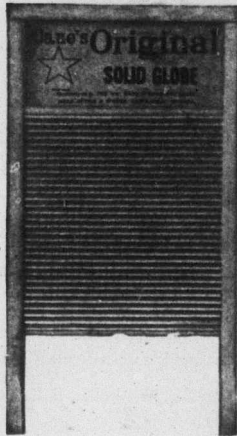
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY

Agents
MONTREAL

Cane's Washboards

Built to last a lifetime



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.

The profit from this first order will convince you that Cane's Washboards are worth handling. Write to-day.

Wm. Cane & Sons Co.
 Limited
 NEWMARKET, ONTARIO

Still Popular



—on the market is this delicious Grape Juice. Its high standard of quality keeps its reputation solid.

Your customers' immediate needs can be satisfied by having a stock of Marsh's Grape Juice for their selection.

The Marsh Grape Juice Company
 NIAGARA FALLS, ONT.
 Agents for Ontario, Quebec & Maritime Provinces
The MacLaren Imperial Cheese Co., Limited
 Toronto, Ont.

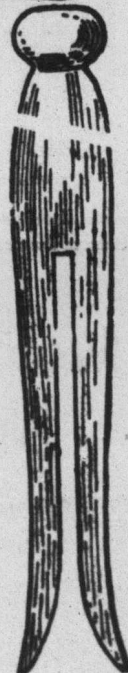
The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

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



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

Y & S STICK LICORICE in 10c Cartons



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

Made in Canada by

National Licorice Company
 MONTREAL

Catalogue and Price List on Application.

WHITTALL CANS

for

**Meats
Syrup**

**Vegetables
Fish Paint**

**Milk
Etc.**

PACKERS' CANS

**Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps**

A. R. Whittall Can Company, Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

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 Caterer" for your town? Ask your jobber or write for samples and prices to:—

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

DOG MEAT FIBRINE CAKES

Twines

Counter, Express

and Factory, in

Cotton, Jute, Hemp

Walter Woods & Co.
Hamilton and Winnipeg

Enquiry Department

WHEN you become a subscriber to **CANADIAN GROCER** this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

REGARDING PLACING GASOLINE STREET TANK

Could you inform me what depth the law demands a gasoline street tank to be below the surface, in villages where there is no municipal by-law governing same?—Mr. J. W. Troyer, Magnetawan, Ont.

Answer.—We find from the S. F. Bowser Co., Ltd., this should be 30 inches deep.

BOARD OF COMMERCE MONTHLY REPORT

Am I obliged to fill out the monthly report demanded by the Board of Commerce?—P. J. Girard, Richmond, Que.

Answer.—According to the Board of Commerce the report must be filled out, but the Retail Merchants' Association say it is not compulsory as grocers are not licensed by the Government. Many retailers are not filling it out.

MARKET FOR COCOA BEANS

A party in Grenada, B.W.I., would like to know where in Canada he can find a market for from 300 to 1,000 bags of cocoa beans of 200 lbs. each.—Mr. J. W. Sangster, Sackville, N.B.

Answer.—The following grocery brokers might be written: Wallace Anderson, Goderich Building, Toronto, Ont.; Geo. Stanway & Co., 43 Scott Street, Toronto, Ont.

DOROBUNTAL CIGARETTE PAPER

Kindly advise us from whom we may purchase Dorobuntal Cigarette Paper at jobbers' prices?—Wood & McConnell Ltd., Sydney, N.S.

Answer.—Dorobuntal Cigarette Paper at jobbers' prices may be purchased from B. B. Co., Canada, Ltd., 64 Wellington St. W., Toronto, Ont.

REPORT FROM BOARD OF COMMERCE

Re report we are requested to make to Board of Commerce, Ottawa, monthly, is this absolutely compulsory?

Answer.—See answer above.

CONFECTIONERY MANUFACTURERS

Please give names of confectionery manufacturers in Canada.—Joyce & Co., Ltd., 307 St. James St., Montreal, Que.

Answer.—List has been mailed.

DOES ANY READER KNOW?

Could you tell me what creamery makes the York Club creamery prints of butter and where are the creameries?—G. H. B., Bloor St. W., Toronto.

GRIDS FOR PANCAKE

Can you advise us where in United States or Canada we can buy soap-stone grids for baking pancakes? We would appreciate this information.—Teco Co., Ltd, Belleville, Ont.

Answer.—We would refer you to the Hamilton Facing Mills Co., Hamilton, Ont., and Phoenix Soapstone Co., Arlington, Nelson County, Virginia, U.S.A.

