

**PAGES  
MISSING**

NEW REGULATIONS REGARDING FLOUR

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, AUGUST 2, 1918

No. 31

## St. Lawrence



BRAND

## Sugar

Preserving time means a great demand for sugar.

Satisfy your customer and ensure a repeat order by supplying her with **DIAMOND BRAND SUGAR.**

Made from selected Pure Cane and 100% pure.

MANUFACTURED BY

**St. Lawrence Sugar Refineries, Limited**

**MONTREAL**



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.  
Copy of report will be sent on request to anyone interested.



THE

**O-Cedar**  
Polish

TRADE  
MARK

**Y**OU and your customer are assured of service, satisfaction and value when you stock and prominently display O-Cedar Products.

The Manufacturers of O-Cedar Products have so consistently followed the ideals of quality that their Trade-Mark is now invariably accepted as an assurance of standard quality, quantity contents and value.

O-Cedar Products have exceptional merits. The extensive advertising of them widens the circle of their friends; but it is the ever-increasing repeat orders for these lines that most surely indicate their worth.

Display O-Cedar Products where they can be easily seen; or, still better, display them in your window occasionally. We have some beautiful window cards and hangers which we will send on request. These form a strong "link up" with the other O-Cedar advertising in newspapers, magazines and street cars.

Ask your jobber's salesman about the O-Cedar Special Assortments and O-Cedar Profit Deals.

**CHANNELL CHEMICAL COMPANY, LIMITED**

369 SORAUREN AVE., TORONTO

# O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

**Wholesale Grocery Brokers, Manufacturers Agents and Distributors**

**We offer first-class Intelligent and Reliable Service.**

25 years' experience in Wholesale Grocery and Kindred Lines.

**WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.**

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

**WE SOLICIT RELIABLE ACCOUNTS**

## Import and Export Departments

**IMPORTERS**—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Coconut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Coconut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

**EXPORTERS**—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.



*A favorite the whole year round*

*Borden's*  
**ST. CHARLES  
EVAPORATED MILK**

A Borden Product of delicious purity and undoubted economy.

Suggest St. Charles Evaporated Milk to every housewife. In these days of soaring prices she will thoroughly approve of the appetizing and delicious dishes that this Borden Milk Product makes possible.

Recommended for all table and cooking purposes by the most notable Domestic Science experts.

**"The Milk that Cuts the Cost of Cooking"**

Show it in to-day's displays.

**BORDEN MILK COMPANY, LTD.**

*Leaers of Quality*

**MONTREAL**

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





# KRAUT IS DUTCH—NOT GERMAN!

If any of your customers have scruples about eating Kraut for patriotic reasons, just refer them to the following dispatch from Washington:—

“Washington, May 30th.—Sauer Kraut may be eaten without disloyalty. The Food Administration to-day explained that the dish is of Dutch, rather than German origin and that those who make free use of it will be performing a patriotic service by stimulating a greater use of cabbage and thus saving staple foods needed abroad.”

## “Simcoe” and “Dominion” Brand KRAUT

is of the highest quality. Its delicious flavor appeals to every taste. Order a supply, but order quick—the supply is limited. Telegraph your order to-day at our expense.

**Dominion Cannery Limited**  
Hamilton, Canada

License No. 14-12

License No. 14-12



“The Seal of Quality”

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

# CLARK'S SOUPS



Assure You  
Prime  
Quality



## FOURTEEN KINDS

Vegetable  
Ox Tail  
Pea  
Consomme  
Julienne

Chicken  
Mock Turtle  
Tomato  
Vermicelli Tomato  
Celery

Mulligatawny  
Scotch Broth  
Mutton Broth  
Green Pea

FOR YOUR CUSTOMER

*Purity, Ease, Economy*

FOR YOU

*Ready Sale and Good Margin*

W. CLARK, LTD.



MONTREAL



## DUST vs. GOODWILL

**D**UST is the greatest enemy in the store. It lessens public goodwill in proportion as it increases the shop-worn appearance of the stock on the shelves. Although impossible to keep out the dust altogether, it is not only possible, but easy to control and hold 90% of the atmospheric dust in your store by using

### STANDARD Floor Dressing

It is sanitary, non-evaporating and non-gumming. Floors and fixtures treated with it gain in appearance and wearing quality. As much as 500-700 square feet of floor space can be treated with one gallon. A floor once dressed requires no further attention for the next three or four months other than regular sweeping with a hard broom.

Supplied in one and four gallon cans and barrels and half barrels.

An ordinary floor sprayer may be used in applying Standard Floor Dressing.

#### IMPERIAL OIL LIMITED

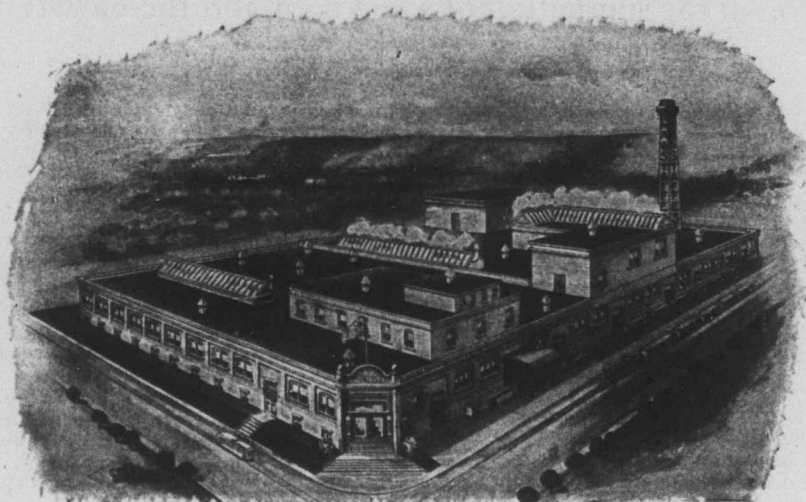
BRANCHES IN ALL CITIES



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

# WAGSTAFFE'S

## 1918 PACK JAM



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

- Strawberry
- Raspberry
- Black Currant
- Plum
- Peach
- Apricot



All Ready for Delivery.

# WAGSTAFFE, Limited

Hamilton, Canada

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



# Becoming a Bigger Man

**W**HAT is the difference between some men you know and others known to you? Why are some men earning \$3,000 a year and some \$30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting \$20,000 a year." "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of \$20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as \$2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward.

Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact,

the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income, — by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

**I**F business—**BUSINESS**—is your chosen field of work, we counsel you to read each week **THE FINANCIAL POST**. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the **POST**, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the **POST** for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,

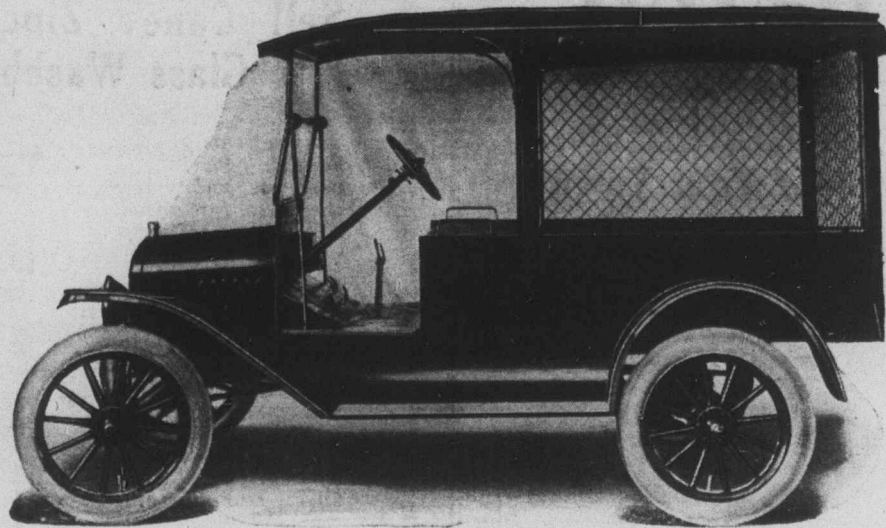
Dept. CG—143-153 University Ave., Toronto.

Send **THE FINANCIAL POST** for four months for one dollar.

Money to be enclosed remitted

Signed .....

Just  
the  
Car  
for  
Grocers



Made  
in  
Canada

## Does This Delivery Body Suit Your Business?

We have all kinds and all sizes, but we specialize on the Unit Plan, standardized, steel-skeleton, Babcock Body. From one unit four styles can be made by simple additions of extra fittings.

### ***Babcock Commercial Bodies***

Constructed for strength, with patented steel skeleton which gives rigidity, durability and a lightness which wood could never give. The neat appearance of Babcock Bodies is one feature that makes them a credit to any business house using them in their Auto Delivery Service.

*Write for Illustrated Folder and Prices.*

**CARRIAGE FACTORIES, LIMITED**

Head Offices: Excelsior Life Bldg., Toronto. Sales Offices: Montreal, Toronto, Winnipeg



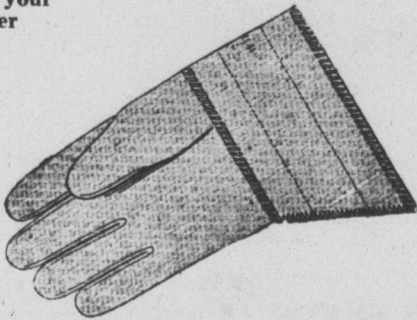
**TAPATCO**  
REGISTERED TRADE MARK  
BRAND

### You Can Sell Tapatco Gloves to the Men of Your Town

The Tapatco Glove is a well made, comfortable, long-wearing working glove that will give every man unlimited satisfaction.

Get this profitable extra business. Show the Tapatco line in your windows where the men will notice it. There's a Tapatco style and weight for every purpose

Ask your  
Jobber



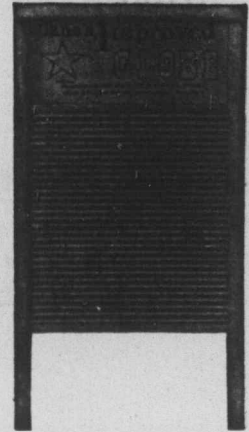
The American Pad and Textile Co.  
Chatham, Ontario

### Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from splinters and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.  
LIMITED  
NEWMARKET, ONT.

### She trusts COW BRAND

Everywhere you will find absolute confidence in the baking results of **COW BRAND SODA**. For strength, purity, and reliability it is unsurpassed. It is a sure trade builder and holder.

Fill in your stock  
to-day.



Church & Dwight, Limited  
Manufacturers - - MONTREAL

## CENTURY SALT

---a salt that's  
easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure  
your stock  
is well displayed.

THE DOMINION SALT CO LIMITED  
SARNIA. ONT.

## This is the line of Big Value



Babbitt's Cleanser offers the housewife a combination of quality and value that cannot be excelled. Show Babbitt's in your displays every day. When the housewife asks you for a good all round cleanser recommend Babbitt's. Babbitt's will give her the satisfaction that will clinch her confidence in your judgment. Try out a display of Babbitt's.

WM. H. DUNN, LIMITED

General Representatives for Canada  
MONTREAL

DUNN-HORTOP LTD., TORONTO, Special Agents

## Luxury Flavors in War-Time Foods

The use of cornmeal, rice and other wheat substitutes presents no problem to women who keep Sun-Maid Raisins on hand.

### Free Book for Your Customers

Our magazine advertising tells women how to introduce "luxury flavors" into war-time foods by using raisins. For raisins are deliciously flavored, high in food value, rich in sugar, and reasonably priced. Suggest to women that they send for the Sun-Maid Recipe Book.



Three varieties of Sun-Maid Raisins: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem). Buy from your jobber.

Magazine readers everywhere know the Sun-Maid packages. They will buy more readily if they see Sun-Maid Raisins displayed in your store.

## SUN-MAID RAISINS

California Associated Raisin Co., Fresno, California  
Membership 9,000 Growers



## Are You Cashing In?

The "Nugget" Broom was brought out to meet the enormous demand for a broom of good quality, yet light in weight. We have filled the demand—are you cashing in on it?

### "NUGGET" BROOMS

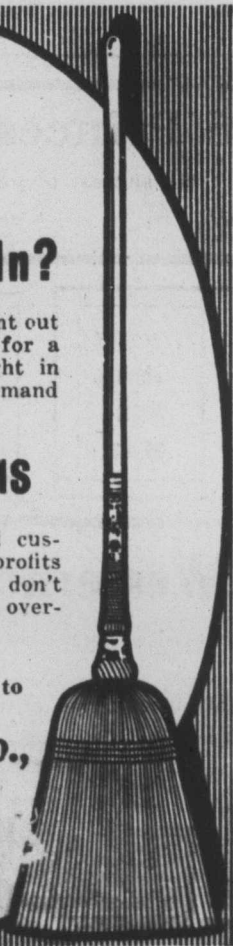
are business-builders. Satisfied customers, quick turnovers, good profits and moderate prices. If you don't stock "Nugget" Brooms you are overlooking a trade-builder.

Write to-day for prices, etc., to

**Stevens-Hepner Co.,**  
LIMITED

Port Elgin, Ont.

Also Makers of the famous  
Keystone line.



## Mr. George Washington of New York Says

that he has turned the entire output of the G. Washington Refined, Soluble Coffee, over to the Government for the Soldiers in the front line trenches Overseas.

He hopes shortly to be able to again supply the trade; in the meantime you and your customers' indulgence is asked.



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

### WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
Storage  
Distri-  
bution

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS

## There's big money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

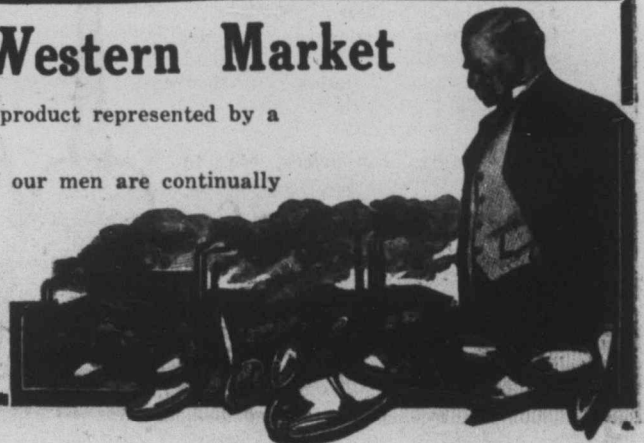
We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

### Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

## WHOLESALE GROCERY BROKERS

*Manufacturers' Agents  
Commission Merchants*

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

Est. 1907. Write us.  
Correspondence Solicited.

Head Office and Warehouse, 181-183 Bannatyne  
Ave. E., Winnipeg, Can.

### A. M. Maclure & Co.

MALTESE CROSS BUILDING  
WINNIPEG

IMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES

### Williams Storage Co.

WINNIPEG

Lessees  
WINNIPEG WAREHOUSING CO.  
286 Princess Street

Owners  
C. S. TURNER CO.  
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage  
Track Facilities Steam Heating  
WAREHOUSING DISTRIBUTING  
STORAGE

### C. & J. JONES

WINNIPEG - VANCOUVER

*Wholesale Commission Brokers  
and Importers*

During the fifteen years we have been  
on this Western market, we have built  
up a big business with European manu-  
facturers. We give the same attention  
to Canadian and American manufac-  
turers. Write for details of our service.

205 CURRY BUILDING  
WINNIPEG

### C. H. GRANT CO.

Wholesale Commission Brokers and  
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg  
We have the facilities for giving manu-  
facturers first-class service.

PUGSLE (, DINGMAN CO., LIMITED)  
JOHN TAYLOR & CO., LIMITED  
ETC., ETC., ETC.

We represent some of the best manufacturers,  
of whom the above are examples. We will  
give your line the same attention.

F. D. COCKBURN CO.  
WINNIPEG

# Donald H. Bain Co.

## Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## ONTARIO

### DRIED AND EVAPORATED APPLES.

Apple Waste and Chops, Specialties  
**H. W. Ackerman**  
BELLEVILLE ONTARIO

### Maclure & Langley, Limited

Manufacturers' Agents  
Grocers, Confectioners  
and Drug Specialists  
12 FRONT STREET EAST TORONTO

### W. G. PATRICK & CO. Limited

Manufacturers' Agents  
and Importers  
51-53 Wellington St. W., Toronto

### W. F. ELLIOT

Importer & Manufacturers' Agent  
(Cor. Leith and Hardisty Sts.)  
FORT WILLIAM, ONT.  
Established 1909.

### W. G. A. LAMBE & CO. TORONTO

Established 1885  
SUGARS FRUITS

### LOGGIE, SONS & CO.

Merchandise Brokers and  
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

"We cover Canada 3 times a year."

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

### On Spot

Tapioca and Sago

Both Singapore and Penang. Lowest price.

**W. H. MILLMAN & SONS**  
Wholesale Grocery Importers  
TORONTO

### Baker's Cocoa and Chocolate



REGISTERED  
TRADE-MARK

MAKE AND  
KEEP GOOD  
CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws of all the States; are readily sold, giving a quick turnover of stock.

**WALTER BAKER & CO. Limited**

Montreal, Can. Dorchester, Mass.

Established 1780

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

TO

## Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

**Canadian Grocer**  
143-153 University Ave.  
TORONTO

# EL ROI-TAN PERFECT CIGAR

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**QUEBEC**

**ROSE & LAFLAMME  
LIMITED**

Commission Merchants  
Grocers' Specialties  
**MONTREAL TORONTO**

**J. R. GENEST**

Wholesale Grain, Flour and Feed  
SPECIAL—Pastry Flour  
GROCERS SPECIALTIES  
BOARD OF TRADE BUILDING, MONTREAL

KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

**H. D. MARSHALL**

Wholesale Grocery Broker  
**OTTAWA MONTREAL HALIFAX**

When answering  
Advertisements please mention  
Canadian Grocer

**FREEMAN and SHEELY**

WHOLESALE GROCERY BROKERS  
St. Nicholas Bld. - Montreal

**MARITIME PROVINCES**

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

Montreal, P.Q.  
Grocery and Chemical Brokers  
Commission Agents

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

**GAETZ & CO.**

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

Just try  
how  
MacKay's  
will sell



IT'S THE REAL MACKAY

You can strongly recommend this delicious, wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

**John MacKay Co., Limited**  
BOWMANVILLE, ONT.

Taste It  
Yourself



Open a bottle of Marsh's Grape Juice and taste its deliciousness—its fine rich Concord Flavor. See for yourself how good Marsh's is and how well it merits your best recommendation.

Grocers everywhere sell Marsh's Grape Juice.

Tell your customers about it.

**The Marsh Grape Juice Company**

Niagara Falls, Ontario

Agents:

MacLaren Imperial  
Cheese Co., Ltd.,  
Ontario.

Rose & Laflamme, Ltd.,  
Montreal, Que.



# Furnivall's

FINE  
FRUIT  
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Get your Best Selling Efforts behind the  
**New Season's Pack of  
Furnivall's**

More customers and better pleased customers will result and your profits will be correspondingly increased.

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

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

**A Fine Satisfying Chew**

Proof that King George's Navy Chewing Tobacco meets with the approval of the men is evidenced by the regular repeats which follow first sales. You will like how King George's Navy sells and you will like the wide profit margin also.

Ask your wholesaler  
for a supply.



Rock City Tobacco Co., Ltd.

## BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.)

HAMILTON

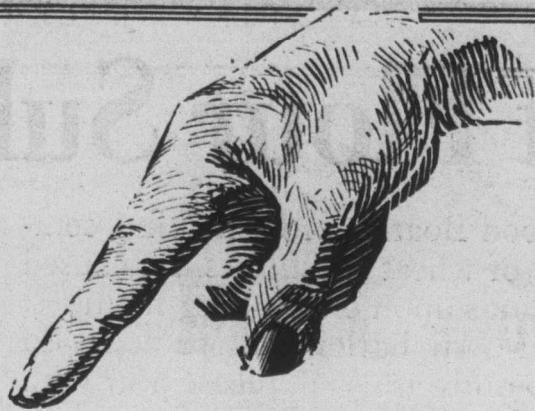
Shipment, new pack, Choice Red Spring Salmon, 48 1-lb. tall tins, due in ten to fifteen days.

This is part of a limited early pack. Get your orders in for your summer trade before it is cleaned up. One-lb Red Salmon is almost unobtainable.

**BRISTOL, SOMERVILLE & CO.**

Canadian Food Control License No. 6-058

**WHOLESALE GROCERS**



*That's It!!*

The 1918 Pack

“E. D. S.”

# Strawberry Jam



The jam you can sell to every customer with the assurance of quick repeats and a good margin every time.

This year's pack is as good an assortment as we have ever offered you.

True E. D. S. quality. What more is necessary?

## E. D. Smith and Son

Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

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



# Wheat Flour Substitutes

THE Canada Food Board's order making compulsory the use of wheat substitutes has caused unprecedented demands upon our milling facilities. If your shipments of corn, barley and rye flours do not reach you as promptly as usual, please bear with us. With our special capacity for milling the substitute flour we are doing our best. In the meantime we suggest that you can assist speeding up deliveries by ordering not more than actual requirements until the rush is over.

Campbell's Corn, Barley and Rye Flours are sold in the following size packages:—

3½ lb. 7 lb. 24 lb. 49 lb. 98 lb.

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**Campbell's  
Corn  
Barley  
and Rye  
Flours**

---

**The Campbell Flour Mills Company, Limited**  
West Toronto, Ontario

## The reasons for the superiority of Malcolm Milk Products are

—First: Ideal location. The vicinity of St. George, Ont., is one of Canada's finest dairy districts.

—Second: A thoroughly scientific manufacturing process that brings out all the full rich goodness of pure milk. The Malcolm process absolutely eliminates risk of inferior quality.

Grocers can recommend Malcolm's with the certainty of many repeat sales and good big profits.

Send for your supplies now. We prepay freight up to 50c per 100 lbs., and deliver 5-case lots or more to any point in Ontario, Quebec or Maritimes.

THE  
**MALCOLM CONDENSING CO., LTD.**

St. George, Ontario

*The All-Canadian Condensed Milk Company*



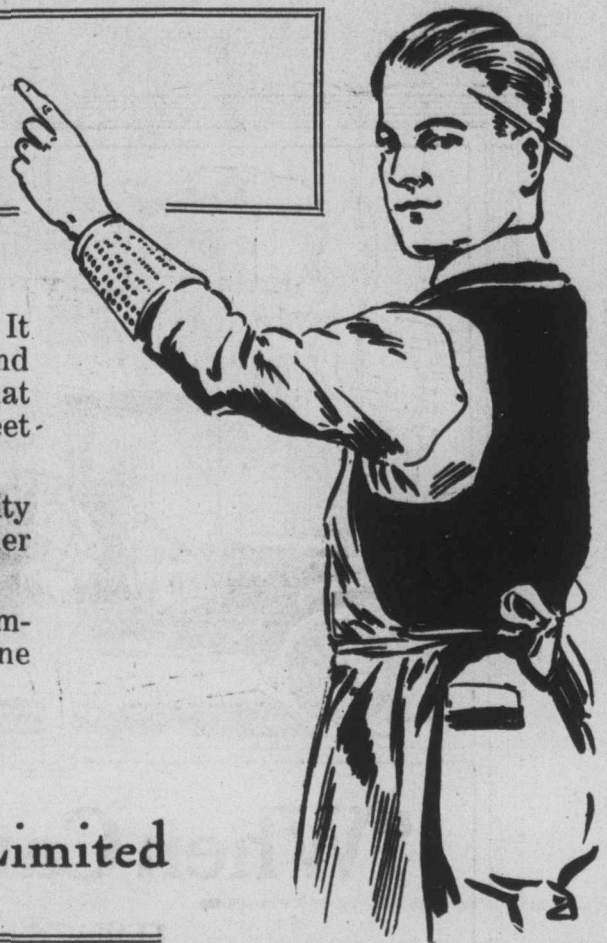
*If any advertisement interests you, tear it out now and place with letters to be answered.*

# Boost Egg-O!

Egg-O Baking Powder is worth boosting. It is a line of quality—a line of big profit and customer-satisfaction—a dependable line that never disappoints whether used with sweet-milk, sour milk, buttermilk or water.

Egg-O is economical, too. A smaller quantity is required than of ordinary baking powder and the results are immeasurably superior.

When she asks you for Baking Powder remember always to recommend Egg-O—the line that quality popularized.



**Egg-O Baking Powder Co., Limited**  
HAMILTON CANADA

**MAPLE SUGAR** best 10c. seller, 48 to case

A Sugar you will want to repeat

**MAPLE SYRUP** "Canada's Best" Brand

Maple Butter

Honey Butter

Sweet Nut Butter

Chocolate Butter

**BAINES CONFECTIONS**

Manufactured by

License No.  
11-499

Canada Maple Exchange, Limited, Montreal

**15 cents** **VOLPEEK**  
**MENDS POTS & PANS**



Show the housewife how easy it is to keep kitchen utensils good as new in an instant by means of Vol-Peek. Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less. Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

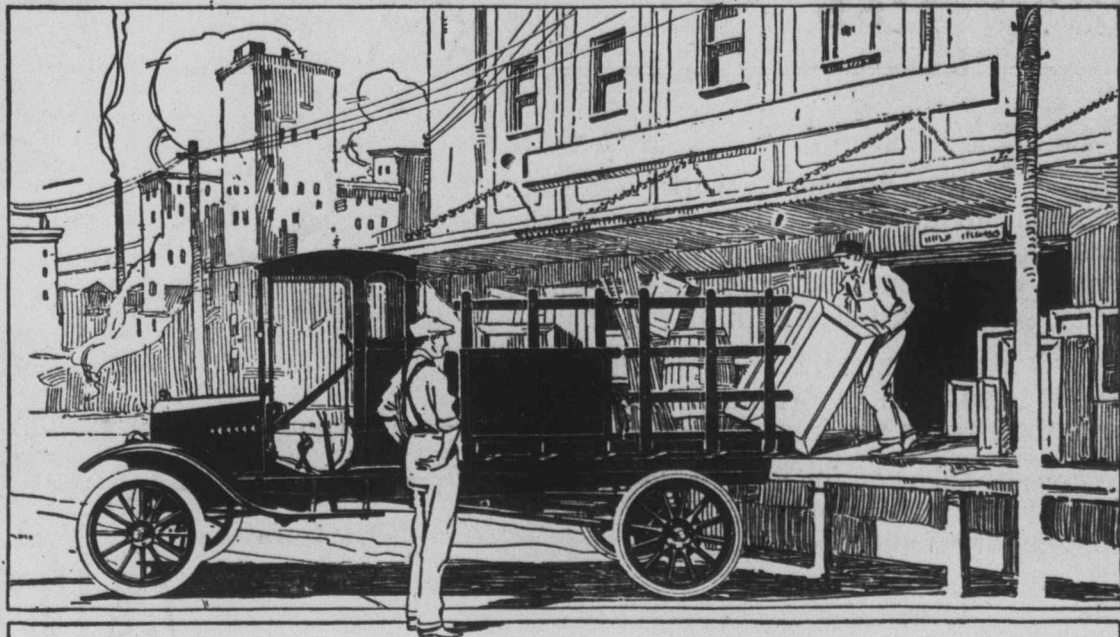
H. NAGLE & CO., Box 2024, Montreal

Have you read page

64? It will interest

you.





## “When Can You Deliver?”

**T**HAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

**Ford**

THE UNIVERSAL CAR

One-Ton Truck \$750  
 Runabout . . . 575  
 Touring . . . 595  
 Coupe . . . 770  
 Sedan . . . 970  
 Chassis . . . 535  
 F. O. B. Ford, Ont.

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

*All prices subject to war tax charges, except trucks and chassis*

**Ford Motor Company of Canada,  
 Limited**

**Ford . . . Ontario**

## What A. E. Duchesne Said about ASSAM Teas

For years we have emphasized the ASSAM qualities of Red Rose Tea in our advertisements and in our conversations with grocers. It is interesting, therefore, to hear what an authority such as A. E. Duchesne, B.A., F.G.I., said about ASSAM teas in a lecture on INDIAN teas, delivered in London, England.

Briefly, here are two of his statements:—

“The ASSAMS are noted for their **glorious strength**, pungency and flavor—a **finer-flavored** and **stronger brew**.”

“ASSAMS are **particularly good keeping** teas, one of their most attractive features being their **slow deterioration**.”

Red Rose Tea is good tea. Its distinctive ASSAM flavor, strength, economy and keeping qualities make it so.

**T. H. ESTABROOKS CO., LIMITED**

ST. JOHN    TORONTO    WINNIPEG

# WETHEY'S

## Orange Marmalade

excels  
all others



**Jars like this**  
are ideal for preserving  
and pickling

Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? Send for it anyway. No obligation.

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

617-618 Dominion Bank Bldg.  
King & Yonge Sts.                      TORONTO



## Free! This sales-creating Show Card



Keep your stock of Colman and Keen Products moving briskly by means of this handsomely lithographed store hanger.

Your customers know Colman-Keen Products. Everybody does. And a neat reminder like this will connect you with the demand in your community.

Ask us to send you one of these memory joggers.

Canadian Agents:

**MAGOR SON & CO., LIMITED, 191 St. Paul Street, MONTREAL**

TORONTO BRANCH: 30 CHURCH STREET

## Judge it for yourself

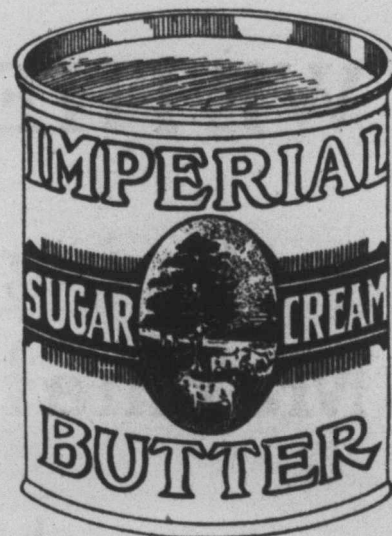


Let the actual selling test be the evidence to convince you that

### Charbonneau's Imperial Sugar Cream Butter

is a thoroughly reliable repeater and a certain profit-producer.

Send to-day for a trial supply and get your customers acquainted with a quality that is always tip-top, at prices that are always right. We ship promptly.



## Charbonneau Limited

Manufacturers of Biscuits, Confectionery,  
Syrup Refiners

330 Nicolet  
MONTREAL

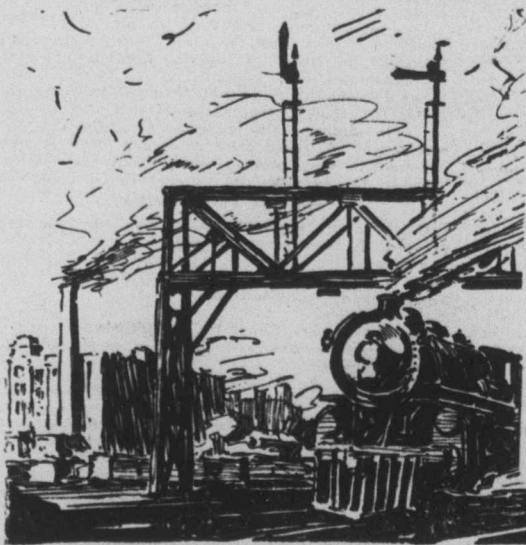
# CANADIAN GROCER

Vol. XXXII.

TORONTO, AUGUST 2, 1918

No. 31

## Ottawa Fails to Protect Business



New freight rates to be put into force on such short notice that manufacturers obligated by contracts may lose heavily. No differentiation of any kind made in regard to haul, and important readjustments may have to be made later.



**T**HE most widely-discussed topic in the business world this week has been the new freight rates which go into effect on August 12. Manufacturers throughout the Dominion will sustain heavy losses by reason of the short notice given before the ruling of the Board of Railway Commissioners becomes effective. Many large contracts have been entered into on the basis of the old freight rates, and the firms are given no time in which to protect themselves. In the United States when the law was changed, the shipping interests were all given thirty days in which to prepare. Through negligence at Ottawa the statutes, while stipulating that 30 days' notice must be given of any proposed reduction in rates, make no mention of any such notice being required in case of an advance.

This question was raised immediately by manufacturers when the order-in-council was announced authorizing the change in freight rates. They unanimously claimed that they were entitled to protection and that the interests of the public at large should be considered also. Wires were sent at once to Ottawa, and the replies are somewhat interesting as showing the "Oh, don't bother me" attitude so often displayed when those who should direct are asked to consider protests or suggestions. No less an organization than the Canadian Manufacturers' Association received a reply that

"the order was passed before the manufacturers protests came in. Sorry, but nothing can be done."

### Are Taking Action

Manufacturing interests all over the country, however, are of the opinion that something can be done, or at least that it is worth while attempting to do it. The Canadian Manufacturers' Association held a meeting on Thursday and discussed the situation and plan to take the matter up at Ottawa. Shippers throughout the country are taking the question up and will co-operate in endeavoring to obtain justice from the Board of Railway Commissioners.

"We believe that the board is assuming powers to which it is not entitled," said one manufacturer to **CANADIAN GROCER**. It gives as its authority for what it has done, subsection 2 of section 323 of Railway Act. It is simply taking advantage of the fact that some one was asleep when the clauses were drafted to put into force a measure that by reason of its coming on such short notice will work to the detriment of the manufacturers and the public. The Transportation Committee of the Canadian Manufacturers' Association is taking up the question of all advances in rates in accordance with what is believed to have been the intention of Parliament when it changed the notice. Many business men believe that at least thirty days'

notice should be given, and will endeavor to have this time inserted in the clauses governing the operation.

The manufacturers realize fully that it is most important that the railways, in view of the demands made upon them for increased wages, increased cost of operation and other things, are fully entitled to revise their rates. They have no quarrel with this. They do object, however, and object most strongly, to being forced by a sudden order into a position where by reason of contracts made in good faith they will lose hundreds of thousands of dollars. There are very few firms in the Dominion who will not be directly affected by the new ruling, and unless the present order is modified in some way many of the larger firms will lose heavily.

### No Differentiation

Another point which the manufacturers make in regard to the proposal is that there is absolutely no differentiation made in regard to haul. As the act stands it makes no difference whether the goods are to go one mile or 1,000, the rates are the same. They point out that conditions vary greatly and that there should be some elasticity in the working of the act to allow for these conditions.

It is generally expected that after the act is in operation it will be found necessary to make some readjustments. This happened in the United States, where it



was found imperative to revise the schedule of oil rates. The manufacturers plan to keep a close check in this connection and will from time to time make suggestions.

While the general public seems to have the impression, gathered perhaps largely from newspaper articles, that the approximate increase will be twenty per cent., it is stated that in reality it will work out to 25 per cent. The ruling states specifically that in territory east of Fort William all class rates shall be increased 25 per cent; west of the Lakes there is an increase of 25 per cent. based on tariff that was in effect prior to March 15, 1918. In eastern Canada, when the new schedule becomes effective freight rates will have been jumped about fifty per cent. in two years. The shippers do not put much faith in promises made that if it is seen that conditions warrant a reduction of the new rates they will be reduced promptly.

"Camouflage of the real kind," was one shipper's comment. "They will take good care when the rates are once up to keep them up, and will have a line of excuses to offer for not bringing them down that would fill a book. In fact I would not be very much surprised if they did not ask that further increases be made."

The manufacturers will probably demand as soon as the rates have been in effect a reasonable time, that the service be improved. For a long time past there have been all kinds of annoying delays. Not a few of these were blamed on war conditions and the rest on the fact that owing to no money the railways were unable to keep up their supplies of cars and rolling stock. With an increased revenue coming in the last excuse will not be tolerated any longer by the manufacturers.

#### The Retail Trade

The attitude of the retail trade towards the new rates is that while the increases will necessitate some readjustment in prices and some slight advances, they will be spread over such a large amount of goods that the buying public will have little reason to complain.

"The freight charges on about \$40,000 worth of goods," said one retailer to CANADIAN GROCER, "might run about \$1,000. That would be a pretty fair general stock. A small increase in the retail price of each article would more than cover the freight increase, and it is a question if the average buyer would ever question it."

Mr. Average Buyer though, to judge from the discussion of the man in the street is considerably interested in the situation. While he is interested he also realizes that he is more or less helpless. In the majority of cases he simply puts it down to one more annoyance to be endured under the general high cost of living and lets it go at that.

#### Begins August 12

The paragraph of the Order-in-Council governing the dates on which the rates shall become effective, is as follows:—

"The provisions herein, the rates herein described, shall be effective, if filed with the Board of Railway Commissioners, as and from the first day of August, 1918, and shall remain in force for the duration of the present war, and



until further orders; subject to the provisions of the section next preceding. Increase of rates may become effective after the 12th day of August, 1918, and as and when filed."

#### Monthly Reports

The qualifying section referred to in the foregoing is as follows:—

"The Board of Railway Commissioners shall obtain from the three larger railway systems the results of railway operation per month, and report on the same monthly to his Excellency in Council, through the Minister of Railways and Canals, to the end that, should the earnings of the said companies under this order be greater than the sum required to meet increased costs and permit transportation to be properly and efficiently carried on, the appropriate reduction in the rates fixed shall be made. The said reports and the books, accounts and records upon which the same are based, shall be open to examination and audit by the Government of Canada, under such regulations as may be hereafter prescribed by the Governor in Council."

The details of the new rates follow:—

#### East of Fort William

##### Section 1—Class Rates.

All class rates in Eastern territory shall be increased 25 per cent.

##### Section 2—Commodity Rates

(a) Commodity rates on the following articles in carloads shall be increased by the amounts set opposite each:

##### Coal—Commodities

Where rate is 0 to 49 cents per ton—increase 15c per net ton of 2,000 pounds.

Where rate is 50 to 90 cents per ton—increase 20c per net ton of 2,000 pounds.

Where rate is \$1 to \$1.99 per ton—increase 30c per net ton, of 2,000 pounds.

Where rate is \$2 to \$2.99 per ton—increase 40c per net ton of 2,000 pounds.

Where rate is \$3 or higher per ton—increase 50c per net ton of 2,000 pounds.

Coke—where rate is 0 to 49 cents per ton—increase 15c per net ton of 2,000 pounds.

Where rate is 50 to 99 cents per ton—increase 25c per net ton of 2,000 pounds.

Where rate is \$1 to \$1.90 per ton—increase 30c per ton of 2,000 pounds.

Where rate is \$2 to \$2.99 per ton—increase 40c per net ton of 2,000 pounds.

Where rate is \$3 or higher per ton—increase 75c per net ton of 2,000 pounds.

##### 30 Cents on Iron

Ores Iron—Increase 30c per net ton of 2,000 pounds, except that no increase shall be made in rates on ex-lake ore that has paid increased all-rail rate before reaching lake vessels. The increase of 30c shall be added to tariffs in force prior to March 15, 1918, and the increase since allowed by the Board of Railway Commissioners struck out.

Stone, artificial and natural, building and monumental, except carved, lettered, polished or traced—increase 2c per 100 pounds.

Stone, broken, crushed and ground—Increase 1c per 100 pounds.

Sand and gravel—Increase 1c per 100 pounds.

Brick, except enamelled or glazed—Increase 2c per 100 pounds.

Cement—Increase 2c per 100 pounds.

Lime and plasters—Increase 1½c per 100 pounds.

##### Rates on Lumber

Lumber, and other forest products not otherwise herein specifically dealt with—Increase: A flat rate of 1c per 100 pounds to be added to the tariffs in force prior to March 15th, 1918, and the rate so obtained to be then increased by 25 per cent., but not exceeding 5c per 100 pounds,

the increase since granted by the Board of Railway Commissioners to be disallowed.

Pulpwood—Increase 25 per cent. but not exceeding an increase of 5c per 100 pounds.

Cordwood, slabs and mill refuse, for fuel purposes—Increase 1c per 100 pounds.

Wheat—Increase, by striking out the limitation imposed of 2c per 100 pounds in the increase allowed by the Board of Railway Commissioners, effective March 15th, 1918, and adding 25 per cent. increase, but not exceeding 6c per 100 pounds.

Other grains, flour and other milled products—To be decreased to the new wheat rates.

#### On Live Stock

Live stock—Increased 25 per cent., but not exceeding an increase of 7c per 100 pounds where rates are published per 100 pounds, or \$15 per standard 36' car, where rates are published per car.

Packing house products and fresh meats—Increase 25 per cent.

Bullion, base (copper or lead), pig or slab and other smelter products—25 per cent. increase.

Sugar, syrup and molasses, by cancelling existing commodity rates and applying the fifth class rate as increased hereunder.

Ice—25 per cent. calculated on tariffs in effect prior to March 15th, 1918. Increases since allowed by the Board of Railway Commissioners to be disallowed.

(b) Commodity rates not included in the foregoing list shall be increased 25 per cent.

(c) In applying the increases prescribed in this section the increased class rates applicable to like commodity descriptions and minimum weights between the same points are not to be exceeded.

#### West of Fort William

Class rates: (a) All class rates shall be increased 25 per cent. calculated on the tariffs in force prior to March 15, 1917, the increases since allowed by the Board of Railway Commissioners to be disallowed.

#### Commodities.

Coal and Coke—Rates to be increased as rates on the commodities are increased hereunder in Western territory.

Ores, iron—Rates to be increased.

#### Eastern Territory

Ores, iron—Rates to be increased as rates on the commodities increased hereunder in Eastern territory.

Ores, other—On ores not exceeding in value \$25 per net ton, one cent per hundred pounds; on ores valued over \$25 to \$50, two cents per net 100 pounds; on ores valued over \$50 to \$100, the tenth class rates of the merchandise distributing scale as increased hereunder shall apply; on ores over \$100 in value, the tenth class rates of the merchandise standard scale as increased hereunder shall apply.

Stone (artificial and natural), building and monumental, except carved, lettered, polished or traced, by the addition of two cents per one hundred pounds to the tariff in force prior to March 15, 1918; the increases subsequently granted by the Board of Railway Commissioners to be disallowed.

Stone, broken, crushed and ground, also sand and gravel, by the addition of one cent. or one hundred pounds to tariffs in force prior to March 15, 1918; the increase since allowed by the Board of Railway Commissioners to be disallowed.

Brick, except enamelled or glazed, by the addition of two cents per 100 pounds to the tariffs in force prior to March 15, 1918, the increases since granted by the Board of Railway Commissioners to be disallowed.

Cement, two cents per hundred pounds.

Lime, one-half cent per hundred pounds on the tariffs in force prior to March 15, 1918, the increases since allowed by the Board of Railway Commissioners to be disallowed.

Lumber, 25 per cent., but not exceeding an increase of five cents per hundred pounds.

#### Grain and Grain Products

Grain and grain products to Fort William and Port Arthur by the addition of the increases granted under the McAdoo order for similar mileages in adjacent American territory to the rates in effect prior to March 15, 1918. Where more than one tariff of an American carrier in an adjacent state exists, the rate increase shall be that allowed on the lowest normal rate for the same or similar mileages in such contiguous territory under the McAdoo order; the increases since granted by the Board of Railway Commissioners to be disallowed. Provided that rates on same products shall not be greater from the City of Edmonton than from the City of Calgary.

Grain and grain products between local points and to the Pacific coast. By the addition of 25 per cent., but not exceeding an increase of seven cents per hundred pounds where rates are published per 100 pounds or \$15 per standard 36-car where rates are published per car; increases to be based on tariff in effect prior to March 15th,

Continued on page 30

# Sugar Situation Continues Serious

World's Supply Less Than Normal and Situation Growing More Serious—United States Put on a Ration of Two Pounds Per Month Per Person—Must Conserve Here if Similar Action is to be Avoided

**A**FTER a survey of the sugar situation the United States Food Administration has issued a call to the American public to restrict the consumption of sugar in the home to 2 pounds per person per month from August 1 to January 1. This replaces the present regulation of 3 pounds per person per month, and includes all sugar used on the table and in cooking.

A similar order is being issued to govern public eating places, limiting their use of sugar to 2 pounds for every 90 meals served.

In outlining the reason for this restriction, which is far more severe than any obtaining in Canada at the present time, the Food Board outlines the reasons as follows:

The situation which the United States faces in its efforts to maintain a fair distribution of sugar to the allied world is as follows: The sugar supplies throughout the country, in homes, stores, factories, and bakeries are at low ebb; the production from the American beet and Louisiana cane crops has been disappointing; the yield in Porto Rico has likewise been smaller than anticipated; and the inability of the United States and the Allies to secure sugar from Java and other distant sources on account of the imperative call for ships for the movement of troops and their supplies has materially reduced the supply from such quarters.

The industries using sugar have been reduced in their consumption of sugar, most of them having their supplies cut in half and some receiving none at all. The situation is so serious that every possible means of conservation should be observed.

### Use in Canning

Household canning without sugar, the report continues, should be done wherever possible, and where sugar is used it should be only to the extent necessary to secure the maximum of preserving with the minimum use of sugar at this time. With prospects of increased supplies after November 1, and still more after January 1, sugar may be then added with more freedom.