"WEAR EVER" ALUMINUM

Is the Northern Aluminum Co., Ltd., whose trade-mark is "Wear Ever," the same company whose goods were on the market about eight years ago under the trade mark with the letters T. A. C. U. Co. where N. A. Co. list is now? Where can one find information re aluminum and its purity?—W. Green & Son, West Flamboro, Ont.

Answer.—Regarding "Wear Ever" aluminum, T. A. C. U. Co. stands for "The Aluminum Cookery Utensil Co., of New Kensington, Pa. N. A. Co., Ltd., stands for Northern Aluminum Co., Ltd., of Toronto, Ont., which is a subsidiary branch of above.

Information re purity of aluminum could be obtained from the above company of Toronto; Thomas Davidson Mfg. Co., Montreal; Samuel Benjamin, Toronto; The British Aluminum Co., Ltd., Toronto; the Aluminum Specialties Co., Ltd., Toronto; Merchants' Hardware Specialties Ltd., Calgary, Alta.; the Aluminum Ware Mfg. Co., Oakville; the British Aluminum Co., Toronto.

MANUFACTURERS OF CHEESE CUTTERS

Kindly inform us as to manufacturers of

cheese cutters, the kind enclosed in counter display cases.—Subscriber.

Answer.—The following firms are manufacturers of cheese cutters: Dayton Scale Co., Toronto, with branches in principal cities; Brantford Computing Scale Co., Brantford, Ont.; Computing Cheese Cutter Co., Windsor, Ont.; Hobart Mfg. Co., Toronto, Ont.; W. A. Freeman & Co., Hamilton, Ont.

TAX COLLECTIONS

Is it necessary for retailers to collect tax on goods that were in stock previous to May 19th?—Subscriber.

Answer.—The grocer does not collect any tax whatever. The goods he buys that are taxable cost that much more and he must get more from his customers.

EGG CARRIERS

We want to purchase egg carriers, one to two dozen size, and would be obliged if you could mail us the address of some reliable maker.—The Exploits Valley Royal Stores, Ltd., Grand Falls, Newfoundland.

Answer.—Walter Woods Co., Hamilton, Ont.; Trent Mfg. Co., Trenton, Ont.; Wm. Cane & Sons, Newmarket, Ont.; Miller Bros., 20-28 Dowd St., Montreal, Que.; Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.; A. B. Scott, Niagara Falls, Ont.

WAGON MANUFACTURERS

Please give me information of wagon manufacturers.—Wm. J. Dagenair, North Cobalt, Ont.

Answer.—(Delivery Automobile) Canada Cycle & Motor Co., Ltd., Toronto, Ont.; Dominion Motors Ltd., Walkerville, Ont.; Ford Motor Co. of Canada, Ltd., Walkerville, Ont.; McLaughlin Motor Car Co., Oshawa, Ont.

(Light Delivery, Spring, Baggage, etc.) Adams Wagon Co., Brantford, Ont.; Bain Wagon Co., Woodstock, Ont.; Barrie Carriage Co., Barrie, Ont.; Brantford Carriage Co., Brantford, Ont.; Tudhope Carriage Co., Orillia, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address

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.....

.....

Dominion Brand

PORK AND BEANS

Delicious - Appetizing - Nourishing - Thoroughly Cooked

With
TOMATO SAUCE
CHILI SAUCE
AND PLAIN



EIGHT SIZES—
A SIZE TO SUIT
EVERY CUSTOMER

*Suggest them to your customers for lunches during
the hot weather* **DISPLAY THEM**

DOMINION CANNERS LIMITED, HAMILTON, ONT.

In Constant Demand

YOU can never be overstocked with O'Keefe's Imperial Brews and Soft Drinks. A constant demand especially in Summer quickly clears out your supply. You are certain of good profits when you feature

O'Keefe's

IMPERIAL ALE, LAGER AND STOUT

as well as our sparkling refreshing soft drinks, such as O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola, Lemonade, etc.

O'Keefe's beverages meet the Summer need for something cooling and snappy, of guaranteed purity and quality. All Orders assured prompt delivery.

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PHONE MAIN 4202



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FINALITY IN FRUIT SAUCE

as a palate pleasure and a true digestive

As supplied by Warrant of Appointment to the House of Lords.



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THE Baking Soda that is known from Coast to Coast and is famed for its strength and purity.



Stock up with Cow Brand and keep it well displayed. Its incomparable quality reputation sells it without any sales effort.

Cheapest Because Best!