In order to make sure that the distribution of sugar in the United States shall be equitable the Food Administration has worked out a scheme of allocation to the States, based on population, and taking into account the needs of sugar-using industries in the States. Within each State the details of distribution will be left to the Federal food administrators.

### Canadian Situation Also Serious

While the American situation has no direct bearing on the Canadian owing to the allocation system, it is obvious that

conditions that have made this allocation in the United States insufficient to meet the demands may very well become operative here, moreover, statements made by the Canada Food Board bear out this assumption. A recent item read as follows:

"There will be no sugar from Java available this year for British consumption, according to a recent statement of the chairman of the Sugar Committee. The Cuban crop is 300,000 tons less than estimated. Conservation of sugar for preserving time is imperative upon every householder."

### The World Situation

The situation is simply this: The world production is some 400,000 tons short of former production, and at the same time much of this actual production is not available. There is an over-

plus of sugar in Java, which has a production of nearly two million tons. Scarcity of shipping, and the imperative need for available ships to move men and munitions make it impossible to move this crop to any extent. The Louisiana crop is materially short as is also Porto Rico and Hawaii, while even the Cuban crop is some 300,000 tons short of early estimates. With systematic conservation at the present it is more than possible that this country will come through without any great amount of inconvenience, but the fact remains that there is only a limited amount of sugar available, and if too much is used at the present time there will be a shortage later, and a shortage that will be real and beyond question. The grocer should do his part in bringing these facts to the attention of his customer and urging wherever

### THE WORLD'S SUGAR RESOURCES

	Harvesting Period	1917-18 Tons	1916-17 Tons	1915-16 Tons
United States—Louisiana (1918-19 246,000)	Oct.-Jan.	217,499	271,339	122,768
Texas	Oct.-Jan.	2,000	6,250	1,000
Porto Rico	Jan.-June	430,000	448,567	431,335
Hawaiian Islands	Nov.-July	510,000	575,510	529,895
West Indies—St. Croix	Jan.-June	7,500	7,787	14,750
Cuba	Dec.-June	3,200,000	3,023,720	3,007,915
British West Indies—Trinidad	Jan.-June	70,000	70,891	64,231
Barbados, exports	Jan.-June	55,000	55,000	65,000
Jamaica, exports	Jan.-June	30,000	28,331	15,143
Other British West Indies	Jan.-June	35,000	30,000	35,371
French West Indies—Martinique, exports	Jan.-July	35,000	34,443	38,925
Guadeloupe	Jan.-July	35,000	36,160	34,111
San Domingo	Jan.-June	145,000	130,171	126,058
Mexico	Dec.-June	35,000	50,000	65,000
Central America	Jan.-June	25,000	25,000	35,000
South America—Demerara, exports	Oct.-Dec. & May-Jan.	120,000	101,650	116,224
Surinam	Oct.-Jan.	15,000	15,000	13,000
Venezuela, exports	Oct.-Dec.	15,000	18,428	8,409
Ecuador	Oct.-Feb.	8,000	7,000	7,567
Peru	Oct.-Feb.	265,000	276,000	262,840
Argentine	June-Nov.	88,076	84,069	149,299
Brazil	Oct.-Feb.	375,000	300,000	194,000
<b>Total in America</b>		<b>5,718,075</b>	<b>5,595,316</b>	<b>5,337,841</b>
British India—(consumed locally)	Dec.-May	3,229,000	2,728,000	2,634,000
Java—(1918-19, 1,700,000)	May-Nov.	1,791,064	1,596,174	1,198,567
Formosa and Japan	Nov.-June	400,000	436,026	405,227
Philippine Islands, exports	Nov.-June	273,250	202,655	332,158
<b>Total in Asia</b>		<b>5,693,314</b>	<b>4,962,855</b>	<b>4,569,952</b>
Australia	June-Nov.	340,887	192,831	159,681
Fiji Islands, exports	June-Nov.	100,000	100,000	90,000
<b>Total in Australia and Polynesia</b>		<b>440,887</b>	<b>292,831</b>	<b>249,681</b>
Egypt (consumed locally)	Jan.-June	100,000	101,832	98,964
Mauritius	Aug.-Jan.	224,000	209,169	215,528
Reunion, exports	Aug.-Jan.	50,000	42,152	35,249
Natal (1918-19, 130,000)	May-Oct.	115,000	114,494	112,081
Mozambique	May-Oct.	50,000	55,000	50,000
<b>Total in Africa</b>		<b>539,000</b>	<b>522,647</b>	<b>511,822</b>
Europe—Spain	Dec.-June	6,000	4,533	4,227
<b>Total cane sugar crops</b>		<b>12,397,276</b>	<b>11,378,182</b>	<b>10,673,523</b>
Europe—Beet sugar crops	Sept.-Jan.	3,483,085	4,856,337	5,077,760
United States—Beet (1918-19, 655,000)	July-Jan.	682,867	734,577	779,756
Canada—Beet sugar crop	Oct.-Dec.	11,250	12,500	17,641
<b>Grand total Cane and Beet sugar</b>	<b>Tons</b>	<b>16,574,478</b>	<b>16,981,596</b>	<b>16,548,680</b>
Estimated decrease in the world's production	<b>Tons</b>	<b>407,118</b>		

(Willett & Gray—Statistics on the world's sugar crop).



possible that orders of sugar should be limited, and so in this way help conserve an already short supply until next season's growth of raw material comes on the market.

The United States Food Board has forbidden the advertising of flour, bread and sugar. The Canada Food Board has recently taken action against a Nova Scotian firm who advertised sugar extensively, ordering them to sell no sugar for ten days. This is a real situation that the merchant must face and the sooner he faces it the better.

## Lowly Prune Centre of Interest

Possible Embargo Stirs Up Trade—Government Big User—  
Canadian Supplies Depend on U.S. Growers—Dried  
Peaches Also on List—Outlook Not Encouraging

**T**HE lowly prune is the centre of interest in the trade throughout Canada this week. All because of the action of the United States government in placing these on the conservation list, which means that a tight embargo now exists and orders placed are not likely to be filled.

As already outlined the 50-60s, 60-70s and 70-80s have all been taken by the government so the only ones available in any case would have been the few large ones and the very small ones. Prunes as an army ration are considered so valuable that the requirements of the army in the making have been estimated at from one-third to one-half the entire crop. Developments since these figures became known may be such that even greater calls will be made on available supplies. This is not thought the case, however, as dealers in the United States as far as can be learned, will secure their pro rata requirement.

Canada has secured her prunes practically altogether from the United States, on about same terms as domestic buyers and on this basis representations have been made to the War Trade Board to enlist their co-operation in an effort to have United States authorities modify ruling. At the time of writing no results have been obtained from wires sent.

Complete interpretation of the order is somewhat vague and various opinions are expressed as to how the new ruling may work out. Some are of the opinion that the balance of the 1917 crop will be allowed to come through and that no new crop will be available. Others again figure that immediate requirements of government will absorb all prunes on hand, and that no shipment can be looked for prior to new 1918 crop, if then. What action may be taken with orders placed for these lines is unknown. Canada so far has fared remarkably well in her relations with the administration at Washington and it may be that the line is to be drawn a little tighter.

## BACON RESTRICTIONS MAY BE REMOVED

Just as Canadian Grocer goes to press there comes the report that in the very near future the restrictions on the use of bacon may be removed. According to this report there are large supplies of these goods overseas, and owing to the difficulty of financing these operations it is not unlikely that this business will be curtailed. The natural consequence will be to throw large supplies on the Canadian market, with the result that in all probability the restrictions against the sale and consumption of bacon will have to be removed to take care of the excess stocks.

Dried peaches have also been placed on the conservation list but these do not represent such a big factor in sales of dried fruit. Other lines have not yet been affected and indications are that raisins and apricots will come through satisfactorily.

## Food Regulations Should be Fairly Enforced Merchant Finds That His Action in Living Up to the Strict Letter of the Law Has no Result Owing to Failure of His Competitor to do the Same—A Serious Problem

**O**N many occasions CANADIAN GROCER has been in receipt of communications pointing out that the merchant who has lived up to the strict letter of the law imposed by the various Food Board regulations has been a sufferer by his honesty. He has had to stand quietly by and see business that he has refused go to a possibly less scrupulous competitor. Here is a letter dealing with this matter. It is a question worthy of consideration.

Dear Sirs: "We read with pleasure your editorial in last week's CANADIAN GROCER re food regulations enforced, and are indeed glad that they are being enforced in some sections of the country. Personally, we have tried to live up to the Food Board regulations to the letter. We have not sold any flour without selling the full amount of substitute, prescribed by the Food Board, since this regulation came in force.

We have endeavored to obey the sugar regulation to the letter, and are only selling fifteen to sixty days' supply according to the distance customer is from the store.

When regulations were in force last year forbidding the sale of canned goods we put all our canned goods out of sight and did not dispose of a single can, while the regulation was in force. We believe this regulation was obeyed by every merchant in our town, but in some neighboring towns and villages it was entirely disregarded.

## GENERAL FOOD COMMITTEE APPOINTED

It has been announced that the food controllers of Great Britain, France, Italy and the United States, who have been holding daily conferences in London, England, lately, have appointed a permanent committee called the Committee of Representatives. This committee will study various programmes of food supply and transport and co-ordinate programmes among the various commodities with shipping and supervise execution.

## THOROLD STORE ROBBED

The general store of Leslie McMann, Thorold, Ont., was entered on Monday night and robbed of more than \$200 worth of boots and shoes, trunks and suit cases. The till was also rifled of its contents. A jewelry store in the town was entered at the same time and a large quantity of goods taken.

Entrance was gained in both instances by cutting the locks with a sharp instrument. The thieves operated with two or more automobiles, and managed to make a complete getaway. The chase was so hot, however, that they had to abandon one of the cars, which was found to contain a large part of the goods stolen.

"On the 15th inst. a customer applied to us for a bag of flour, which we refused to supply without a substitute, but he had no trouble in getting it when he went to another dealer, and this is only one of many instances.

"Yesterday a customer wanted a bag of granulated sugar. When asked if she could use it in fifteen days, she replied, "Oh, not nearly all in that length of time;" we refused to sell and she went out and purchased elsewhere.

"We were informed by a commercial traveller yesterday that he saw a large sign in front of a store in a neighboring village quoting granulated sugar at nine dollars and seventy-five cents (\$9.75) per hundred, and he said he had no doubt that this merchant was supplying it to all-comers.

"The same state of affairs exists regarding the stamping of 'patent medicines.' We frequently have bottles and packages brought to us for exchange without stamps. We have stamped everything that required stamps since this law came into force. Now, we are of the opinion that we are getting a raw deal. We think if the Food Board puts restraint on the sale of certain foods, they should supply some kind of machinery to enforce the law.

"As the matter now stands the honest man, who is living up to the law, is certainly having it put over him, and the dishonest man is openly disregarding and defying the law and is getting away with it."



# "MIDSUMMER SERIES" HUDSON'S BAY HAMPERS

TO YOUR SOLDIER BOY OVERSEAS

—THINK WHAT IT MEANS to these gallant, war-weary lads when they come out of the front line trenches to find waiting for them a hamper from home—a real hamper containing the things they like best. Soldiers tell us our hampers are the best that arrive and that's the real test.

—You make your choice, we'll do the rest.

<b>HAMPER NO. 1.</b>	
Sabadilla	
Imperial Mixture	
Pipe	
Socks	
Chocolatta	
Gum	
Cake	
Complete with postage.	
To England	\$2.66
To France	\$2.54
<b>HAMPER NO. 2.</b>	
Cigarettes	
Oxo Cubes	
Cake	
Toffee	
Sabadilla	
Complete with postage.	
To England	\$2.21
To France	\$2.29

## AN OVERSEAS FEATURE

<p><b>HAMPER NO. 3.</b> Butter, Tea and Sugar to your Friends in the Old Country. The "Home Series" Hamper 3 lbs. finest Nova Scotia "Blue Nose" butter in hermetically sealed tins 1/4 lb. Hudson's Bay finest tea. 1 lb. sugar and 1 overseas cake and maple sugar. Complete with postage. To England ..... \$3.65 To France ..... \$3.08</p>	<p>Or a Hamper to your Soldier Boy. <b>HAMPER NO. 4.</b> Butter in hermetically sealed tins Beef steak Chocolatta Canned peaches and Cake. Complete with postage. To England ..... \$2.92 To France ..... \$2.52</p>
-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

<b>HAMPER NO. 5.</b>	
Oxo cubes	Toffee
Chocolatta	Sabadilla
Biscuits	Candies
Raisins	Gum
Complete with postage.	
To England	\$2.11
To France	\$1.98
<b>HAMPER NO. 6.</b>	
Gum	
Cigarettes	
Pipes	
Tobacco	
Chocolates	
Toffee	
Complete with postage.	
To England	\$1.84
To France	\$1.84
To Mediterranean	\$2.06
<b>HAMPER NO. 7.</b>	
Tobacco	Socks
Cigarettes	Cake
Shaving stick	Chocolatta
Tooth brush	Cake
Tooth paste	Gum
Candies	Toffee
Laces	Chocolatta
To England	\$4.87
To France	\$4.47
Hamper Department, Drug Section. Main Floor, Hudson's Bay	

How the Hudson's Bay Company, Calgary, Alta., feature the needs of the boys overseas in the summertime.

## Standard For Baking Powder Set

New Regulation Published For the First Time—All Compound Baking Powder Companies Must Announce Their Components on the Container

A NUMBER of requests have been received relative to the necessity of printing the composition of baking powder on the can. We are able herewith to publish the new standard for baking powder that makes this commodity a definite composition, and provides that compounds not meeting the requirements of baking powder should so state on the label. This memorandum has not heretofore been made public, being still in the hands of the King's Printer at Ottawa.

The memorandum reads as follows:

### MEMORANDUM

Department of Inland Revenue.

Ottawa, July 26, 1918

Under authority of an Order-in-Council dated the 16th July, 1918, the Standards of Quality for BAKING POWDERS, as established by Order in Council of the 8th March, 1918, are cancelled, and the following substituted in lieu thereof:

### BAKING POWDERS

1. BAKING POWDER is essentially a mixture of bicarbonate of soda with an acid, either free, or in combination with an acid salt, together with starch or other neutral material; and is intended to be used as a leavener in baking; the leavening agent being the carbonic acid gas liberated by interaction of the acid gas liberated by interaction of the acid component with bi-carbonate of soda under the conditions of baking.

2. COMPOUNDS containing sulphate of alumina as a double salt with an alkali sulphate, shall be designated as alums; and shall be distinguished as potassium alum, sodium alum, or ammonium alum, as the case may be.

3. BAKING POWDER must be capable of yielding ten (10) per cent. of its weight of carbon dioxide, on treatment, as described, and recommended, in Bul-

letin No. 360 of the Department of Inland Revenue (Laboratory Series).

### EXTINCT

I used to know a grocer  
Who would not growl or snarl  
When one would casually dip  
Into his cracker bar'l.  
I used to know a butcher  
Who, with each slice of cow,  
Would give a hunk of liver free—  
Where are those tradesmen now?

## Canada Must Finance the Wheat Crop

Serious Situation Entailing 250 Million is Being Faced—Britain Not a Probable Buyer—Probability of Changes in Price Standards

ON Tuesday of this week a meeting of millers, grain growers, transport men and the chairman of the Food Control Board was held in Toronto at the call of Dr. R. McGill of Winnipeg. The vital question at the moment is the financing of the present crop that is now known to be only a fraction of the early estimates. Even so the financing of this crop will require approximately \$250,000,000. It is this mammoth task of financing this crop that is being considered at the present time. Canada being in competition with the United States with its billion bushel crop has of necessity to do its own financing as the United States has advised the British government that they will do so. Moreover Canada has been advised that the food crisis in Great Britain has been so relieved that little if any of the Canadian crop will be required on the other side, and that the handling of such portion must be domestically financed. In other words, in view of the United States money as well as grain relief itself being in sight, Great Britain will find it not only politic but imperative to apply her money resources elsewhere and cannot finance Canadians in respect to their 1918 wheat product.

The banks are in no position to do so, and the super-problem for the growers, the millers and the transport men is, therefore, the urgent one of financing against ruin, to the minimum extent of \$250,000,000.

There is no difficulty in disposing of the crop once it is financed, even should Britain not become a purchaser for Norway, Sweden, Denmark and Holland are in desperate need and would readily absorb all supplies available.

The matter of financing the crop is still unsettled; another meeting to be held in Winnipeg about the 20th of August will probably decide the matter. There are other matters that will probably come up at this meeting, among them the question of the price of flour. Since the regulations were imposed there have been two increases of freight rates, the last becoming operative Aug. 1. These increases have totaled 40 per cent. and mean an extra charge of approximately 12 cents a barrel on the milled product. The farmers have been assured that these increases will not affect their price as necessary allowances will be made. It is not likely either that there will be any change in the pre-

Continued on page 41.





Interior view of the Christie & Benson store, Nelson, B.C.

#### U. S. GOVERNMENT RESTRICTS EXPORT OF CAUSTIC SODA

The United States War Industries Board and the United States War Trade Board jointly announce the following rules and regulations with respect to the sale for export and the exportation of caustic soda:

On and after August 1, 1918, manufacturers of caustic soda in the United States will not enter into any contract for the sale of caustic soda with any person in the United States for the purpose of exporting the same, unless and until advised by the prospective purchaser that a United States export license covering such caustic soda has been duly obtained and the number thereof is furnished.

Manufacturers will not sell on and after the above-named date caustic soda for domestic consumption unless the purchaser agrees not to export same nor to sell same for export, and if it is resold in the domestic market, to exact or cause to be exacted a similar agreement from each and every subsequent purchaser.

On and after August 1, 1918, applicants for licenses to export caustic soda will also be required to state on their applications whether or not they have acquired any title or interest in the caustic soda which it is proposed to be exported, and if the caustic soda is in existence, the place of storage in the United States, and to agree that in the event an export license is granted not to ship or permit to be shipped un-

#### NOTICE TO ADVERTISERS

The Canada Food Board has ordered that the license number of all manufacturers, wholesalers, etc., etc., who are under license, should appear in each of their advertisements. The advertising department of CANADIAN GROCER will give their attention to this matter on receipt of license number from advertisers. The Food Board points out that every retailer has been asked by them to deal only with licensed manufacturers. The following wholesalers and manufacturers are under license: wholesale grocers, manufacturing bakers, manufacturers of breakfast foods and cereals, retail butchers, wholesale produce dealers, canners, packers, and manufacturing confectioners.

der such license any other caustic soda than that specified in the application.

#### U. S. TO FIX PRICES ON RICE CROP

##### Rice Millers to Pay a Definite Price for Raw Rice and Sell at Set Figures —Expect to Stabilize Prices

Agreements are being completed between the United States rice millers and the Food Administration with regard to the handling of the rice crop of 1918.

The main provisions of these agreements are that the miller shall pay definite prices to the grower for rough rice and shall not sell the clean rice at more than prices named in the contract, ranging from 7½ cents per pound for choice Japan to 9½ cents for fancy Honduras. Establishment of these contracts has been requested by growers in all parts of the rice-growing section of the country, and it is believed to be very beneficial to both producer and consumer.

#### To Stabilize Trade and Prices

It is hoped that the result will be a complete stabilization of the rice industry and the distribution of rice to the consumer without speculation or manipulation at a reasonable margin of profit. Consumers will, in the opinion of the Food Administration, be able to purchase rice at a price of approximately 10 to 12 cents per pound, depending on remoteness from the milling centres.

#### Crop to Be Valuated

In order to accomplish a fair valuation of the grower's products a general committee will be appointed by the Food Administration, whose duty it will be to generally supervise the carrying out of the contract by grading and valuing samples of rice submitted by the growers. Valuation committees, operating under the general control of the central committee, will be appointed in each State where rice is grown to handle the details of the matter.

# How Much Can a Clerk Sell?

What is Legitimate Turnover Per Individual in Various Characters of Stores?

By HENRY JOHNSON, JR.

**A** GROCER writes me from a sparsely settled district: "Dear Sir,—Let me ask you about one of the details involved in the new system of a cash-and-carry store, or a cash store with charge for deliveries:

How large a turnover can be handled by each clerk under new conditions? Here in the past, with deliveries, credit and soliciting, we have found that in a business selling from \$4,000 to \$8,000 monthly, it would require from four to eight people connected with the store, or practically one to every thousand dollars of monthly sales.

"Reduced service must be accompanied by lessened profits. The problem is to cut overhead enough to justify the lowered prices the customer will expect.

Yours very truly,

M. M. R.

This inquiry is a trifle involved. In one portion it seems to apply to clerks or salespeople. In another, the reference is to all "connected with the store."

It seems absolutely impossible that any four people could render the detailed service involved in soliciting, taking, filling, delivering, charging and otherwise handling \$4,000 of monthly sales, to say nothing of buying, receiving, displaying and, sometimes, selling them! One thousand dollars per employee seems out of the question in such a business; and my investigations and experience indicate that even \$1,000 monthly per salesperson in such a store would be an extremely enviable showing.

## What Is Being Done

The man who does the best of any I have ever known runs a minimum-service store. His customers pay cash for everything and then do their own worrying as to what they are to do with the goods. I put it this way, because I knew the store first some twelve years ago, when the thought that customers could do anything for themselves was an innovation; and it pleased, amused and astonished me to see how lightly business cares sat on that merchant. He just waited on anybody who came along, cheerfully and promptly, took the money and then assumed an "I should worry" attitude while the customer loaded up the goods. I asked him what happened when one bought a 49-pound sack of flour, and he said: "He must provide his own delivery."

The fact that this merchant has run along on the same plan for upwards of twelve years gives him a start now that short-service stores have become more general. Also he has perfected handling and short cuts. To-day he operates three stores, in the original of which he turns out some \$2,200 per employee. In all the three he averages about \$1,700 per employee.



Next in order comes the keeper of a single groceria store who has operated for less than a year, so he is new and a good exponent of present conditions. He employs altogether seven people and retails \$9,000 a month. That gets him about \$1,286 per employee.

## Location an Important Factor

The merchants indicated above are ideally located for the short-service style of store. They are on thoroughfares where traffic is brisk all day. The first has lots of transient traffic. The second is in a neighborhood where he is well known, having long operated a credit store there; and he enjoys considerable advantage from the fact that many settle in his vicinity during the summer, his town being to a considerable extent a summer resort.

Next I cite a merchant who also operates four stores and does about \$250,000 a month business on the moderate service plan. He sells for cash but delivers on schedule. His employees average 400, so he sells \$625 per employee.

Another, whose sales are about the same and who, by the way, I always have considered about the best exemplar of the all round, efficient, capable, hard-headed cash merchant, employs 425 people, so his average is \$565.

Now we drop away down the scale to a high grade merchant who sells about \$6,000 a month on the credit-telephone service plan. The only shortened service here is that he does no soliciting except by telephone. This merchant uses twelve people all told in his business, so the sales average \$500 per month each.

Lastly, we get down to one of the finest, most profitable stores in the country, where all kinds of groceries are on tap, where sales run over \$3,500,000 a year, or about \$290,000 a month. Like all such businesses this one manufactures repacks, specially labels and otherwise lends an exclusive touch to many

lines. Of course, he charges long prices. Altogether he employs nearly 600 people and his sales average close to \$495 per employee per month.

## Greatly Varying Conditions Count

I should like to go into intimate details about all these men; but I get inside information in confidence and must so regard it. I can say, however, that they do business in various sections of the country. Some operate where winters are severe so that much expense is entailed by deliveries being snow-hampered and men cannot put through the quantity of work they can in mild climates.

What always comes home to me is the fact that a grocer reaps about the kind of seed he sows. If he would side-step trouble and care by running a cash, no delivery store, he must pretty much leave out of account the element of personality. He cannot know his customers. The deal must be on the dry basis of money and merchandise without friendship, acquaintance or personal contact. His customers always must feel that they are free of any obligation to trade with him, except as he offers better values, and he must prove that anew each day.

If, on the other hand, he likes to take pains with his business and improve his service at every turn, meeting his customers as frequently and as intimately as possible, seeking how he can please them in new ways and all that, he is sure to get paid for many things besides goods and rental. Credit service—and it is a service—is recognized by all people worthy of credit; and, as such, it is paid for willingly and adequately if the merchant knows his business.

The proof of this contention seems to be manifested by the fact that if you go into any section of the country seeking the men who have survived the stress of years so that they have remained long in the grocery business and have piled up competences and fortunes, those men are the long-profit, full-service merchants. They are likely to be men who can relate how hundreds and even thousands of cut-price, short-cut, neighbors have fallen by the wayside while they have stayed steadily on in one place for a generation or more.

## Full Service the Most Permanent

I am satisfied that the full-service merchant is the one who will survive, provided, of course, that he really gives full service, not merely charges for it. There is, per se, no virtue in charging long prices. But there is clearly demonstrated virtue in rendering a service better than your neighbors, and striving always to better your own, and then charging such prices as will pay for

Continued on page 29.



# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

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### EDITORIAL BRIEFS

LIGHTLESS nights have fallen on Uncle Sam as they have on us. By a recent order of the fuel administration, Monday, Tuesday, Wednesday and Thursdays in all the Eastern States north of Washington, and Monday and Tuesday in the remainder of the country display lights are forbidden. We can't help viewing with approbation any move that will tend to keep friend mercury a notch higher in the thermometer this winter.

\* \* \*

UNITED STATES Secretary of War Baker has decided that baseball playing is a non-essential occupation. Now watch the fans rally to the defence of the national pastime.

\* \* \*

MR. HOOVER is authority for the statement that \$1,400,000,000 worth of food stuffs have been shipped by the United States to the Allied nations. That is rather an interesting sidelight on those submarines that were going to settle the war.

### TRAINING WOMEN CLERKS

THE Border Cities Retail Merchants' Association meeting in Windsor, Ont., lately petitioned the Board of Education to provide facilities to teach the principles of retail salesmanship, and also truck and delivery driving to women.

The association believes that the war will last another year, and foresees as a result a further combing out of the man power of the country to look after the more essential industries.

This would seem a wise suggestion on the part of this association. Already the United States has legislated that men of draft age may not be employed in non-essential occupations. The non-essential occupations are outlined as follows:

First, persons engaged in the serving of food and drink or either in public places, including hotels and social clubs.

Second, passenger elevator operators, attendants, doormen and footmen, carriage openers and other attendants in clubs, hotels, stores, opera houses, office buildings and bath-houses.

Third, persons, including ushers and other attendants, engaged and occupied in connection with games, sports and amusements, except actual performers in legitimate concerts, operas and theatrical performers.

Fourth, persons employed in domestic service.

Fifth, sales clerks and other clerks employed in stores and other mercantile establishments.

Moreover, this only shows the way the wind blows. Canadian magistrates have already ruled the same way. It is a possibility that the Government may decide that in Canada also men of military age must adopt some more essential occupation than clerking. It is wise, therefore, to be forehanded and to see to it that there is a trained class of women capable of taking up this work if it should become necessary.

### MAKING HONESTY PROFITABLE

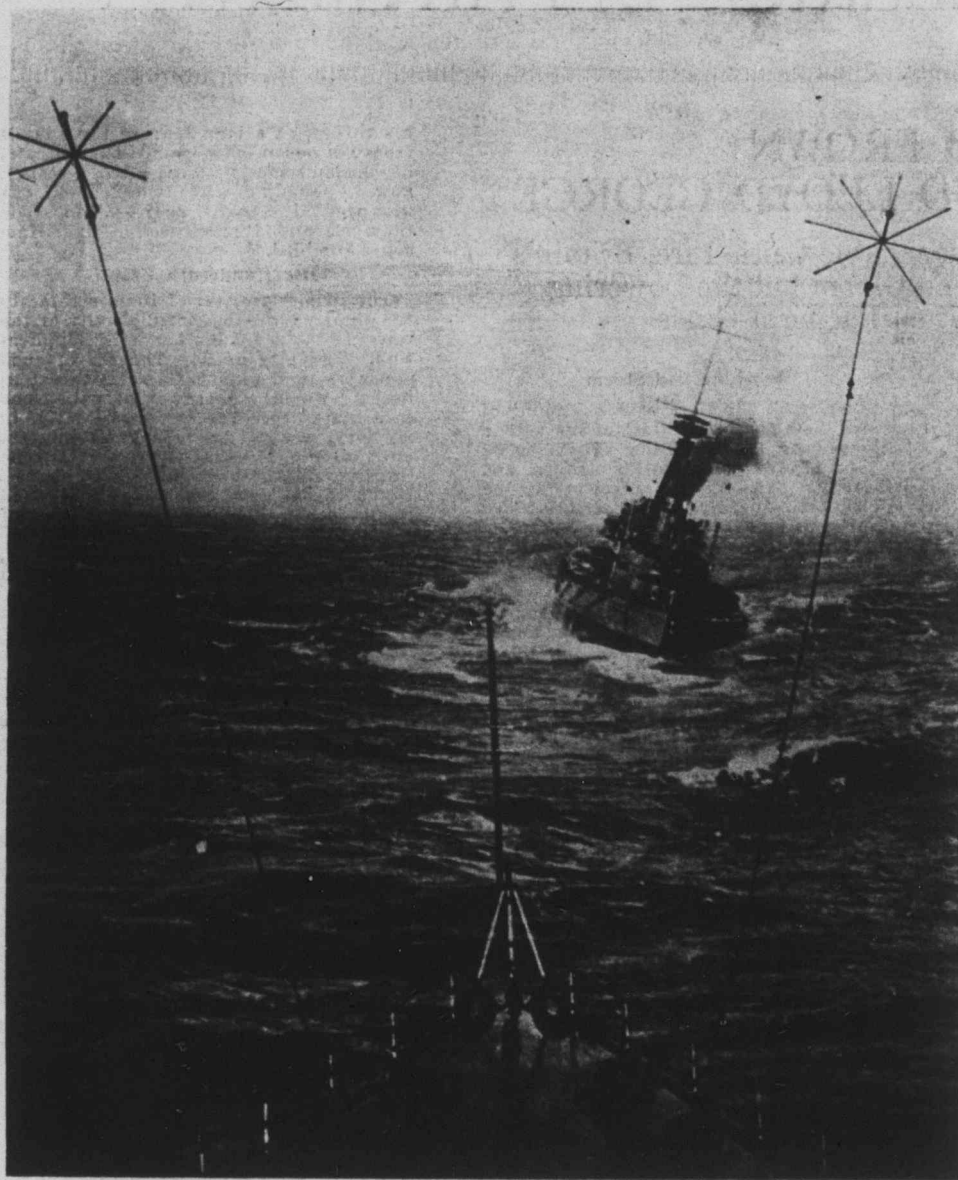
ON another page of this issue appears a letter from a retail merchant pointing out the sad fact that honesty is not always immediately profitable. This merchant has followed the spirit of the Food Board regulations, and has found sadly enough that other merchants are not always equally scrupulous.

There are two causes for this failure to observe the law. First of all ignorance on the part of the merchant, or he has only a confused idea as to what the multitude of regulations really mean, and second, there is the merchant who is taking a chance that he will not be caught, and is preening himself on his special astuteness in circumventing his competitors.

In either case, of course, it works a hardship to the honest merchant. On the other hand, however, all the blame for this condition cannot be laid at the door of the Canada Food Board. They are human, and cannot be omnipresent. Neither is it possible to develop a system of inspection that will embrace every community between the Atlantic and Pacific.

The merchant who disregards these regulations is a lawbreaker. No honest merchant would let anyone enter his store and rifle the till without himself raising the alarm. The dishonest merchant who wilfully disregards these regulations is doing exactly that, and it behooves the merchant to call this matter to the attention of the authorities. He must protect himself. A few such examples, and disregarding the law would become unpopular. It is for the merchant to act.

## Current Events in Photograph—No. 30



### THE GREY WALLS OF ENGLAND

In this world war the armies of Britain have played such a large part that people have begun to forget that Britain has always been a sea power rather than a land power. Every now and then some exploit like those at Zeebrugge and Ostend leaps out from the printed page and calls the attention once more to the "grey walls of England" that have kept the seas open for a world's trade, and have made the fabulous armies in France, gathered from the four quarters of the world, a possibility. The photo appearing on this page shows the patrolling squadron on their ceaseless mission of protection. Note the wireless antennae showing in the foreground.

### ANOTHER METROPOLITAN DAILY GOES UNDER DEPARTMENT STORE CONTROL

It will be remembered that Stewart Lyon, editor of "The Globe," Toronto, and the editor of a Winnipeg daily, speaking at the annual meeting of the Canadian Press Association, lamented the fact that editors of the metropolitan daily newspapers had not a free hand. They were hampered by their big advertisers, the owners of departmental stores.

Rodman Wanamaker, of John Wanamaker & Co.'s big departmental store of Philadelphia and New York, who now controls the Philadelphia "Press Record and North American," has just been appointed by the will of the late James Gordon Bennett to the control of the "New York Herald" and the "New York

Evening Telegram." Although in control he has not been, nor will he be active personally in newspaper work. It is interesting to observe another big daily newspaper pass under departmental store control.

### HOW MUCH CAN A CLERK SELL?

Continued from page 27.

your goods, your expenses, and a fair return as net profit.

This question is still in flux, and I may not have aided my correspondent much. But I should emphatically say to him that if he has now a business running anywhere near \$8,000 a month on the service basis, he had better hesitate and think long before he changes it. People grumble a lot these days; but that is not saying they would quit grumbling if you cut off all service and tried to

make them pay cash. It sometimes is good to keep cool headed and pursue the even tenor of your way, doing the very best you can each day and trusting that thereby the future will work out to the good.

### DETROIT MUST BE SATISFIED WITH BROWN SUGAR

Only brown sugar may be sold in Detroit after to-morrow until further notice.

County Food Administrator Heine-man issued this order on Tuesday. The regulation includes retailers and wholesalers. The reasons for the order are that a large amount of brown sugar remains on hand despite the campaign to get rid of it before August, and the fact that the order will place all dealers on an equal footing.



# THE CLERKS' DEPARTMENT

## THE FLASH AND FROWN OF DAVID LLOYD GEORGE

Chiefly Composed of Unquenchable Celtic Fire, Britain's Fighting Premier Knows no Gloom but the Lowering Front of Battle When Facing a Crisis

**C**ELTIC fire and Celtic gloom are phrases taken for granted as applying equally to predominant characteristics of many leading Highland, Welsh, or Irish personalities in modern history. Gloom in the Celtic sense may be slightly misinterpreted as implying depression, and the observer of that pre-eminently Celtic leader of the hour, David Lloyd George, may search in vain for signs of that sort of gloom about the British Premier. There is no need to search for the fire. Of that Celtic quality Lloyd George has whole volcanoes available, and to spare.

To discover amidst the white heat of his being any shadow of ineffective gloom would be hard. But there is in the Celtic idiom a great use of the word "gloom" in the phrase: "He gloomed upon his foes." There is the only Celtic gloom of which David Lloyd George is in these tremendous days capable. Here is how Charles T. King has pictured that quality of gloom in the Premier, whom he describes in an article in "The London Express" as "A Man Who Thrives on Crises." The occasion described is when Lloyd George faced the most recent of his crises and defeated the machinators who would have overthrown his regime:

"Sometimes," says Mr. King, "he looked a rather frail, delicate-faced figure. Then, instead of the pleasing countenance, there would come the picture Mr. Augustus John gave us—the picture we thought such a grotesque, ugly, heavy-visaged Lloyd George. When he leaned across at Mr. Asquith's bench, and jammed his jaws together, there was the heavy Augustus John underjaw, the almost malignant expression, the indignant gaze from beneath knit eyebrows—the face of a hard fighter.

That is the most terrible kind of Celtic gloom for an enemy to face. It bodes ill for the opponent of less formidable calibre. Lloyd George may have experienced the Celtic gloom that means misery of soul, but he has changed it every time into that threatening darkness of countenance that means fight and makes for victory.

### Sunshine and Storm

Charles T. King begins his account of Lloyd George in his latest crises with a glimpse of the sunshine of the man. There is fire behind all sunshine, and there is sunshine wherever you find Celtic fire. Lightly King describes Lloyd George as—

A man of medium height, silvery hair, eyes that in turn dart shafts of hot light and beam sunny happiness, a champion of peace, yet resolute for war, stood up yesterday in the House of Commons to his latest "crisis."

Mr. Lloyd George thrives on "crises." I have seen him open his despatch box morning after morning at 4 a.m., after twelve hours of hot controversy over a party measure, and toss his slain or tortured clauses into it with a gay smile. One day I gave him a little batch of cuttings full of abuse of himself, and he first chuckled with enjoyment and then lay back and laughed merrily.

### A "Mastering Moment"

The psychology of David Lloyd George, Prime Minister, is such that almost any moment in his life is a "psychological" moment. He was so much in one of his mastering moments in his speech of an hour and a quarter on the Maurice letter crisis, he dealt with it in such a characteristic style, that seasoned parliamentary veterans like Mr. Balfour sat and drank it in with eyes a-glitter with joy.

His hair is grey, and there are long wisps of it over his ears, but he looked as trim as a new pin. He has had the heaviest load of work any statesman could bear, but his eyes were bright with the light of battle. His voice was as pleasant and clear as ever, and he took it down and up the whole gamut of human expression.

### Held Them All

Ambassadors, peers, ex-viceroy, wounded soldiers, ex-Premiers, young cadets, colonels, generals, friendly M.P.s, and sniggering snipers packed the place from floor to top gallery, and he held them all, and played over them all with every note, from the rallery about a hostile press drenching him with "cocoa slop," down to low, solemn cathedral notes that vibrated with pent feeling and touched the chords of the heart.

### "The Ranks of Snipery"

When he made a crowning point he swung round, and waved a quivering hand over the benches that would have been his chief supporters in party times. Even the ranks of snipery could scarce forbear to cheer. They were little ranks, with the Pronglets ever on the pounce, and always sorry they had interrupted.

Explanation, quiet, calm, clear; then a burst of vehemence at the Opposition bench, then guttural tones, deep down in

his throat, as a man tearing the sounds from his bosom with pain. Then a skirl of declamation in high-pitched tones, now a pounding with two fists on the brass-bound box where Gladstone thumped and Disraeli lolled and Harcourt rumbled.

### His Hundredth Crisis

The Prime Minister of Britain came to the great point—the world gravity of the war. He held out his hands in supplication. The pity of it! The sin of such pettiness amid a storm that was threatening the world! A tremor of pain came into his voice. The enemy, silently, in mystery, was preparing a great blow at our heroes in khaki over there. The House could see them. Not a head stirred. Not a throat gave a sound. "I beg and implore that there should be an end of this sniping."

David Lloyd George sank to his seat, a trifle pale, the victor of his hundredth crisis.

### U. S. CORN AND WHEAT PROSPECTS

Prospective corn production this year in the United States is 3,160,000,000 bushels, the Department of Agriculture announced in its first forecast of that crop, basing its estimate on conditions existing July 1.

The total wheat crop, combining winter and spring varieties, was forecast at 891,000,000 bushels.

### OTTAWA FAILS TO PROTECT BUSINESS

(Continued from page 22)

1918, and the increases since allowed by the Board of Railway Commissioners to be disallowed. Packing house products and fresh meats, by the addition of 25 per cent. to the tariffs in effect prior to March 15, 1918, and increases since allowed by the Board of Railway Commissioners to be disallowed.

Bullion, base (copper or lead), pig or slag and other smelter products, rates from British Columbia Smelters to Toronto and Hamilton to take rates from the contiguous American smelting and shipping point, namely, Northport, Wash., to Buffalo, viz., 7½ cents per hundred pounds; Montreal to take the New York rate of 8½ cents per hundred pounds, rates to Canadian points in Eastern Canadian territory to be advanced 25 per cent. Rates on zinc for domestic consumption to be the same as on copper and lead.

### FINANCIAL POST HELPS INVESTORS

Is THE FINANCIAL POST a weekly or monthly paper and does it give information where to invest money to the best advantage? Would they send me a sample copy upon request?

J. H. S., Toronto.

Answer—THE FINANCIAL POST is published weekly by the MacLean Publishing Company. Yes, it gives information on how to invest money to the best advantage. Each subscriber may write the editor of THE FINANCIAL POST for information of the standing of any company or companies before he invests his money in them. They will be glad to end you a sample copy at any time. THE FINANCIAL POST gives a great deal of information on business conditions in every part of the country, the trend of securities, and specialized business information of value to any one interested in business and industrial conditions.

# CURRENT NEWS OF THE WEEK

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

## Maritime

McIsaacs & Co. have opened a new grocery business in the Daud Building, New Glasgow, N. S.

Chas. E. Buckler has opened a grocery store on South Main St., Westville, N.S. The business will be conducted on a cash basis.

A number of men interested in the lobster business met recently under the auspices of the Halifax Board of Trade to discuss details in connection with the lobster packers.

Representatives from three provinces were invited to attend and the meeting was well represented.

It appears that the consensus of opinion among the lobster packers is that the industry must be protected by a stringent regulation governed by statutes whereby heavy penalties can be imposed on those packing illegally.

Louis Michaelson, one of the proprietors of Brown's Grocery, St. John, died suddenly this week after an attack of paralysis. He was sixty years of age.

L. V. Price, who is known to the grocery trade throughout the Maritime Provinces as traveller for Dearborn & Co., Ltd., wholesale grocers, St. John, has joined the travelling staff of the Consolidated Rubber Company.

Considerable damage was done by fire in the warehouse of C. H. Peters' Sons, Ltd., wholesale feed, etc., St. John, last week. The loss has been adjusted at \$2,000 on the building and \$10,000 on the stock.

Wheat substitutes required under the new flour order of the Food Board still are scarce in the Maritime Provinces. Only a few jobbers have been able to secure the goods they desire and not many of the retailers are stocked yet.

The Teamsters' and Chauffeurs' Union have petitioned the City Council of St. John to raise the minimum age limit for drivers from sixteen to eighteen years. Grocers complain that, under present conditions, this would work undue hardship.

F. S. Layton, proprietor of Layton's Grocery, Truro, N.S., having enlisted in the Flying Corps, and to take up his duties at Toronto in a few days, has sold out his grocery business to Mr. E. P. Hill. Mr. Hill had a grocery business in Halifax at the time of the explosion and like many others lost all his property.

A demand that wrapping of bread by the bakers be made compulsory, as permitted by the new food order, was presented to the St. John City Council this week. The bakers were heard at a later meeting, and, while they expressed willingness to comply, explained

that present costs would make it necessary to add a cent to the price of each loaf. The council decided to take no action.

Edward A. Mason, manager of the Maritime branch of Christie, Brown & Company, and H. V. Hayes, also of St. John, have been granted patents on a new showcase for the display of confectionery and fine groceries. The case is designed to hold candy, cereals, shelled nuts, etc. It consists of two parts, double cylinder top and a wooden base. In the base is a drawer into which the goods drop when required, thus ensuring protection at all times from exposure to dust, while making the contents readily accessible. It is their intention to start manufacturing in St. John.

The legality of the sale of lemon and other extracts containing a large percentage of alcohol is being tested in St. John on a charge laid against the Brayley Drug Co., Ltd., of "selling lemon extract containing more than two per cent. alcohol." The case arose from men having been arrested for drunkenness after drinking extracts put up by the company and sold through local grocers. M. V. Paddock, provincial analyst, gave evidence that the samples tested contained more than fifty-two per cent. alcohol but testified that it was impossible to make he extracts without at least fifty per cent. alcohol. Judgment had been reserved.

## Quebec

Armand Belisle, Montreal, has disposed of his assets.

J. P. Gosselin, general store, St. Ephrem de Tring, has sold out.

Leonard Fisheries, Ltd., Montreal, are holding their annual meeting this week.

F. T. Shearns, of the Montreal office of Salada Tea Co., spent his holidays in Toronto and other points.

Zeph. Hebert, president Hudon, Hebert and Co., is spending some time this week at St. Lawrence river points.

Harper R. Gray, joint manager for Gunn Langois and Co., Montreal, is spending his holidays in Ontario.

Thos. Ward of Joseph Ward and Co., wholesale grocers, Montreal is spending his holidays at Old Orchard Beach.

At St. Rose, Que., last week, a large Gaspé salmon was railed for and the proceeds donated to the Red Cross funds. This fish was donated by Mrs. J. A. Paulhus and the sum realized totalled over \$10.

Mr. Twigg of the A. Booth Fisheries Company, Chicago, passed through Montreal last week on his way East. Mr. Twigg expected to take in the points

in the Maritime Provinces before returning home.

J. A. Marshall, manager of the Western Canada Flour Mills Co., Montreal branch, is on his holidays, he will visit Western points, including Minneapolis, Vancouver and Victoria, and other places before he returns.

## Ontario

Neil Jamieson, grocer, Orillia, has been succeeded by Capt. Hill.

The North End Merchants' Association of North Toronto held a picnic at Island Park.

Adams & Co., grocers and dry goods merchants of Georgetown, have sold their stock and fixtures.