Church & Dwight, Limited
MONTREAL

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case.... \$6 80
5-lb. tins, 1 doz. in case.... 7 75
10-lb. tins, 1/2 doz. in case.... 7 45
20-lb. tins, 1/4 doz. in case... 7 40
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs..... 0 09
Half barrels, about 350 lbs. 0 09 1/4

CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case.... 6 20
5-lb. tins, 1 doz. in case.... 7 15
10-lb. tins, 1/2 doz. in case... 6 85
20-lb. tins, 1/4 doz. in case... 7 60
(5, 10, and 20-lb. tins have wire handles.)

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 80

INFANTS' FOOD

MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz.
1-lb.
1/2-lb.
Robinson's Patent Groats—
1-lb.
1/2-lb.

BLUE
Keen's Oxford, per lb. 0 27
In cases, 12 12-lb. bxs. to case 0 27

NUGGET POLISHES
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, 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
EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 13
Currency, 12s 1 13
Stag Bar, 9s, boxes, 6 lb. 1 08
Pay Roll, thick bars 1 30
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 26
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 26
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30
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 30
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. doz. 0 45
Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

UNSWEETENED CHOCOLATE
Supreme Chocolate, 12-lb. boxes, per lb. 0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box 2 35
Perfection Chocolate, 10c 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 Medallions, 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 40
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Milk Croquettes, 5-lb. boxes, 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 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 42
Nonpareil 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 Chocolates, 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 46
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 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 27
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, gross 1 15
20-1c Milk Chocolate Sticks, 60 boxes in case 0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.
Kellogg's Toasted Corn Flakes, Waxtite 4 15
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 15
Kellogg's Dominion Corn Flakes, Indiv. 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 & HARVIES, LTD.,
14 Bleury St., Montreal
XXX Self-Raising Flour, 6 lbs. packages, doz. \$6 20
Do., 3 lbs. 3 15
Superb Self-Raising Flour, 6 lb. 6 00
Do., 3 lbs. 3 05
Crescent Self-Raising Flour, 6 lb. 6 10
Do., 3 lb. 3 10
Perfection Rolled Oats (55 oz) 8.00
Brodie's Self-Raising Panake Flour, 1 1/2 lb. pack., doz. 1 50
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg. doz. 1.50

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Cantaloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

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Car lots arriving now from California.

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occupy a paramount place among corn flakes in any grocery stock because of their supreme quality.

Accordingly, you will find that in the most progressive stores, when the best brand of corn flakes is called for they hand out Post Toasties, because they are the best, and are sure to give satisfaction.

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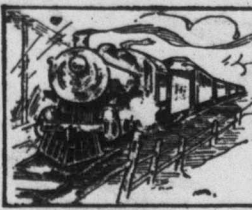
Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

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VANCOUVER

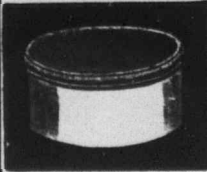
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BUYERS' MARKET GUIDE

Latest Editorial Market News



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as Food Protectors
are needed in every
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Place your order
early.
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Limited
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We are now located in our new and more
spacious warehouse at

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WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

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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.

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Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut

The finest made

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Calgary - Clarke Brokerage

B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)

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Confectioners and Picklers, etc.

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

F. KESSELL & COMPANY

7-8 Railway Approach,
London Bridge, S.E. 1, England

A GOOD TIME TO BUY ROLLED OATS

Manufacturers of rolled
oats state that it is im-
possible to manufacture
rolled oats at the present
price of oats and sell at
the prices now quoted by
jobbers. The fact that
business for this line is
quiet and that jobbers are
well stocked are the fac-
tors that are keeping down
prices. Just as to how
long this will last, will all
depend on how some job-
bers will have to re stock.

LEMONS ARE GOOD BUYING

With the arrival of the
warm weather, there is
sure to be an extra run on
lemons and, as in previous
summers, lemons can be
expected to advance in
price. Verdilli lemons for
summer keeping are arriv-
ing freely and it looks like
good buying at the present
prices.



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BALERS**

ALL STEEL-F 1.00F

"Turns Waste
into Profit"

12 SIZES

Send for Catalogue

CLIMAX BALER CO.

Hamilton, Ont.

These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

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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,

Mince-meat, etc.

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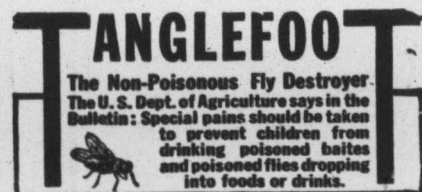
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ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS

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



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matters pertaining to the trade it will
be gladly furnished free upon applica-
tion through the columns of this paper.
If you enclose stamped, addressed en-
velope we will also reply direct to
you. Don't hesitate to ask us. We
will do our best.