W. G. Patrick of W. G. Patrick & Co., brokers and importers, Toronto, is spending a few days in New York City this week.

Bolus Bros have leased the Alex. Michaels store, Leamington, and have installed a stock of groceries, dry goods and boots and shoes. They are conducting business on a cash basis.

The deal whereby Frank Seager was to assume control of the grocery business of George Wenino, North Front St., Sarnia, has fallen through. Mr. Wenino will continue to conduct the business until such time as he can dispose of it.

The partnership business of Foote & Sanderson, Fergus, grocers and flour and feed merchants, is about to be dissolved, Mr. Sanderson retiring while Mr. Foote will continue the business.

At a meeting of the Cornwall Retail Merchants' Association held recently it was unanimously decided to hold a picnic at St. Lawrence Park on the civic holiday in August. A committee composed of Allan Irwin, Arthur Chevrier, Thomas Donihee, Arnold Smith, G. R. Phillips and H. Bauman, with power to form other committees, was appointed to make necessary arrangements for the picnic.

A. H. Schweitzer of 80-82 Cedar St. W., Kitchener, Ont., who has conducted a grocery business for the past eight years, has sold his entire block and business to Wm. G. Roth, formerly of Tavistock. The business men and travellers are sorry to lose Mr. Schweitzer from the business sphere, but hope that after a much needed rest to see him back again. He has been a subscriber to the CANADIAN GROCER ever since he started in business. He intends to keep in touch with the grocery trade and so wants his paper continued.

Recently a number of friends gathered at the home of Mr. and Mrs. Schweitzer and presented them with a mahogany pedestal and beautiful jardiniere,



**Western**

Walter Bros., Kuroki, Sask., has sold out.

George Begg, Shaunavon, Sask., has sold out.

Horner Bros., butchers, Calgary, have discontinued business.

C. Henderson, Saskatoon, Sask., has discontinued business.

C. DeGagne, general store, Marchand, Man., has sold to A. Congnon.

Gordon & Mills, general store, Shaunavon, Sask., are out of business.

F. T. Rolph, grocer and confectioner, Saskatoon, has sold his grocery business.

Haberlach & Schelturga Bros., general store, Sedley, Sask., have dissolved partnership.

### BRANTFORD BUTCHERS AND GROCERS HOLD SUCCESSFUL PICNIC

The seventeenth annual picnic of the grocers and butchers of Brantford, held at Mohawk Park, Brantford, was signalized by one of the largest attendances on record. The excessive heat, far from proving a detriment to the picnic, was probably responsible for the presence of many drawn by the lure of the lake's cool breezes, who would not otherwise have made the trip. Nor did rain, which threatened during the latter part of the afternoon, hamper the festivities, for it hung off long enough to permit of a safe return in the evening by the majority of the picnickers.

For seventeen years past these picnics have been held at various places distant from the city. This year a stay-at-home policy was adopted by those in charge, and the result was yesterday's gathering. The usual programme of sports was augmented by many special features, both serious and amusing, and the prize list was one of unusual extent.

So large was the crowd that the street car service proved totally inadequate. Every car bound to or from the park was crowded to the very doors, while many were forced to walk either one way or both, in the sweltering heat of a July afternoon. Even this drawback however, was taken in good part by the picnickers, and the seventeenth annual grocers' and butchers' picnic passed into history as among the most successful on record.

Among the interesting events on the programme were the following:

Grocers' and butchers' drivers' race, 100 yards—Russell Shay, C. Fowler, H. Croley.

Grocers' and butchers' wives' race—Helen Maskell, Muriel Thoman, Mrs. R. Gowman, Mrs. Meggett.

The prizes for the best decorated delivery rigs, open to all grocers and butchers in the county, were won by the Cash Bargain Grocery and F. S. Hartley. The prize for the best decorated automobile was awarded to Miss Mellen and A. Coulbeck.

The butchers defeated the grocers 21-14 in a baseball game which was one of the features of the afternoon.

### OWEN SOUND ADOPTS EARLY CLOSING

By virtue of a municipal by-law just passed it is announced that on and after the 25th day of July, 1918, all shops within the town of Owen Sound selling dry goods, fancy goods, millinery, clothing, hats and caps, furs, men's furnishings, carpets, furniture, house furnishings, boots and shoes, hardware, watches, jewellery groceries or general merchandise, and all butcher shops, tailor shops and shops known as "5, 10 and 15 cents stores," and department stores within said town shall be closed and remain closed on each and every day of each week throughout the year, except on Saturday and the day immediately preceding a public holiday, and from the 15th to the 31st of December, both inclusive, from the hour of seven o'clock in the afternoon until five o'clock in the morning of the next following day.

All such shops shall be closed on every Saturday and day immediately preceding a public holiday and on every day from the 15th to the 31st December, both inclusive, in each year at 10.30 p.m. and shall remain closed until five o'clock in the morning of the next following day.

Any person contravening this by-law shall on conviction thereof be liable to a penalty not exceeding \$50.00 and costs and every such penalty shall be recoverable as provided by section 497, subsection 2 of the Municipal Act.

### GUELPH GROCERS' PICNIC POSTPONED

The Guelph grocers' picnic has been postponed and will under present arrangements be held on August 14 at Puslinch Lake. The date was changed owing to the fact that the original date conflicted with many travellers' holidays, and as the travellers are always largely represented at the picnic it was felt that the date should be changed.

### HOLDING SALES CONVENTION

Fourteen salesmen of the sales staff of Harold F. Ritchie & Co., Toronto and branches, are in convention this week at the headquarters. The representatives are from Halifax, Montreal, Ottawa, Winnipeg, Calgary and Vancouver and will be here all week. Sales managers of the manufacturers whom the Ritchie company represents are in attendance to discuss their lines and are scheduled to address the afternoon meetings. The morning meetings will be confined to the salesmen, at which the question of sales and general business conditions will be taken up. Mr. Ritchie and Mr. Lane addressing the salesmen and opening up avenues for discussion.

### U. S. GOVERNMENT SETS LIMIT OF PROFIT ON MILL PRODUCTS

Fair prices to govern the sale of flour and milling products at every milling point in the United States which have been worked out were introduced to-day by the food administration. The prices which generally will govern throughout the crop year of 1918-1919 were worked out on a basis price for seaboard points.

Local prices represent the freight deductions from the seaboard prices. Jobbers' prices are required to be not more than 25 to 50 cents a barrel over the delivered cost, and retailers' prices not more than \$1.20 a barrel over his cost price.

### TRIBUTE TO THE RETAILER

Don Francisco, advertising manager of the California Fruit Growers' Exchange, had this to say about retail grocers and the part they are playing in the conduct of the war, at the Associated Advertising Clubs of the World convention:

"The patriotic zeal with which our grocers have conducted their sales is indeed a splendid commentary on their Americanism. Though suffering the loss of actual cash profits and facing increased overhead, these grocers, speaking figuratively, have kept step with our troops. We owe them a vote of thanks and confidence. The sublimely unselfish service of grocers in the great cause is vital to the final success of our arms. It is as important as the service of our dollar-a-year man, of our ship-builders, of our men at the front. For, as we have been told through advertising, 'Food will win the war.'"

### \$1,000 FOR WINDOW DISPLAY CONTEST

The Canadian Carnation Milk Products Co., Ltd., are putting on a window display contest for Carnation Milk Week—August 15 to August 21. They are dividing the contest into four parts with three prizes in each. For instance, towns up to 5,000 population will be in Division "A." Between 5,000 and up to 25,000 in Division "B." Between 25,000 and up to 100,000, in Division "C," and above 100,000 in Division "D." The prizes are \$100 for first, \$25 for second, and \$5.00 each for the next 25. This applies to each division. This makes total prizes valued at \$1,000. The contest closes on September 15, and photos must be submitted before Oct. 1.

## New Goods Department



The Coca-Cola Company announce a change in the shape of their bottle. To take the place of the old style with straight lines, they conceived the idea of putting out a bottle which would fit the hand comfortably. The idea is to encourage drinking from the bottle through a straw.

# Enquiry Department

**W**HEN 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.

### RE TEA TAX

Gentlemen,—I purchased ten chests Japan tea in March, five chests to be shipped at once and the balance in July. I received invoice for same yesterday. The wholesaler has billed me with war tax. Am I obliged to pay it?—R. S. M., Dalesville, Que.

**Answer.**—The answer to your enquiry depends on the nature of your contract with the wholesaler. If it was a purchase made at a set figure, and was merely a matter of the wholesaler warehousing it for you, then it would appear that the wholesaler should not have billed you with the extra ten cents a pound, but should have accepted his loss as one of the risks of business.

If, on the other hand, the deal was made on the basis of market conditions at time of delivery the addition was quite justifiable. In any case of course the wholesaler had to pay the tax, as it was imposed against all stocks in wholesalers' or jobbers' hands on April 28.

\* \* \*

### PLACING THE RESPONSIBILITY

An auto going past my store flipped a stone off the road and smashed my plate glass window. Who should stand the loss for this, the town or the auto driver? The auto driver was not going at a high speed.—D. A. Mackenzie, Souris, Man.

**Answer.**—This is a very difficult question and one that probably could only be settled in the courts. In our opinion, however, in order to fix any liability on the municipality it would be necessary to show that the road was in a state of disrepair, or that stones had been left on the road which did not rightly belong there, and that this condition had existed a sufficient length of time that the municipality would be presumed to have notice of it. The automobile driver would not be liable unless it could be shown that he was driving either carelessly, or at an excessive rate of speed, and the accident would not have happened if he had exercised due care in his driving.

### FISH BRAND CLOTHING

Please advise me where I can buy Towers' Fish Brand waterproof clothing.—C. A. Elsley, Campbellville, Ont.

**Answer.**—Address Tower Canadian Ltd., Toronto, Ont., Vancouver, B.C., and Halifax N.S.

\* \* \*

### WHAT SUBSTITUTES ARE PERMITTED?

If I sell one barrel flour what do I have to sell with this flour? Can I sell oats, rice, barley, and corn flakes? I carry a full line of groceries and would like to know what to sell with flour.—Ed Wood, Blue River Lumber Co. store, Riviere Bleue, Que.

**Answer.**—Order No. 50 issued by the Canada Food Board outlines the substitutes that may be sold with wheat flour as follows: Corn, oats, barley, rice, rye, buckwheat, tapioca or potato flour, bran, shorts, oatmeal, rolled oats, cornmeal, cornstarch, or any mixture of the same and potatoes. Four pounds of potatoes will be considered equal to one pound of other substitutes.

Regarding corn flakes and similar lines of breakfast foods, we cannot say whether they would be considered as substitutes or not. **CANADIAN GROCER** queried the Canada Food Board on this point some time ago, but has received no answer. Of course this substitute order in no way overrides the previous order giving the amounts of flour that may be sold. The householder living within two miles of retailer cannot stock more than 15 days' supply of flour or sugar, if five miles away 30 days' supply, if more than five and less than ten miles away 60 days' supply, if ten miles away, 120 days' supply.

\* \* \*

### SELLING OF EXTRACTS

Please give me information on the selling of extracts to householders, individuals, treaty Indians and non-treaty Indians; quantity allowed.—Hudson's Bay Company, Nipigon, Ont.

**Answer.**—Under the Ontario Temperance Act amendment no essences or flavoring extracts containing more than 2½ per cent. of proof spirits shall be sold except in bottles containing not more than 2½ ounces. In addition a record must be kept of all sales showing the date and name and address of purchaser, and quantity sold. Nothing in the law shall, however, prevent the sale of any essence or extract in larger quantity than 2½ ounces to any druggist, manufacturer or confectioner or to a person in any trade or business in which such article is commonly used for legitimate purposes or to any public institution or any wholesaler for resale.

There is nothing in the law differentiating between Indians, treaty Indians and other persons. The conditions above stated would apply to Indians as to others.

\* \* \*

### GROCERY PRICE CARDS

Can you give me the name of any party or firm who can supply grocery price cards for marking all groceries on shelves for "grocerteria style."—George E. Hunt, Swift Current, Sask.

**Answer.**—The Store Helps Manufacturing Co., Calgary, Alta.

\* \* \*

### 3-POUND SOLDIERS' BOX

Will you kindly advise the manufacturers of 3-pound soldier boxes.—Smith & Chapple, Limited, Chapleau, Ont.

**Answer.**—J. Tobin & Sons, Ottawa, manufacture a 3-lb. soldier box.

\* \* \*

### CASH CARRIER SYSTEM

Kindly give me the name of a concern manufacturing an old-time elastic or spring-propelled cash carrier system; the name of a concern or individual who would be likely to have such a system for sale second-hand, and oblige.—Thomas Grace, Gracefield, Que.

**Answer.**—Gipe Hazard Store Service Co., Ltd., 113 Sumach St., Toronto; the Lamson Company, Boston, Mass., are manufacturers of cash carriers. We do not know of any firm having such a system for sale.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....191.....

Please give me information on the following: .....

.....

Name .....

Address .....



# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**L**IKE a bolt from the blue to the trade was the advice that the United States Government placed prunes and dried peaches on the conservation list, thus prohibiting the export of these to Canada. Canada has been in the habit of receiving these on about the same basis as domestic buyers, and depending altogether on the United States market for supplies. From this it can readily be seen that the outlook for the future, when present stocks are absorbed, is not encouraging. Whether any modification of the order will be considered cannot be determined yet, though representations have been made to the Canada Food Board and War Trade Board in an effort to secure at least partial shipments.

**MONTREAL**—It is evident that the wholesalers are doing their best to supply the trade with their requirements. Supplies are sometimes temporarily short, and then new arrivals serve to relieve this trouble. Just now a good deal of activity is noticeable in canned goods. There also is a good movement of dried fruits, notwithstanding the fact of fruits being more plentiful. The prices of the latter run so high that many will not buy in large quantities. The flour situation is steady, and some supplies are still available. Winter wheat flour is firm and has advanced all around 30c per barrel. The temporary embargo against shipments of flour to points east of Montreal has been lifted. Some special mill feeds have been advanced slightly in price. New jams, fruits and canned vegetables are beginning to arrive, and the prices are high. This applies also to jams just received. Self-raising flour is up 10c, and 5c on the 6-lb. and 3-lb. sizes, respectively. One of the most important features of the week is that of the United States War Board's order prohibiting export of prunes and peaches, and this may be extended to take in apricots, raisins, figs, etc. The sugar situation is steady and unchanged. All refiners are selling at \$9.10, excepting the Canada Sugar Refineries, their price being \$8.65 still.

**TORONTO**—Occupying the centre of interest this week is the announcement that prunes and peaches have been placed on the conservation list by the United States Government and export prohibited. This will seriously affect the trade here, and an effort to have the order modified will be made. Apricots have advanced 2c per pound in some sections over opening prices named.

The feeling exists that the use of substitutes for wheat and flour will continue, even after the

new crop is available. At the Imperial conference of food dictators, being held in Great Britain, the question of building up reserves against all possible contingencies has been brought up, and action along these lines will very likely necessitate a continuation of restrictions to some extent at least.

The outlook in almonds is higher prices for the future. Latest reports estimate yield about 60 per cent. of last year's total, and with transportation difficulties multiplying, or at least showing little improvement, the situation as regards this market is not hard to determine. Some doubt exists in the minds of importers as to whether the embargo against the shipment of walnuts from France will be lifted. The crop there is light, and stocks on this side are dwindling. That wholesalers may have to pay \$1 per pound for walnuts is now being hinted at.

Canned fruits will rule high for practically all lines, it is thought. Jam manufacturers and canners are paying very high prices for the fresh fruit, and with all other costs mounting, there is no prospect of a low scale of quotations. Some jam manufacturers have withdrawn prices recently issued. This is felt in some quarters to be because new pack is sold up rather than pointing to higher prices, though the latter contingency cannot be overlooked.

Sugar remains scarce and little opportunity for building up reserve stock exists. Refiners have again been asked by the Food Control Board to refrain from shipping straight cars to retailers. Owing to the restrictions placed on the use of sugar in the United States by householders, the feeling exists that similar action may be taken in Canada and supplies rationed.

**WINNIPEG**—Sugar supplies are reported very good and equal to all demands now being made, this in spite of the fact that one of the refineries has withdrawn from the market.

The trade are somewhat concerned over the very high opening prices on canned strawberries. Prices here are \$1 per dozen higher than last year. The delivery will run about 25 per cent. At present all lines of fruits and vegetables are reported to be selling well and bringing good prices.

Speculation as to the interpretation to be placed on the United States Government restrictions on shipments of prunes and peaches is general. Some look for balance of 1917 crop to come through, while others think this will be absorbed by Government's demands at once, and that some new crop may later be released.

# QUEBEC MARKETS

**M**ONTREAL, July 31.—The state of trade here is reported as satisfactory. As a usual thing it is quiet this time of the year, and while this applies to some lines others are very active still. Prices have a general tendency to firm and there is much trouble to keep all lines in stock from week to week.

## Peanut Butter Up 1/2c; Bulk Arrowroot In

Montreal.

**PEANUT BUTTER, ETC.**—An advance is recorded in the price of peanut butter. This applies to the bulk product, which is now selling at 26 1/2c per pound. Among the lines that are again available is that of arrowroot in bulk, and this is selling, according to quality, at 20 to 25c per pound.

## Careful Sugar Selling Will Help Situation

Montreal.

**SUGAR.**—The present method of distribution—that of requiring that certain percentage of soft or brown sugars be taken with refined, has served a useful purpose. It should also be remembered that the use of these brown sugars has greatly assisted in getting from the raw sugar a larger percentage of sugar extraction so that the residue left is small—and in some cases almost negligible. It is being repeatedly urged that the grocer can be a great help in making the supply of sugar go farther by selling as much soft sugar as possible. As far as the present week is concerned there are no changes of consequence excepting that the Dominion Sugar Co. has advanced its price to \$9.10. This makes quotations uniform with the exception of that of the Canada Sugar Refinery, which still is selling at \$8.65. The new freight schedules will have a direct bearing on the price of sugar, undoubtedly, and one of the large refiners stated to CANADIAN GROCER that the new rates applying to sugar were very considerable. The whole position is therefore firm, and revisions may have to be made soon.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

**NOTE.**—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

## New Crop Fruit High; Canned Goods Moving

Montreal.

**CANNED GOODS.**—It is becoming more evident that all, or nearly all, lines of fruit put up in 1918 will be high in price. This will apply to strawberries and raspberries and also to peaches. Other lines may be affected too, and it is apparent that present prices will look favorable when new schedules are arrived at by the packers. New pack pineapple in both grated and sliced is in the market, and strawberries and rhubarb also are being offered. All around there has been a great deal of interest in the canned goods market and much trade passed in the last few weeks. Some jobbers are not only low on certain lines but are sold entirely out. The tendencies are that prices will rule firm and high in the coming weeks. Strawberry jam in 4-pound pails is selling at 98c per tin and at \$1.62 in the 7-pound size. The new pack in glass 16-oz. size is quoted at \$3.90 per doz.

Salmon Sockeye—

"Clover Leaf," 1/2-lb flats	2 40	2 45
1 lb. flat	4 00	4 00
1 lb. talls, cases 4 doz., per doz.	3 75	3 75
1/2 flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	1 80	1 80
Pinks, 1-lb. talls	2 30	2 40
Cohoos, 1-lb. talls	2 65	2 65
Red Springs, 1-lb. talls	2 70	2 70
Red Springs (new pack) doz.	3 75	3 75
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "1/4s"	20 00	20 00
Lobsters, 1/2-lb. tins, doz.	3 60	3 65

Canned Vegetables and Fruits—

Asparagus (Amer.) mammoth green, doz.	4 00	4 00
Tomatoes, 1s	1 25	1 25
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12 1/2
Tomatoes, 2 1/2s	2 40	2 60
Peas, standards	1 75	1 75
Peas, early June	1 90	1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	3 00	3 00
Do., (U.S.), gallons	10 00	10 00
Corn (on cob, gal. cans), doz.	8 50	8 50
Red raspberries, 2s	2 90	2 90
Simcoes	2 75	2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s	3 00	3 00
Strawberries, 1918 pack (2s)	4 00	4 00
Rhubarb, 2 1/2s	2 60	2 60
Blueberries, 2s, doz.	1 85	1 85
Pumpkins, 2 1/2s	1 60	1 70
Pumpkins, 3s	1 75	1 75
Pumpkins (gallon), doz.	6 00	6 00
Potatoes, Can. Sweet, 2 1/2-lb. tins	2 10	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75	2 75
Carrots, sliced, 2s	1 45	1 45
Apples (gallons)	5 00	5 00
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	2 45	2 45
Pineapples, 1 1/2s	2 25	2 25
Pineapples, 2s	3 10	3 10
Pineapples (grated), 2s	2 90	2 90
Greengage plums (light syrup)	1 90	1 90
Lombard plums (heavy syrup), 2s	1 70	1 70

## Nutmegs Very Firm; Spice Outlook Uncertain

Montreal.

**SPICES.**—The outlook is not very settled with regard to the future of prices and supply. This is speaking in a broad sense, for the local markets are all right as yet and the stocks in hand,

while not large in many cases, are such as to ensure trade needs being supplied without interruption. Business is not being sought to the extent it was by some, and still there is a good deal of activity. An interesting feature of the situation is that of an active request for nutmegs from across the line, United States buyers seeking supplies from here. The position on nutmegs is therefore very firm.

Allspice	0 20	0 22
Cassia	0 35	0 35
Cassia (pure)	0 28	0 37
Cayenne pepper	0 75	0 77
Cloves	0 95	1 00
Cream of tartar	0 30	0 40
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 80	1 00
Mace	0 30	0 32
Mixed spice	0 45	0 50
Nutmegs	0 42	0 45
Pepper, black	0 49	0 50
Pepper, white	0 35	0 37
Pepper (Cayenne)	0 25	0 27
Pickling spice	0 45	0 50
Paprika	0 21	0 23
Tumeric	2 00	2 00
Cardamon seed, per lb., bulk	0 75	0 75
Carraway, Dutch, nominal	0 30	0 30
Cinnamon, China, lb.	0 85	0 85
Cinnamon, per lb.	0 25	0 25
Mustard seed, bulk	0 46	0 46
Celery seed, bulk	0 21	0 23
Shredded cocoanut, in pails	0 18	0 20
Pimento, whole	0 18	0 20

For spices packed in cartons add 3/4 cents a lb. and for spices packed in tin containers add 10 cents per lb.

## Less Sugar and Syrup; And Honey Prices High

Montreal.

**MAPLE PRODUCTS AND HONEY.**—It is harder to secure supplies of maple syrup from day to day and the prices ruling are naturally very firm, but without definite changes as yet. Odd lots are held here and there, and there is no trouble in securing a good price for what is available. The outlook for honey is not too encouraging as the season has been a poor one, especially for clover grade. Realizing this, many are holding out for fancy prices, and one of the heaviest jobbers in this line stated to CANADIAN GROCER that his firm were not buying, the prices asked being prohibitive.

Maple Product—	1 90	2 00
Syrup, 13 lbs. Imp. meas., gal.	1 85	1 85
Syrup, 5-gal. tins, per gal.	1 35	1 45
8 1/2-lb. tins	0 21	0 22
Sugar, in blocks, per lb.	0 21	0 22
Honey—		
Comb (fancy)	0 25	0 25
Comb (No. 1)	0 23	0 23
In tins (60 lb.)	0 22	0 22

## Big Sale For Syrup; Molasses Holds Steady

Montreal.

**MOLASSES AND SYRUPS.**—"Will there be enough molasses for the trade needs next winter?" This question was asked a large importing firm by CANADIAN GROCER, and the reply was encouraging in that this source expected such improvement in the position as would give the jobbers ample stock to take care of their trade. At present there is none coming forward in what could be considered large volume but small shipments are arriving all the



time. An improvement in delivery would greatly help matters and would be generally appreciated. As for syrups, these are in active demand and the amounts going out are larger than is usual in mid-summer. Prices all around are firm and steady, but without change.

**Corn Syrup—**

Barrels, about 700 lbs. ....	0 97
Half bbls. or quarter bbls., 1/4 c per lb. over bbls.	0 97 1/2
Kegs .....	0 97 1/2
2-lb. tins, 2 doz. in case, case.....	4 65
5-lb. tins, 1 doz. in case, case.....	5 20
10-lb. tins, 1/2 doz. in case, case.....	4 95
20-lb. tins, 1/4 doz. in case, case.....	4 90
2-gal. 25-lb. pails, each .....	2 15
3-gal. 38 1/2-lb. pails, each .....	2 25
5-gal. 66-lb. pails, each .....	5 25

**Cane Syrup (Crystal Diamond)—**

2-lb. tins, 2 doz. in case, per case.....	5 50
Barrels, per 100 lbs. ....	3 00
Half barrels, per 100 lbs. ....	3 25

**Barbadoes Molasses—**

Island of Montreal	
Puncheons .....	0 97 1 00
Barrels .....	1 00 1 02
Half barrels .....	1 02 1 05

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrel to one buyer, may be sold at "open prices." No discounts will be given.

### Shelled Walnuts Up 3c; Very Active Trading

**Montreal.**—A further advance by the importers to the wholesale trade is this week's news feature. This will be followed by a firming of the jobbers' quotations to the trade and there may be a larger advance than this indicates. Markets are not only firm at this but it will not be surprising if next week there is another revision of two or three cents to higher levels. One big importer states that their business is more active than ever before at this time of the year, and it would seem that jobbers are taking their fall requirements early.

Almonds (Tara), per lb. ....	0 24	0 30
Almonds (shelled) .....	0 50	0 55
Almonds (Jordan) .....	0 70	0 70
Almonds, Valencia, shelled .....	0 45	0 46
Almonds, soft shelled Tarragonas .....	0 22 1/2	0 23 1/2
Brazil nuts (new) .....	0 20	0 25
Brazil nuts (med.) .....	0 15	0 17
Filberts (Sicily), per lb. ....	0 21	0 22
Filberts, Barcelona .....	0 17 1/2	0 18 1/2
Hickory nuts (large and small), lb. ....	0 10	0 15
<b>Peanuts (roasted)—</b>		
Jumbo, per lb. ....	0 25	0 26
Fancy, per lb. ....	0 24	0 25
Extras, per lb. ....	0 19	0 20
Shelled, No. 1 Spanish.....	0 18 1/2	0 19 1/2
Shelled, No. 1 Virginia.....	0 19 1/2	0 20 1/2
Do., No. 2 .....	0 14	0 14
Pecans (new Jumbo), per lb. ....	0 28	0 32
Pecans, New Orleans, No. 2 .....	0 21	0 24
Pecans "paper shell," extra large Jumbo .....	0 40	0 40
Pecans (shelled) .....	0 80	0 80
Walnuts (Grenoble) .....	0 20	0 23
Walnuts (new Naples) .....	0 16	0 18
Walnuts (shelled) .....	0 76	0 82
Walnuts (Marbots), in bags .....	0 25	0 28

### Prunes and Peaches Are Not To Be Imported

**Montreal.** **DRIED FRUITS.**—Apparently the War Trade Board of the United States foresees trouble if they let any supplies of prunes and peaches out of the country. This is the interpretation many place on the new order just made effective, and which makes it impossible to bring either of these dried fruits into

Canada. The surplus of these two fruits beyond the requirements of the government seems to be very small and importers are now fearing lest there be a still further interference in which raisins and apricots, and probably other lines may figure. Stocks here are not such as to relieve the situation very much, and it may be that figs will be later placed on the list. Altogether there is a good demand and ready sale for dried fruits, notwithstanding the fact that the season is one of considerable production of other small fresh fruits. It is very probable that figs in mats will advance probably 3 cents per pound within the next few days.

**Apricots—**

Choice .....	0 28
Fancy .....	0 30
Apples (evaporated) .....	0 20
(fancy)—	
Faced .....	0 19
Choice .....	0 17
12 oz., per pkge. ....	0 16
Pears .....	0 16
<b>Drained Peels (old)—</b>	
Citron .....	0 27 1/2 0 32
Lemon .....	0 28 1/2 0 34
Orange .....	0 28 1/2 0 34
<b>Drained Peels (new)—</b>	
Lemon .....	0 40 0 41
Orange .....	0 42 0 43
Citron .....	0 47 0 48

**Raisins—**

Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscats, loose, 2-crown .....	0 10 1/2	0 11
Muscats, loose, 3-crown, lb. ....	0 11 1/2	0 11 1/2
Muscats, 4-crown, lb. ....	0 12	0 12
Cal. seedless, 16 oz. ....	0 14	0 14
Cal. seedless (new) .....	0 16	0 16 1/2
Fancy seeded, 16 oz. pkgs. ....	0 13	0 13
Choice seeded, 16 oz. pkgs. ....	0 12	0 12
Valencias, selected .....	0 11	0 11
Valencias, 4-crown layers .....	0 11 1/2	0 11 1/2
Currants, old .....	0 24	0 24
Do., new .....	0 32	0 32
Dates, Excelsior, per case .....	6 84	6 84
Do., Dromedary .....	7 92	7 92
Figs (new), 100 to case .....	11 00	11 00
Figs (layer), 10-lb. boxes .....	1 90	2 75
Figs, Spanish (mats) .....	0 12	0 12
Figs, Portuguese (mats) .....	0 13	0 13
<b>Figs, Fancy Cal. White (Choice)—</b>		
Pkgs. 16 oz. (10 pkgs.) .....	1 75	1 75
Pkgs. 10 oz. (20 pkgs.) .....	1 45	1 45
Pkgs. 8 oz. (20 pkgs.) .....	2 90	2 60
Pkgs. 6 oz. (50 pkgs.) .....	3 60	4 75
Pkgs. 4 oz. (70 pkgs.) .....	3 70	5 00
<b>Prunes—</b>		
30-40 .....	0 19	0 19
California, 40-50s .....	0 18	0 18
25-lb. cases, 50-60s .....	0 17	0 17
60-70s .....	0 15 1/2	0 16 1/2
70-80s .....	0 13	0 15 1/2
80-90s .....	0 11 1/2	0 14
90-100s .....	0 11	0 13
Oregon, 30-40s .....	0 15 1/2	0 15 1/2
40-50s .....	0 15 1/2	0 15 1/2
50-60s .....	0 12 1/2	0 12 1/2

### Tea Markets Quiet With Steady Tendency

**Montreal.** **TEA.**—The midsummer season sees the usual return of a somewhat quiet period. Not a great deal of movement is reported in any of the grades, but it is interesting to note that nearly all the Japan teas of the new first crop that had come to hand until a week ago were well distributed and in the hands of the trade. Reports from abroad indicate still that there is every probability of higher prices being attained ere long. Trading at the moment, in a way, is not very active and it may be a little time before there is a great deal of change in this respect.

**Ceylon and Indias—**

Pekoe, Souchongs, per lb. ....	0 47	0 49
Pekoes, per lb. ....	0 49	0 52
Orange Pekoes .....	0 53	0 55

**Javas—**

Pekoes .....	0 41	0 43
Broken Orange Pekoes .....	0 43	0 45
Orange Pekoes .....	0 46	0 49

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

### Coffee Outlook Good; Cocoa Not So Active

**Montreal.** **COFFEE AND COCOA.**—Little change has developed in cocoa. As a matter of fact the severely hot weather made demand somewhat less for the time being but the return of cooler weather will see a change to the old order, doubtless. It is thought here, by one of the largest roasters in the country that indications are such as to promise well for the immediate and near future. Regulations have been pending as affecting the delivery here of supplies but hope is entertained that Canada will be permitted to receive her average requirements. As matters stand there is no reason for alarm and supplies here are ample for the demand existing.

**Coffee, Roasted—**

Bogotas, lb. ....	0 28 1/2	0 32
Jamaica, lb. ....	0 24	0 28
Java, lb. ....	0 38	0 41
Maracaibo, lb. ....	0 27 1/2	0 30
Mexican, lb. ....	0 24	0 28
Mocha, lb., types .....	0 33	0 37
Mochas (genuine) .....	0 22	0 26
Rio, lb. ....	0 27	0 30
Santos, Bourbon, lb. ....	0 27	0 30
Santos, lb. ....	0 26	0 29
<b>Cocoa—</b>		
Bulk cocoa (pure) .....	0 30	0 35
Bulk cocoa (sweet) .....	0 25	0 25

### Tapioca Very Active; Rice Stocks Light

**Montreal.** **RICE AND TAPIOCA.**—There is not a great movement in a retail way for rice, though the seasonable conditions prevail. Some jobbers report a curtailment of supplies and one states that he is pretty well sold up. Others have fair supply and prices, while quite firm, are without change. Certain regulations have been made which have served to throw the demand largely upon stocks held in the country, both here and in the United States. Rice flour has been milled to quite an extent so that the use of supplies in this way has been and is considerable. Tapioca is more in evidence than it has been for some time and prices are firm and unchanged.

Snow (Japanese) .....	10 25
Ice Drips .....	11 25
Carolina .....	12 50
"Texas," per 100 lbs. ....	9 50
Patna (good) .....	8 90
Siam, No. 3 .....	8 50
Siam (fancy) .....	10 25
Rangoon "B" .....	8 50
Rangoon "B," 200-lb. lots .....	7 70
Rangoon OC .....	8 20
Mandarin .....	8 90
Pickling rice .....	7 70
Tapioca, per lb. (seed) .....	0 15
Tapioca (Pearl) .....	0 15

### Good Promises For 1918 Bean Crop

**Montreal.** **BEANS.**—The situation still is a quiet

one. This is the result of a seasonal development more than anything else. Stocks of good beans are not reported heavy and the trade that is passing is largely for the good grades. It is expected, from the reports obtainable, that there will be a good supply when the new crop is harvested. Quebec farmers have figured on harvesting a large crop and of late weather conditions have been quite favorable. Changes are not reported on any of the lines excepting Canadian hand picked which one jobber is offering at 14c per pound.

**Beans—**

Canadian, hand-picked, bush...	8 40	9 00
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia .....	9 00	
<b>Brown Beans</b> .....	7 50	
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese .....	8 50	8 75
Yellow Eyes .....	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb. ....	9 19	0 20
Kidney beans .....	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

**Milling Season About Over; Feeds Are Firm**

**Montreal.**  
**FLOUR AND FEEDS.**—It is just the season when millers turn their attention to overhauling plants in preparation for handling the new crop, and many are now engaged in this. Some have very little flour to offer, while others have some supply, and sales are kept down as much as possible in order that the stocks of old flour may hold out to meet the new. This should be possible as mills will be in a position to make new flour somewhere about the end of August. The revision noted in last week's issue for winter wheat flour has been made general, the advance being 30c per barrel. Feeds are still active and prices have firmed somewhat on the special feeds.

**War Standard, Graham and Whole Wheat Flour—**

Car lots (on track) .....	10 95
Car lots (delivered), Bakers ..	11 05
Small lots (delivered) .....	11 15
Bran, per ton .....	35 00
Shorts .....	40 00
Crushed oats .....	61 00 70 00
Barley chop .....	61 00 64 00 72 00
Barley meal .....	61 00 64 00 72 00
Feed oats, per bushel .....	1 10

**Pearl Hominy Now \$8.25; Self-Raising Flour Up**

**Montreal.**  
**CEREALS.**—There is a good steady demand for rolled oats, corn meal and oatmeal. For the latter there seems to have been a little more demand in some quarters than supplies were ample to fill, although no actual distress was reported. The only change in the list is that for self-raising flour which is marked up 5c for the 3-lb. packages per dozen and the 6-lb. size 10c to \$5.60. Rye flour is steady and holds without change. Oat flour will be available in larger quantities, it is expected, before a great while. The request for substitute flours is well defined and brisk. The only change aside from this is that requiring that 10 per cent. golden corn meal be used in making

corn flour, white corn being scarcer than ever. Pearl hominy has advanced in one quarter to \$8.25 per bag of 98 pounds.

Corameal, Pure Gold .....	7 00	
Corameal (Gold Dust) .....	6 25	6 60 7 00
Barley, pearl .....	7 50	8 25 8 75
Barley, pot, 98 lbs. ....	6 00	6 25 6 75
Barley flour, 98 lbs. ....		6 25
Buckwheat flour, 98 lbs. ....		7 25
Corn flour, 98 lbs. ....		5 30 6 00
Rice flour .....		8 75 9 00
Hominy grits, 98 lbs. ....		6 75 8 00
Hominy, pearl, 98 lbs. ....		7 50 8 25
Oatmeal (standard-granulated and fine) .....	5 60	6 30 6 60
Peas, Canadian, boiling, bush...	5 00	5 50
Split peas .....	9 50	11 25
Rolled oats, 90-lb. bags ..	5 20	5 30 5 50
Rolled oats (family pack), case .....	5 70	5 80
Rolled oats (small size), case ..	2 05	2 10
Rolled wheat (100-lb. bbls.) ..		6 75
Rye flour, small lots, 98 lbs. ....		6 55
Rye flour (Can.), 98 lbs. ....	7 25	7 50 8 00
Do. (American), 98 lbs. ....		6 85
Self-raising flour—		
3-lb. pkgs., doz. ....		2 85
6-lb. pkgs., doz. ....		5 60

**More Local Vegetables; Prices More Favorable**

**Montreal.**  
**VEGETABLES.**—Potatoes have been coming down considerably and this is because of the advance of the season. Both the new and the old crop are now on a more favorable price basis and there will be further reductions, it is expected. Beans are away down this week—selling at 75c per bag. New beets and carrots, celery, cucumbers and spinach are selling at very much lower prices. Vegetable marrows are being sold, too. The tomato crop is fast maturing and offerings of the locally grown variety will be larger within the next few weeks, and the prices now are lower than a week ago. Trade is well maintained.

Beans, new string (20-lb. bag) ..	0 75
Beets, new (doz. bunches) .....	0 30 0 40
Cauliflower (Montreal), doz. ....	1 25
Carrots (new), doz. ....	0 30
Carrot (new), doz. ....	0 30
Celery (Montreal), doz. ....	1 00
Cucumbers (Montreal), doz. ....	0 50 0 60
Lettuce, curly (doz.) .....	0 30
Lettuce (Montreal), head .....	0 50
Leeks .....	2 50
Mint .....	0 20
Mushrooms, lb. ....	0 90
Onions, spring, doz. ....	0 50
Onions (Texas), No. 1 yellow, etc	3 25
Do., No. 2 white wax (crate) ..	2 75
Do., Silver and Red (crate) ..	3 50
Onions, American (100 lbs.) ..	6 00
Parsnips, new (doz. bunches) ..	0 75
Parsley (Canadian) .....	0 30
Peas (Montreal), 20-lb. bag ..	1 00
Potatoes (sweet), per hamper, as to size .....	2 50 4 00
Potatoes, bag .....	2 00 2 50
Potatoes (New Brunswick), bag. ....	1 65

Potatoes, new, Virginia, bbl.—	
No. 1 .....	6 00
No. 2 .....	4 00
Romane .....	0 50
Radishes (doz.) .....	0 25
Rhubarb, doz. ....	0 25 0 35
Spinach, box .....	0 50
Turnips (Quebec) .....	3 00
Turnips, new (doz. bunches) ..	0 40
Tomatoes (hothouse), lb. ....	0 25
Tomatoes "bus." ctes, New Jersey ..	2 50
Tomatoes, Montreal (box) .....	2 50
Vegetable Marrow (doz.) .....	1 50
Watercress (Can.) .....	0 40

**Montreal Melons Here; California Lemons, \$8.00**

**Montreal.**  
**FRUITS.**—Lemons are higher and California are quoted this week at \$8 per box. There is a big demand for them and the absorption of all grades is readily effected. In fact there is a large demand for fruits of all kinds and the imported varieties, though high in price, have readily sold. Montreal melons have arrived and are selling at \$12 per dozen. New apples in barrels are expected to arrive here shortly and the Duchess and Yellow Transparents will perhaps sell for about \$5 per barrel. Late crop blueberries are due in the next week or ten days and of these it is expected there will be a good crop with prices more favorable. Cantaloupes are a little lower while both peaches and plums are quoted higher.

**Apples—**

American (bask.) Duchess .....	3 25
Do., Yellow transparent .....	3 25
Apricots (Cal.) box .....	3 00
Bananas (fancy large), bunch ..	5 00 5 50
Blueberries, quart .....	0 30
Canataloupes (45 size), crate ..	6 50
Do., (15 size), crate .....	3 00
Cherries (California), basket ..	1 50
Cocoonuts, sack .....	7 25 8 50
Currants (Red or Black), gallon ..	1 00
Gooseberries, gallon .....	0 75
Grape fruit (fancy Jamaica) ..	3 25 3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112 .....	5 00
Grape fruit (fancy Porto Ricos) 54, 46 .....	4 75
Lemons (fancy new Messina) ..	8 50 9 00
Lemons (choice) .....	7 00
Melons, Montreal, Musk (basket of 12) .....	12 00
Lemons (California seedless) ..	8 00
Oranges, Valencia lates .....	7 50
Oranges, Porto Ricos .....	5 50
Oranges, California navels .....	7 50
Oranges, Jamaica .....	6 50
Oranges (bitter) .....	4 00 5 00
Oranges (Seville, bitter) .....	5 50
Oranges (Sorrentoes), 200 size ..	5 00
Plums (Cal.), box .....	3 00
Pineapples, Cuban (crate) .....	6 00
Pineapples, Florida .....	6 00
Pears, Cal., eating, small box ..	3 00
Peaches, lush, basket .....	4 50
Raspberries (imported), qt. ....	0 25
Watermelons (each) .....	0 75

**ONTARIO MARKETS**

**TORONTO, July 31.**—The action of the U.S. government in conjunction with the Dominion Government in prohibiting the export of dried prunes and peaches came as a bolt from the blue to the trade here. The prune trade is decidedly heavy in this country and the United States has practically supplied this market with its entire needs so that when present stocks are exhausted the future is none too encouraging. Sugar supplies are light though no hard-

ship is yet reported. Ontario country travellers are holidaying this week and next so business is expected to be curtailed to some extent.

**Sugar Situation Shows Little Improvement**

**Toronto.**  
**SUGAR.**—The situation locally shows no improvement during the week. Sup-



plies are inclined to be light, though no hardship as far as the consumer is concerned has been reported yet. Some refiners are getting through some shipments and the hope is expressed that enough will be forthcoming to take care of requirements for the preserving period. Refiners have again been asked to refrain from shipping straight carloads to retail merchants. Prices are firm and unchanged on the following basis:

Atlantic, extra granulated .....	9 27
St. Lawrence, extra granulated .....	9 27
Acadia Sugar Refinery, extra granulated ..	9 27
Can. Sugar Refinery, extra granulated..	8 82
Dom. Sugar Refinery, extra granulated..	8 97
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. cartons, 60c advance; 5-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.	

### Vinegar Higher; Sulphur Also Advances

**Toronto.**  
VINEGAR, SULPHUR.— Revised prices on vinegar have been issued in some quarters and the new quotations now named are: Proof spirit, 47c; XX extra, 27c; blended cider, 30c per gallon; malt, 5 and 10-gallons, 45c gallon; packages, 5-gallon, \$2.00.

Sulphur has advanced in price to \$3.45 per 100 pounds.

### Unchanged Conditions in Molasses and Syrups

**Toronto.**  
MOLASSES, SYRUPS. — There is nothing new to report in conditions surrounding the molasses markets. Some lines are available in ample quantities while supplies depending on ocean transportation are as hard as ever to get. Prices have held firm and unchanged at figures shown below.

Syrups are steady in tone with new developments missing. Prices are unchanged.

<b>Corn Syrups—</b>		
Barrels, per lb. ....	0 07	
Cases, 2-lb. tins, 2 doz. in case .....	4 65	
Cases, 5-lb. tins, 1 doz. in case .....	5 20	
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.		
<b>Cane Syrups—</b>		
Barrels and half barrels, lb... ..	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case .....	5 06	5 25
<b>Molasses—</b>		
Fancy, Barbadoes, barrels .....	1 05	1 10
Choice Barbadoes, barrels .....	0 95	1 00
West India, 1/2 bbls., gal. ....	0 56	
West India, No. 16, kegs. ....	6 50	
West India, No. 5, kegs. ....	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes .....	4 90	
Tins, 3-lb. table grade, case 2 doz., Barbadoes .....	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes .....	5 30	
Tins, 10-lb., 1/2 doz. to case, Barbadoes .....	5 20	
Tins, 2-lb., baking grade, case 2 doz. ....	3 50	

Tins, 3-lb., baking grade, case of 2 doz. ....	4 60
Tins, 5-lb., baking grade, case of 1 doz. ....	3 90
Tins, 10-lb., baking grade, case of 1/2 doz. ....	3 75
West Indies, 1 1/2, 48s .....	5 00
West Indies, 2s, 36s .....	4 00 4 25

### Salmon to Be High; Jam Prices Withdrawn

**Toronto.**  
CANNED GOODS.—The outlook on canned salmon is that prices will be very high and there are indications that the pack of sockeye will run light. An element to be considered this year is the item of labor which shows a preference for packing the 1/2-lb. flats as against 1-lb. talls. How this may affect the differential now existing in these two sizes is not yet known but the tendency would be to widen same.