Wanted

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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.

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WANTED — GOOD CLERK IN GENERAL store: country; small town; single man if possible. Write M. Daneff, Grant, Ont., C.G.R.

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FOR SALE—GROCERY BUSINESS SITUATED in Oshawa, doing over \$1,000 weekly. Stock and fixtures amount to \$5,000. Best of reasons for selling. Toronto phone, Beach 1282, or apply Box 162, Canadian Grocer, 153 University Ave., Toronto, Ont.

BAKER'S COCOA and CHOCOLATE



preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Registered Trade-Mark

Made in Canada

On the Market for 140 Years

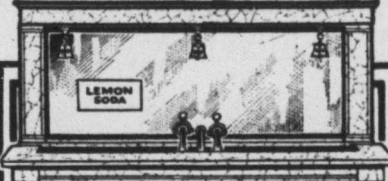
Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

FOR SALE

FOR SALE—CORNER GROCERY BUSINESS and property across street from city boundary. Good paying business, good range of stock; county taxes. Owner retiring. Can vacate quickly. Apply Box 150, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—GENERAL STORE BUSINESS AT Bruce Mines. Stock about \$15,000. Good business, one that has been a money maker. Ill health reason for selling. Will sell property at assessment values, which is about one-third property cost. Business can be bought at a big advantage as stock was well bought. For further information apply to Box 98, Bruce Mines, Ont.

EXCEPTIONAL OPPORTUNITY TO PURCHASE first-class grocery and confectionery business, doing over \$1,500 weekly. Corner store in good location. Will lease or sell buildings. Apply Owner, Box 160, Canadian Grocer, 153 University Ave., Toronto, Ont.



Arnett Soda Fountains

They're money-makers — the public want the service and they buy lots of other things where they buy their sodas.

We are the Fountain experts of Western Canada and supply all the big stores.

Ask us for literature.

Thomas Lewis Arnett
Souris — Manitoba

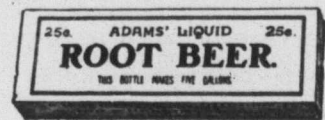
ARNETTIZE
YOUR
STORE

FOR SALE

FOR SALE—BUTCHER AND GROCERY BUSINESS in Toronto, \$5,000. Turnover \$65,000. Stock about \$3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, 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.



AND



Make the Best Home Made SUMMER DRINKS

25c bottles make 5 gallons
15c bottles make 2 gallons
WHOLESALE PRICES
25c sizes \$2.10 per dozen, \$24 per gross
15c sizes \$1.20 per dozen, \$14 per gross

Manufactured and for Sale by
PARKE & PARKE, LIMITED
MacNab St. & Market Sq., Hamilton, Ont.

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 CHARGE
EFFICIENT
RELIABLE



½ Actual Size.

Best Goods
are
Best Sellers

McCormick's Jersey Cream Sodas

are the Best, because—

First: We use the most exacting discrimination in our selection of baking materials.

Second: Jersey Creams are made under hygienic conditions. Our patrons are invited to inspect our factory where cleanliness is our watchword, and where daylight penetrates to every corner.

Third: Jersey Creams are packed in sealed packages. This preserves their original crispness and freshness. This is why McCormick's Jersey Creams are delightfully fresh, and deliciously good.

These are the goods that give you a quick turnover.



The McCormick Mfg. Company, Limited, London, Can.

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.



BEFORE YOUR WAITING LINE
HAS FADED
BUY "THAT OTHER DAYTON"

Waste your own time in your own way, Mr. Merchant—and that of your clerks—but why expect your customers, if they have any to lose, to waste it in *YOUR* way, too? Miss Nineteen Twenty, perhaps, cannot afford to stand indefinitely at the end of one waiting line while your clerks hover helpless in another, with service at a standstill. All because of your neglect to provide the additional equipment which means the difference between dwindling sales and growing trade.

MADE
IN
CANADA

ELIMINATE THE WAITING LINE

DAYTONS PLACED AT CONVENIENT POINTS IN YOUR STORE
HELP YOU TO SATISFY CUSTOMERS, SAVE TIME AND LABOR.

IF IT'S
A DAYTON
IT'S RIGHT

THE VITAL QUESTION IS NOT : "WHAT DOES IT COST ?" BUT "WHAT DOES IT COST TO BE WITHOUT IT ?"

Catalogue and data on request

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415½ Yonge St.; HAMILTON, 175 James St. N.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)