Some jam manufacturers have withdrawn prices issued recently. Some assign this to a belief that manufacturers haven't any more goods to sell rather than to the probability of higher prices, though the latter is a contingency which cannot be overlooked.

New prices on California fruits issued reveal the following figures: Apricots, 2 1/2s. \$3.75 dozen; pears, 2 1/2s. \$3.95; special extra pears, \$4.65. Canadian spinach, new pack, is selling at \$1.90 for 2s.

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

<b>Salmon—</b>		
Sockeye, 1s. doz. ....	4 00	4 50
Sockeye, 1/2s. doz. ....	2 40	2 50
Alaska reds, 1s. doz. ....	3 75	3 85
Chums, 1-lb. talls .....	2 35	2 60
Do., 1/2s. doz. ....	1 35	1 45
Pinks, 1-lb. talls .....	2 25	2 60
Do., 1/2s. doz. ....	1 35	1 50
Cohoos, 1/2-lb. tins .....	1 35	1 90
Cohoos, 1-lb. tins .....	3 45	3 75
Red springs, 1-lb. talls .....	3 15	3 65
White springs, 1s. dozen .....	2 30	2 35
Lobsters, 1/2-lb., doz. ....	3 25	3 40
<b>Canned Vegetables—</b>		
Beets, 3s .....	1 50	2 30
Tomatoes, 2 1/2s .....	2 50	2 75
Peas, standard .....	1 95	2 25
Peas, early June .....	1 95	2 32 1/2
Beans, golden wax, doz. ....	1 85	2 10
Beans, golden wax, doz. ....	1 85	2 45
Asparagus tips, doz. ....	3 42 1/2	3 45
Asparagus butts .....	2 00	2 02 1/2
Corn, 2s, doz. ....	2 45	2 65
Pumpkins, 2 1/2s .....	1 80	2 00
Spinach, 2s, doz. ....	1 90	
Do., 2 1/2s, doz. ....	2 52 1/2	2 55
Do., 10s, doz. ....	7 55	7 57 1/2
Succotash, No. 1, doz. ....	2 00	2 35
Pineapples, sliced, 2s, doz. ....	3 17 1/2	3 20
Do., shredded, 2s, doz. ....	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz. ....	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz. ....	2 65	2 67 1/2
Do., standard, 10s, doz. ....	4 50	4 52 1/2
Cherries, 2s .....	2 75	2 90
Peaches, 2s .....	2 10	2 40
Pears, 2s .....	1 85	2 00
Plums, Lombard, 2s .....	1 75	
Plums, Green Gage .....	1 80	1 95
Raspberries, 2s, H.S. ....	3 00	3 25
Blueberries, 2s .....	2 25	
<b>Preserved Fruits, Pint Sealers—</b>		
Peaches, pint sealers, doz. ....	3 40	3 45
<b>Jams—</b>		
Black currants, 16 oz., doz. ....	3 00	3 40
Do., 4s, each .....	0 82	0 95
Red currants, 16 oz., doz. ....	3 45	
Raspberries, 16 oz., doz. ....	3 00	3 40
Do., 4s, each .....	0 95	
Strawberries, 16 oz., doz. ....	3 40	
Do., 4s, each .....	0 87	0 98

### Export Prunes, Peaches Prohibited From U.S.

**Toronto.**  
DRIED FRUITS.—Prunes and peaches

both old and new crop have been placed on the conservation list by the United States Government and the export prohibited. This has been done with the approval of the Dominion Government, it is intimated. What action will be taken by the trade here has not been determined upon fully, but it is quite likely concerted action to modify the ruling will develop.

New crop apricots show an advance of 2c per pound by some interests over opening prices. A big crop of currants is reported in Greece but the difficulty in securing transportation remains a big factor to be overcome as far as this market is concerned.

Apples, evaporated, Ontario .....	0 19
Do., da., Nova Scotia .....	0 17
Apricots, unpitted .....	0 16 1/2
Do., fancy, 25s .....	0 30
Do., choice, 25s .....	0 25 0 27
Do., standard, 25s .....	0 24 0 26
<b>Candied Peels, American—</b>	
Lemon .....	
Orange .....	
Citron .....	
<b>Currants—</b>	
Grecian, per lb. ....	0 26 0 28
Australians, lb. ....	0 30 0 35
<b>Dates—</b>	
Excelsior, kgs., 3 doz. in case .....	6 50 6 75
Dromedary dates, 3 doz. in case .....	7 50 7 75
<b>Figs—</b>	
Taps, lb. ....	
Malagas, lb. ....	
Comadre figs, mats, lb. ....	0 13 0 14
Cal., 8 oz. pkgs., 20s, case .....	1 80
Cal., 10 oz., 12s, case .....	1 40
<b>Prunes—</b>	
30-40s, per lb., 25's, faced. ....	0 18
40-50s, per lb., 25's, faced. ....	0 17 0 17 1/2
50-60s, per lb., 25's, faced. ....	0 16 0 16 1/2
60-70s, per lb., 25's, faced. ....	0 14 0 15 1/2
70-80s, per lb., 25's, faced. ....	0 13 0 14
80-90s, per lb., 25's, unfaced. ....	0 12 1/2 0 13 1/2
90-100s, per lb., 25's, faced. ....	0 12
<b>Peaches—</b>	
Standard, 25-lb. box .....	0 15 1/2 0 17
Choice, 25-lb. boxes .....	0 18 1/2 0 19
Fancy, 25-lb. boxes .....	0 22
Practically peeled, 25-lb. boxes .....	0 22
Extra fancy .....	0 23
<b>Raisins—</b>	
California bleached, lb. ....	0 14
Valencia, Cal. ....	0 10 1/2 0 10 1/2
Valencia, Spanish .....	
Seeded, fancy, 1-lb. packets. ....	0 12 1/2 0 13 1/2
Seedless, 12-oz. packets .....	0 11 0 12 1/2
Seedless, 16-oz. packets .....	0 14 1/2 0 15
Seedless, bakers, Thompsons, 50s ..	0 15 0 15 1/2

### Little New or Interesting In Tea Situation

**Toronto.**  
TEAS.—There is little new or particularly interesting in the tea situation during the week. Reports as to the scarcity of fine teas continue prevalent and better conditions are not expected in this respect for some little time yet. The demand for teas generally is somewhat light at the present time and quotations are unchanged.

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

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

### Outlook for Coffee Remains Difficult

**Toronto.**  
**COFFEES.**—The outlook for coffee grows increasingly difficult and the prospect of getting supplies through (even to the amount allotted by the Government) presents uncertainties. Shipping is much harder to figure on and whereas present stocks are fair, the future must depend largely on transportation.

Coffee—		
Bogotaa, lb. ....	0 33	0 36
Guatemala, lb. ....	0 29	0 31
Maracaibo, lb. ....	0 30	0 35
Mexican, lb. ....	0 32	0 36
Jamaica, lb. ....	0 31	0 36
Blue Mountain Jamaica .....	0 31	0 46
Mocha, Arabian, lb. ....	0 24	0 29
Rio, lb. ....	0 24	0 29
Santos, Bourbon, lb. ....	0 30	0 32
Chicory, lb. ....	0 18	0 25
Cocoa—		
Pure, lb. ....	0 25	0 30
Sweet, lb. ....	0 18	0 20

### Nutmegs Becoming Hard To Get; Supplies Fair

**Toronto.**  
**SPICES.**—Indications are that nutmegs are becoming increasingly hard to get, supplies becoming scarce. This will be reflected here in time, though at the present orders are being taken care of satisfactorily. Celery seed at 75c and paprika at 65c have reached new high levels in some quarters.

	Per lb.	
Allspice .....	0 18	0 20
Cassia .....	0 33	0 45
Cinnamon .....	0 45	0 55
Cayenne .....	0 30	0 35
Cloves .....	0 75	0 85
Ginger .....	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram .....	0 40	0 70
Mace .....	0 90	1 10
Pastry .....	0 28	0 40
Picking spice .....	0 22	0 30
Peppers, black .....	0 43	0 46
Peppers, white .....	0 48	0 53
Paprika, lb. ....	0 60	0 65
Nutmegs, select, whole, 100s. ....	0 45	0 48
Do., 80s .....	0 55	0 65
Do., 64s .....	0 60	0 65
Mustard seed, whole .....	0 38	0 45
Celery seed, whole .....	0 55	0 75
Coriander, whole .....	0 25	0 28
Carraway seed, whole .....	0 90	1 00
Cream of Tartar—		
French, pure .....	0 95	1 05
American high test .....	1 50	1 50
2-oz. packages, doz. ....	3 25	3 25
4-oz. packages, doz. ....	5 45	5 45
8-oz. packages, doz. ....	5 75	6 00
8 oz. tins, doz. ....	5 75	6 00
Tartaric, barrels, lb. ....	0 21	0 21
Do., kegs, lb. ....	0 23	0 23
Do., pails, lb. ....	0 25	0 25
Do., 4 oz., doz. ....	0 90	0 90
Do., 8 oz., doz. ....	1 75	1 75
Do., 16 oz., doz. ....	3 25	3 25

### No New Developments As Regards Nuts

**Toronto.**  
**NUTS.**—There have been no exciting developments as regards nuts. Supplies are ample for present needs, but to how great an extent these will provide against demands of the future cannot be gauged. That jobbers will be paying \$1.00 per pound for walnuts is being freely hinted at. Shipments from France are not coming forward, and it seems questionable if the embargo against their export will be lifted. New crops of almonds are higher for future delivery, reports estimating crop at about 60 per cent. of last year's total.

In the Shell—		
Almonds, Tarragonas, lb. ....	0 24	0 27
Walnuts, Bordeaux .....	0 25	0 27
Walnuts, Grenobles, lb. ....	0 19	0 22
Walnuts, Manchurian, lb. ....	0 19	0 22
Filberts, lb. ....	0 19	0 22
Pecans, lb. ....	0 25	0 27
Peanuts, Jumbo, roasted .....	0 25	0 27
Do., Fancy, roasted .....	0 24	0 25
Brazil nuts, lb. ....	0 15	0 17
Coconuts, 100s .....	7 50	7 50
Shelled—		
Almonds, lb. ....	0 50	0 55
Filberts, lb. ....	0 40	0 45
Walnuts, lb. ....	0 75	0 82
Peanuts, Spanish, lb. ....	0 19	0 23
Do., Chinese, 30-32 to oz. ....	0 15	0 18
Brazil nuts, lb. ....	0 68	0 75

### Beans Remain Steady At Lower Levels

**Toronto.**  
**BEANS.**—A steady tone is noticeable in the bean market at lower range of prices recently established. The demand continues light and stocks are heavy.

Ontario, 1-lb. to 2-lb. pickers, bu. ....	6 50	6 75
Do., hand-picked .....	8 00	8 00
Can. White Kidney Beans, bush. ....	9 00	9 00
Rangoons, per bush. ....	6 50	6 50
Japanese Kotosashi, per bush. ....	8 00	8 00
Limas, per pound .....	0 19	0 20

### Rice Increasingly Hard To Get; Prices Firm

**Toronto.**  
**RICES.**—Shipments from Japan are increasingly hard to get, and whereas supplies received have maintained, stocks at a very good point, there is greater difficulty securing ocean tonnage which it is thought will be reflected in stocks locally before long. Prices have held firm and unchanged.

Texas, fancy, per 100 lbs. ....	11 50	12 00
Blue Rose Texas, per 100 lbs. ....	11 75	12 50
Aras, fancy, per 100 lbs. ....	13 00	13 00
Siam, fancy, per 100 lbs. ....	9 75	9 75
Siam, second, per 100 lbs. ....	9 50	9 50
Japans, fancy, per 100 lbs. ....	10 75	11 75
Japans, second, per 100 lbs. ....	9 50	9 75
Chinese XX, per 100 lbs. ....	9 00	10 00
Do., Simiu .....	11 50	11 50
Do., Mujin, No. 1 .....	10 75	10 75
Do., Pakling .....	10 25	10 25
Tapioca, per lb. ....	0 14	0 14½
White Sago .....	0 15½	0 16

### Conditions Surrounding Package Goods Same

**Toronto.**  
**PACKAGE GOODS.**—Conditions surrounding the markets are unchanged. The demand continues along satisfactory lines and rolled oats are moving forward freely. Prices remain unchanged as follows:

Cornflakes, per case .....	4 00	4 25
Rollad oats, round, family size, 20s .....	5 60	5 75
Rollad oats, round, regular 18s, case .....	2 05	2 30
Rollad oats, square, 20s .....	5 60	5 85
Shredded wheat, case .....	4 25	4 25
Cornstarch, No. 1, pound cartons No. 2, pound cartons .....	0 11½	0 11½
Starch, in 1-lb. cartons .....	0 11½	0 11½
Laundry starch, in 1-lb. cartons. ....	0 10	0 10
Do., in 6-lb. tins .....	0 13	0 13
Do., in 6-lb. boxes .....	0 13	0 13
Do., in 100-lb. kegs .....	0 11	0 11

### Honey Outlook Fair; Maple Syrup Steady

**Toronto.**  
**HONEY, MAPLE SYRUP.**—Although just a little early to determine accurately the production of honey, the feeling

exists that this will be fair. Another week should see something more definite on outlook. Maple syrup remains steady with fair sales reported and prices maintained.

Honey—		
Clover, 5 and 10-lb. tins .....	.....	.....
Do., 54s, case .....	.....	.....
60-lb tins .....	.....	.....
Buckwheat, 60-lb. tins .....	.....	.....
Comb, No. 1, fancy, doz. ....	.....	.....
Do., No. 2, doz. ....	.....	.....
Jars, 7-oz., doz. ....	.....	.....
Do., 10-oz., doz. ....	.....	.....
Do., 12-oz., doz. ....	.....	.....
Do., 16-oz., doz. ....	.....	.....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case. ....	15 10	15 10
No. 2, 5-lb. tins, 12 to case. ....	17 10	17 10
No. 3, 2½-lb. tins, 24 to case. ....	18 50	18 50
No. 3, 32-oz. bottles, 24 to case. ....	16 70	16 70
Gallon tins, Imperial, per gal. ....	2 25	2 25
5-gallon tins, Imperial, per tin .....	10 50	10 50
Barrels, 25 or 40 Imp. gals., gal .....	2 00	2 00

### Pears, Plums Offering, Prices High; Other Lines

**Toronto.**  
**FRUITS.**—California pears are now available in fairly liberal quantities, though prices are high and likely to remain so till this line is done. Washington have been offered at prices higher than last year and the possibility of even higher prices exists. The bulk of the supply of plums is now coming from California. These are very good quality and in big demand by United States canners. This will tend to maintain a high level of prices. A little easier tone is noticeable in bananas, prices having declined 1c per pound in some quarters. Light stocks of oranges now prevail and it is thought a gradually higher market can be expected.

Apples, transparent, per hamper .....	3 25	3 50
Do., Fancy Williams, box .....	3 75	3 75
Bananas, per lb. ....	0 06	0 07
Blueberries, per 11-qt. basket .....	1 50	2 00
Currants, black, 11-qt. basket. ....	2 50	3 00
Do., red, basket .....	1 00	1 50
Cherries, 11-qt. basket .....	1 00	1 75
Do., 6-qt. basket .....	0 75	1 00
Do., B.C., Windsor, 35-lb. boxes .....	5 00	5 50
Gooseberries, 11-qt. basket .....	1 50	1 75
Do., 6-qt. basket .....	0 60	0 75
Grapefruit—		
California, case .....	5 50	6 00
Oranges—		
Valencias—		
80s .....	5 00	5 00
96s .....	5 50	7 50
100s .....	7 50	7 50
126s .....	7 00	8 00
150s, 176s .....	8 00	8 50
200s, 250s, 288s .....	8 50	8 50
Lemons, Cal., case .....	9 00	11 00
Do., Verdilla .....	8 00	10 50
Peaches, Georgia, 6 bask. crate. ....	5 00	5 50
Do., Bert Johnson, Arkansas, bush. ....	7 00	7 00
Pears, Cal., Bartlett .....	4 25	4 75
Plums, Early, bask. ....	0 50	0 65
Raspberries, per box .....	0 25	0 30
California Fruit—		
Peaches, per box .....	1 75	2 00
Plums, according to quality and size, per box .....	2 50	3 75

### Many Declines Registered; Tomatoes, Cucumbers Low

**Toronto.**  
**VEGETABLES.**—Many declines have marked the market during the week, beans, beets, cabbage and vegetable marrow being affected, while lower prices have also been named on tomatoes and cucumbers. Imported potatoes



are about done, dealers cleaning up on No. 2, prices being decidedly in the buyers' favor. Arkansas and Arizona are principally the source of supply for canteloupes, with prices holding firm. Onions are coming along quite freely, Ohio offering with prices high.

Beans, wax, basket	0 30	0 40
Beets, Canadian, doz.	0 15	0 25
Cabbage, Canadian, 30-36s, crates	2 25	2 50
Cantaloupes, Arkansas, standards,		
45s		6 50
Do., flats, 15s, case	2 75	3 25
Celery, doz.	0 45	0 50
Cucumbers, Canadian, basket	0 75	1 00
Egg Plant, basket		1 50
Lettuce, in boxes	1 00	1 25
Onions—		
California, 100-lb. bag	4 50	5 50
Peas, Canadian, 11-qt. basket	0 30	0 90
Peppers, green, basket		1 00
Potatoes—		
Virginia, No. 1	6 50	7 50
Do., Canadian, bag	2 50	3 00
Tomatoes—		
Leamington, No. 1, basket	0 75	0 90
Do., No. 2, basket	0 50	0 60
Turnips, baskets	0 40	0 50
Vegetable Marrow, bask., 10-12	0 35	0 50

### Consideration of New Wheat Crop Under Way

**Toronto.** FLOUR.—Considerable attention is being given the coming wheat crop, and as the announcement of the Imperial conference of food dictators comes to hand regarding building up a surplus of food supplies, indications are that substitutes for the civilian population on this side of the water will likely be continued for some time to come. There is no change in the situation otherwise locally.

## MANITOBA MARKETS

**WINNIPEG, July 31.**—The most important event of the past week was a strike of post office employees. It started with the mail carriers and spread to the clerks. The seriousness of the situation commenced to be felt on Monday, July 22. Serious loss was suffered by mail order houses especially. They received no mail during the whole of last week, completely tying up their business. The situation was not much better where travellers were employed, as houses were either called upon to pay heavy tolls for telegraph messages, or had to resort to the services of express companies.

Excitement was caused by the receipt of advices last week that the American government had placed an embargo on dried peaches and prunes. At the time of writing it was not certain whether orders which had been booked would be filled. There was a feeling in some quarters that the government would allow 1917 crop to come through, whereas others were of the opinion that the government would allow new crop to come through later on, and would seize all 1917 crop.

### Higher Prices On Rice Looked For

**Winnipeg.** RICE.—Jobbers express the opinion that prices are going to be even higher,

### Mill Feeds Remain Unchanged, Scarce

**Toronto.** MILL FEEDS.—The situation is unchanged, supplies becoming rapidly depleted and little prospect of betterment before the new harvest is available.

### Oats Continue In Good Demand; Other Lines, Too

**Toronto.** CEREALS.—Rolled oats continue in good demand and a firmer tendency is noticeable in some quarters, quotations ranging as high as \$5.75 per 90 pound sack. A wide range in rice flour is noticeable from \$9.50 to \$11.50 per 100 pounds being charged. This embraces a matter of two or three grades.

	Single Bag	Lots
	F.o.b.	Toronto
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	7 00
Do., fancy yellow, 98s		5 00
Corn flour, white, 98s	5 80	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 25	5 75
Oatmeal, 98s	5 75	7 00
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

as rice is costing them much higher prices than those they are quoting to the retail trade. As yet there is no decline in price of tapioca, although some time ago the market was slightly easier.

### Sugar Supplies Ample For Requirements

**Winnipeg.** SUGAR.—While press despatches from the East indicate that rations are to be cut down in the United States, the West seems to be pretty well off for sugar, and jobbers state they are able to fill orders in full. They are not experiencing any shortage, although one of the refineries has withdrawn from the market.

### Some Lines Syrup Very Hard To Get

**Winnipeg.** SYRUPS.—Jobbers state that Rogers syrup is hard to get. There is no change in the corn situation. The sale just now is very small on account of the demand being off at this period of the year.

### Beans Holding In Unchanged Position

**Winnipeg.** BEANS.—There does not seem any inclination on the part of the jobbers to drop their prices on white beans. This

no doubt is because there is no demand just now, and because there is a possibility of the market picking up again later on. The jobbers also point out that no new beans will reach this market until November, and they are not sure that they will arrive then at a much lower figure.

### Vegetables and Fruit Sell Well; New Pack High

**Winnipeg.** CANNED GOODS.—All lines of vegetables and fruits are reported to be selling well, bringing good prices. Crop reports for new pack are good, but the trade point out that they were good at this time last year, and that vegetables are more uncertain than grain, being of a more perishable nature. The trade are somewhat concerned on account of the high opening prices for strawberries on which there is only a 25 per cent. delivery. Prices here are \$1 per dozen higher than last year. The trade think they are almost too high to sell. However, it is expected that practically all lines of fruit will be higher this year.

### Dried Peaches, Prunes Embargoed; Currants

**Winnipeg.** DRIED FRUITS.—Consternation was caused in the trade last week on receipt of advices from California to the effect that the government had forbidden the export of any peaches or prunes from the United States. There was some speculation as to whether this applied to the orders which had already been booked, but nobody seemed to be able to answer this question definitely. Some members of the trade seemed to think that the government would be quite willing to allow shipment of 1917 crop, while others were of the opinion that the government would hold these prunes for their troops, but would later on permit shipment of a new crop. This news had the effect of compelling some jobbers to limit their orders on these two lines. In fact it amounted almost to their not booking orders at all.

APPLES.—There is no indication of jobbers putting down their prices. One house is quoting 17½c-18¼c, and claim that this is a very low price, and that after they bought the market went up.

CURRENTS.—There will be plenty of currants on the market this year selling at 25c bulk and about 16½c-17c for 8 oz. pkgs. This is cheaper than Australians were quoted at, but this is about the same price as is being asked for Amalias.

### Coffee Firm; Very Hard To Get

**Winnipeg.** COFFEE.—The expression "very firm and hard to get" seems to sum up the coffee situation. Much difficulty seems to be experienced securing ocean space and permits from the American govern- (Continued on page 47.)



# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., July 30.—Sugar has made small advance of five cents a hundred. Creamery butter has advanced two cents a pound, dairy butter is rather scarce and thirty-eight to forty cents for number one. Klim is up two dollars a case. Blueberries two's advanced to three seventy a case. Compound lard down cent per pound. Jobbers generally limited sales of evaporated peaches and prunes on receipt of news of embargo, but prices remain the same. Fresh Ontario blueberries, British Columbia blueberries, huckleberries, and peaches are now arriving. The post office strike is causing great inconvenience.

### CALGARY:

Beans, small, lb.	0 10	0 11
Flour, 98s, per bbl.	10 35	10 35
Molasses, extra fancy, gal.	1 15	1 15
Rolls oats, 80s	4 80	4 80
Rice, Siam, cwt.	8 50	9 50
Rice, Japan	10 50	12 50
Rice, China, per mat, No. 1.	5 10	5 10
Do., No. 2	4 70	4 70
Tapioca, lb.	0 15	0 15
Sago, lb.	0 15	0 15
Sugar, pure cane, granulated, cwt.	10 60	10 60
Cheese, No. 1, Ontario, large.	0 25 1/2	0 25 1/2
Butter, creamery, lb.	0 45 1/2	0 47
Do., dairy, lb.	0 35	0 38
Lard, pure, 3s, per case	19 50	19 50
Eggs, new-laid, case	12 00	12 50
Candied peel, lemon, lb.	0 36	0 36
Tomatoes, 2 1/2s, standard case.	5 25	5 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	4 00	4 00
Apples, gals., Ontario, case.	2 80	3 00
Strawberries, 2s, Ontario, case.	7 50	8 10
Raspberries, 2s, Ontario, case.	0 21	0 21
Apples, evaporated, 50s, lb.	0 21	0 21
Apricots, evaporated, lb.	0 15	0 17
Peaches, evaporated, lb.	4 75	4 75
Peaches, 2s, Ontario, case	9 00	10 25
Salmon, pink, tall, case	16 25	18 25
Salmon, Sockeye, tall, case	40 00	40 00
Do., halves	7 50	8 00
Potatoes, per ton	12 00	12 00
Oranges, Valencias, case	7 50	8 00
Lemons, case	12 00	12 00

## Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, July 30.—Business on this market is badly congested as the result of postal employees' strike. Crop conditions have been improved by good rains, but some frosts did damage in the north. Molasses is quoted at 75c. Klim powdered milk has advanced to \$1.50 and case sugar shows a slight increase of 5c and is now quoted at \$10.70. Some lines of confectionery are higher by 2c

a pound. Honey is expected to be scarce, and not more than fifty per cent delivery. Cheese has advanced to 26 and 27c. Rolled oats show an advance and are now quoted at \$4.87 for bails. New salmon prices will be about \$1 per case higher. Pork and beans are off market. Expect paper higher owing to increase in freight rates.

### REGINA—

Beans, small white Japans, bu.	7 75	7 75
Beans, Lima, per lb.	5 20	5 20
Flour, standard, 98s	0 75	0 75
Molasses, New Orleans, gal.	4 85	4 85
Rolls oats, bails	9 25	9 25
Rice, Siam, cwt.	0 15 1/2	0 15 1/2
Sago and tapioca, lb.	10 25	10 25
Sugar, pure cane, gran., cwt.	0 26	0 27
Cheese, No. 1 Ontario, large.	0 50	0 50
Butter, creamery	19 10	19 10
Lard, pure, 3s, per case	0 47 1/2	0 47 1/2
Bacon, lb.	0 30	0 32
Eggs, new-laid	5 75	5 75
Pineapples, case	5 35	5 35
Tomatoes, 3s, standard case.	5 05	5 05
Corn, 2s, standard case	4 20	4 25
Peas, 2s, standard case	2 60	3 50
Apples, gal., Ontario	0 19 1/2	0 19 1/2
Apples, evaporated, per lb.	6 30	6 30
Strawberries, 2s, Ont., case.	6 85	6 85
Raspberries, 2s, Ont., case	4 65	4 65
Peaches, 2s, Ontario, case	3 40	3 40
Plums, 2s, case	15 50	15 50
Salmon, finest sockeye, tall, case	9 00	9 00
Salmon, pink, tall, case	40 75	41 00
Pork, American clear, per bbl.	41 00	41 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, N. B., July 30.—Some of the wheat substitutes offering are new to the markets here and are not in great demand. Prices being quoted on substitutes are as follows: White corn flour, 98-lb. bag \$4; rye flour, 98-lb. bag \$9; rye meal, 98-lb. bag \$8; rice flour, pound 11c; potato flour, pound, 18c; Standard oatmeal, barrel, \$12.75; Rolled oats are stiffer at \$12. Yellow-eyed beans easier, \$9.75 to \$10. Cheese is slightly lower at 24 1/2 to 25c. Eggs higher, selling at 49c to 50c. Butter easier, dairy 36c to 38c, tub 35c to 37c. Potatoes are getting scarcer now and are selling at \$4.50 to \$5.

### ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 05	12 05
Cornmeal, gran., bags	3 65	3 75
Cornmeal, ordinary, bags	4 00	4 00
Corn flour, 98 lbs.	8 00	8 00
Rye meal, 98 lb. bag	9 00	9 00
Rye flour, 98 lbs.	0 11	0 11
Rice flour, per pound	0 18	0 18
Potato flour, per pound	12 75	12 75
Oatmeal standard, per bbl.	0 90	0 92
Molasses, extra fancy, gal.	12 00	12 00
Rolls oats, bbl.	9 75	10 00
Beans, yellow-eyed	9 50	9 50
Beans, Canadian, white	10 25	10 35
Rice, Siam, cwt.	0 18	0 19
Sago and tapioca, lb.	9 35	9 40
Sugar—	8 85	8 90
Standard, granulated	0 24 1/2	0 25
No. 1, yellow		
Cheese, N.B., twins		

Eggs, case	0 49	0 50
Breakfast bacon	0 37	0 38
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 36	0 38
Butter, tub	0 35	0 37
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32 1/2
Lard, compound	0 27	0 27 1/2
American clear pork	61 00	64 00
Beef, corned, 1s	4 25	4 25
Tomatoes, 3s, standard, case	5 40	5 40
Raspberries, 2s, Ont, case	6 20	6 20
Peaches, 2s, standard case	4 40	4 40
Corn, 2s, standard case	5 00	5 00
Peas, standard, case	4 00	4 00
Apples, gal., N.B., doz.	4 00	4 00
Strawberries, 2s, Ont., case.	6 20	6 20
Salmon, Red, spring, cases	15 00	15 00
Pinks	11 00	11 00
Cohoos	14 00	14 00
Chums	8 10	8 10
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	0 19	0 19
Potatoes—		
Native, barrel	4 50	5 00
Onions, Kentucky, 100-lb. bags.	7 00	7 25
Lemons, Cal., Messina, case.	10 00	10 00
Oranges, Cal., case	7 50	7 50
Grapefruit, case	0 07 1/2	0 08
Bananas, per lb.	3 00	4 00
Plums, Cal., crate	2 25	2 50
Peaches, Cal., crate		

## LAKE SUPERIOR CITIES ON FISH ROUTE

Last night two carloads of fresh fish arrived in the city from Lake Nepigon, containing 40,000 pounds. Two other shipments will be received from Lake Nepigon this week, as is the custom. However, the rapidity with which the Government scheme is growing is shown by the fact that Toronto's consumption of Ontario Government fish is now the equivalent of yesterday's shipment from Lake Nepigon, or 40,000 pounds a week.

As a result of a trip of inspection through the Sault Ste. Marie district last week by Mr. S. L. Squire of the sales branch, an increased quantity of fish will in future be forthcoming from that district. Lake Nipissing fishermen are making daily shipments to Toronto now; Owen Sound fishermen three shipments, and Lake Erie fishermen five shipments a week. The quantity of fish being secured by the Government from Lake Ontario fishermen is enough to meet the demands of eastern Ontario,

## CANADA MUST FINANCE HER WHEAT CROP

Continued from page 25.

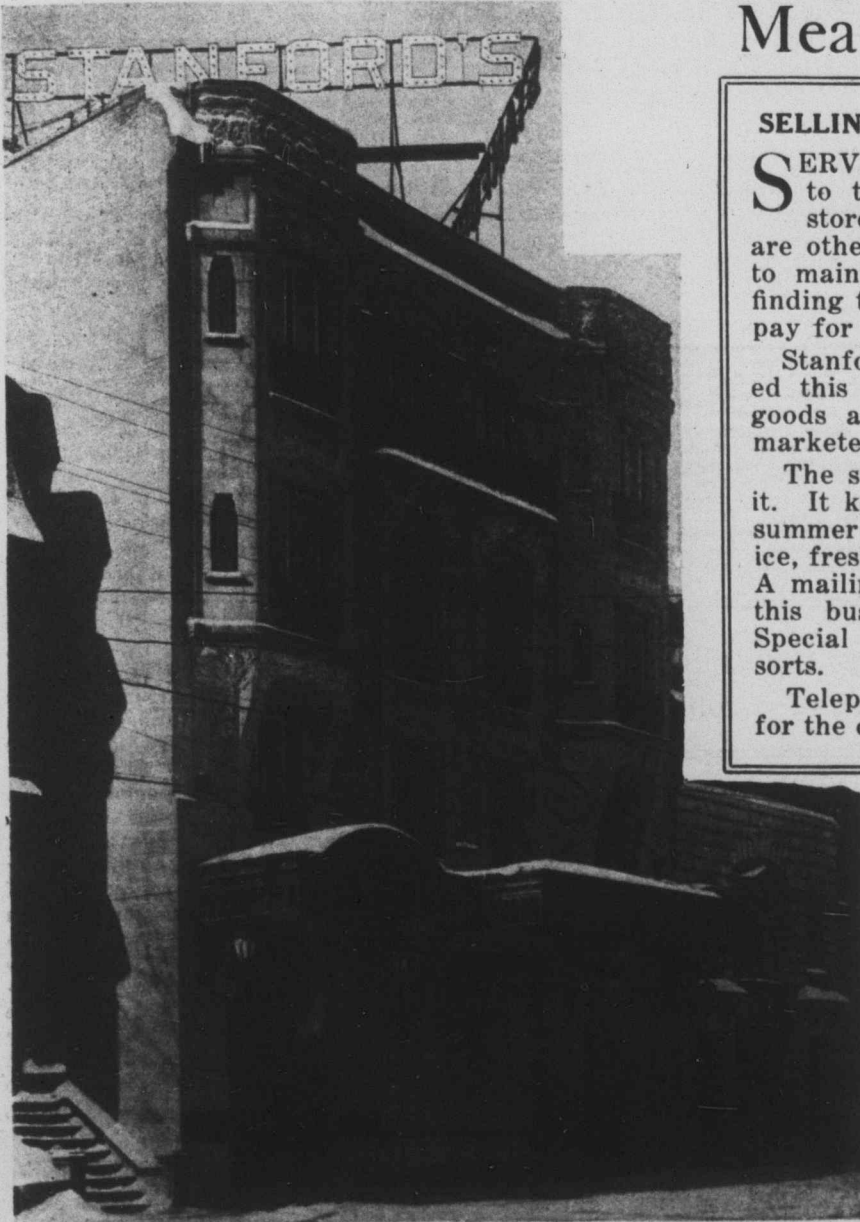
sent standard of price until the mills begin operations on the new crop. Then however some action will be necessary.

It would seem from the latest pronouncement, that baking powders must live up to a definite standard, and therefore need not state their composition, all compound baking powders require a definite statement of contents and failing this the inference is obvious that they would be classed as adulterated baking powder.



# PRODUCE AND PROVISIONS

## Handling a Summer Meat and Fish Trade



Stanfords, Montreal, the fine exterior of the store referred to in this article.

**T**HERE is not a camper who fails to appreciate a meal of fresh fish when the time comes around. There may be many campers who do not have access to a fishing ground, and these have a longing for the appetising menu of a fish dinner when holidaying at remote points.

"How do you cater to the wishes of your customers when they have left town,—are you able to retain their trade for the lines that you handle when they

leave for their holidays?" So asked CANADIAN GROCER of J. S. Stanford, of "Stanford's Service Store," 128 Mansfield street, Montreal.

### Deliver in Crushed Ice

"Yes, we have been able to look after our trade and to follow them with our "service" many miles away. This is done by first taking care to secure their new address and to explain that we shall be glad to continue serving them with the

### SELLING SERVICE WITH THE GOODS.

**S**ERVICE is one of the things that adds to the cost of goods. While many stores have cut down on this item, there are others that have found it good policy to maintain a service of high efficiency, finding that their customers are willing to pay for it.

Stanford's Market, Montreal, has adopted this policy. It sells service with the goods and finds it a commodity readily marketed.

The store holds trade by keeping after it. It keeps track of its customers in the summer time, sending them fish packed in ice, fresh meats, and fruits and vegetables. A mailing card with list of goods assures this business against needless mistakes. Special automobile service to nearby resorts.

Telephones on the counter a convenience for the customer and a benefit to the store.

fresh and appetising lines that we carry.

"We make use of small baskets for fresh fish. These are first lined with waxed paper and this provision prevents the usual muss of water from the melted ice as the fish are in transit. Then we take the crushed ice that has been prepared and ready beforehand, and place it in the basket, laying the fish on this and covering it over again with crushed ice. With the waxed paper over this again it is made quite safe from the air and the ice lasts longer. All orders are delivered by fast express.

"We get our fish from the producing centres such as Lakeport, Boston, Baltimore and other places, and these come to us by express. In this way there is the minimum of delay, and we are always able to supply fish that is fresh, palatable and wholesome. We consider it absolutely necessary to give our customers fish untainted and good—to do otherwise would be almost unpardonable. And immediately our fish are received they are put into a special refrigerator compartment where all the freshness is retained until wanted."

### How the Orders are Obtained

To facilitate the work of getting these orders the company uses a special form that makes matters very clear and easy for the customer and prevents unnecessary misunderstanding and mistakes.

"This little scheme has worked splen-

didly," stated Mr. Stanford. "The order blank as you may see provides for the listing of nearly any line of fresh fish, meat, butter and so on, that we have for sale. Plenty of room is left and one of the good features that we have provided in this blank is that of the clause at the bottom. Thus, if a customer wants a pound of meat, or in the case of chops, the explanation there makes it clear just how these are to be listed."

**Everything Must be Fresh**

The most striking feature of the Stanford stock is that of its freshness. The accompanying photographs will convey an idea of the arrangement.

Immediately back of the display cases for the accommodation of fresh meat the large meat refrigerator is located, where meat only is kept before being cut.

"I used to be rather restless in the days when my time was spent in the employ of my uncle years ago," continued Mr. Stanford. "At that time we used to cut meat only as it was asked for and much delay was necessary when the customer called. I then made up my mind that this would never be my policy when I had a store of my own, and so we always have our meat cut and ready. This saves the time of our men, and in the odd hours when they are not serving customers this work is done.

"We have found it wise to do the filleting of fish before the customer comes in for it. This saves time again. From 45 to 50 per cent. must be added to the cost, to cover waste and weight taken away in thus dressing, but we have found this to be a very good plan, and the time of the men, of whom we engage a large number, is thus turned to profit," said Mr. Stanford.

**1,500 More Telephone Orders**

"We had 1,500 more telephone orders this year during the Lenten season than we had last year," said Mr. Stanford. "And while we do not know just what



**Mail Order Department**

**STANFORD'S SERVICE STORE**

Montreal 191

Please send on your next delivery to M  
The items so marked on this Order Form

We make express shipments to refrigerator houses

**NOTICE:** Please mark the weight or quantity opposite the item you require. For lack of space we have only enumerated the principal items in each department, what you desire see list, please center on dated list at the bottom. We carry full line of imported and domestic Cheese also Creamery Butter, Sweet Butter and New Laid Eggs.

<b>ROAST</b> Sirloin Beef Rib Beef Tenderloin Beef Pot Roast Leg Veal Loin Veal Leg Lamb Loin Lamb Leg Pork Loin Pork	<b>SMOKED MEATS</b> Ham Bacon Bld Wind Smoked Tongue Foot Lard	<b>FRUITS</b> Apples Bananas Berries Cantaloupes Cherries Corryants Grapes Grape Fruit Lemons Limes Oranges Peaches Pears
<b>STEAKS</b> Sirloin Tenderloin Porter House Round	<b>POULTRY</b> Broiler Ro. Chicken Fowl Duckling Goose Turkey	<b>VEGETABLES</b> Cauliflowers Celery Cucumbers Lentils Mushrooms Onions Oyster Plants Parsnips Peas Peppers Potatoes Pumpkin Radishes Rhubarb Lettuce Wheat Cress Spinach Squash Sweet Potatoes Tomatoes Turnips Vegetable Marrow Asparagus Beans Soybeans Cabbage Cauliflower
<b>CHOPS</b> Lamb Veal Pork	<b>SALTED MEATS</b> Corn Beef Tongue Salt Pork	<b>SMOKED FISH</b> Bloaters F. Haddies Smk. Fillets Kippers Chicoes Smk. Salmon
<b>KIDNEYS</b> Beef Lamb Veal	<b>LIVERS</b> Beef Lamb Veal	<b>FISH</b> Bass Bluefish Butterfish Cod Dum. Flounders Frog's Legs Haddock Halibut Herring Mackerel Salmon Shad Trout Whitefish Lobsters Crabs Scallops
<b>STEWING MEATS</b> Beef Lamb Veal	<b>SOUP MEATS</b> Breakit. Shank Beef Veal Ox Tail	

Please mark Pounds thus **lb** and Pieces thus **Ⓟ** to avoid mistakes.

Order card in the form of a mailing envelope used by Stanfords, to keep hold of the summer trade.

the increase was for our "over-the-counter" trade, it was considerable, and perhaps showed as much percentage of increase as the telephone order business."

**Other Ways of Reaching Trade**

"We have in addition to our general service," continued Mr. Stanford, "a

special delivery by automobile direct to some of our customers who have not gone too far out. In this way we reach them about three or four times a week. Of late it has been somewhat difficult to maintain a competent man on the route, because there is little advantage in sending a man out who has any but a practical knowledge of "cuts" as well as of the whole stock that we carry. He must really be a first-class salesman. We have been able to reach our summer campers out as far as 28 miles. Orders are secured on the out-trip and these are filled the next day and delivered the following, care being taken to fill them well, and thus avoid errors," said Mr. Stanford.

On the display cases of the Stanford Market there are conveniently-placed telephones, when customers can readily call their home regarding items they may have forgotten. The convenience of the arrangement must be of interest and value to the patrons of the Stanford Market.

**A Word as to Prices**

"Is there any difficulty in securing a price for fish these days, Mr. Stanford," was asked.

"No," he replied, "give the people good stuff and you can get your own price. My trade has learned to know that service cannot be given without a certain amount being added for it, but they know that to get the class of goods we handle in a fresh and wholesome state is worth paying for. We have always been careful to sell only such fish and meats, provisions and other goods as would leave nothing to be desired. Of course, with the class of trade that we have the "cash and carry" principle has not been considered. Our trade have little objection to paying for delivery. They want the best."

**How Freshness Is Maintained**

"We maintain these two large refrigeration units, so that we shall never



A close-up view of the counter refrigerators, showing how well they display the goods at all times—the glass-fronted main refrigerators are also seen in the rear.





A view in the fruit and vegetable section of the store. This department is a specialty with the Stanfords.

be caught with a breakdown that might tie up the plant. These are of very heavy made and we figured that, while the first cost was large, it was better to instal the best."

The basement has individual rooms, all of which are refrigerated so that varying temperatures may be maintained to meet the needs of various kinds of fish, meat, vegetables, fruit and dairy produce.

In the store, refrigeration has been arranged so that the surplus butter,

cheese, eggs, poultry, etc., may be kept in prime condition and all separated. A glance at the photographs will reveal the fine arrangement and the small counter at the back of store, in the centre is for butter, cheese and eggs. The case nearest this to the right is for fish and poultry and near the front a fine arrangement of vegetables has been provided.

Thus, appetisingly arranged, and by keeping "everlastingly at it," the Stanford Service Store has been able to maintain and increase its scope.

that will be profitable and very interesting.

#### Is the Grocer Getting His?

It is an unquestionable fact that the grocers in many parts of the country are getting a nice share of the fish business that is being done these days. And whether grocers are to secure the profit that can be made depends largely upon the effort and thought brought to bear by those who would try it out.

There are probably many grocers who could sell fish to better purpose if the matter were given some study. The fact that fish is perishable and must be quickly handled should not deter those who are willing to try the matter out. Probably one of the employees already engaged will be able to take charge of the fish venture. He will need to have a certain amount of space allotted him somewhere in the store. It may be that there is a small store adjoining that can be secured at a small rental. This might be turned into a real live fish, poultry and vegetable department. The cost of fixtures would be less than the usual outlay necessary when opening the grocery department. The fixtures needed here, as a matter of fact, would probably consist of a reasonably-priced refrigerator and an ice-box. Rough shelving for the display of vegetables, fruits and poultry would not cost a great deal.

#### What Assistance Offered?

In attempting to open a department such as this the grocer will perhaps want to know what encouragement there is. In the first place the scheme of the Food Controller has served to awaken a wider interest in the purchase and use of fish. This is being continued and it is very probable that so long as there are results this work will not cease. Just at this time the handler of fish is not only able to make a profit for himself but he is in a position to thus aid in conserving such meats and other foods as the soldier overseas needs.

## How Much Fish Do You Sell?

Demand For Fish Rapidly Increasing—Popularizing Wider Range of Varieties Makes Business More Profitable and Reduces Cost

**I**N the opinion of one of the largest handler of certain lines of fish and from expressions made through others CANADIAN GROCER learned a few facts this week regarding the position of the fisherman and the "catches" he is making these days. This is interesting in looking at the matter from a comparative standpoint with what has obtained in other years.

"The fishermen at the coastal points where fish are being caught are doing better than they were a few years ago," this informant said. "For instance, they used to secure a fair catch of halibut, say. In the nets a considerable number of other fish would be caught and these would rarely have any market. The only thing to do was to return them to the water. If the catch of the desirable and marketable fish was limited, why the poor fisherman had a slim outlook for making much money."

The position now is different. This is brought about through greater publicity by the Canada Food Board and a generally better request for fish from the

consumer. It used to be that people were mostly interested in one or two lines of fish that they demanded and failed to appreciate the value of many other lines that were equally as good and in some instances better. With such a difficult trade to satisfy there was naturally a big loss often to the man who caught the fish. But it did not end here. The failure of the public to take other kinds of fish threw the demand on a very few varieties. The prices soared. In some cases they brought the fish to such a price that many preferred to buy meat or some other lines.

In view of the fact that educative methods recently adopted served to make for a greater use of fish, prices have been kept down to a reasonable schedule. The greater the use of fish the lower will be the price, for there are many kinds of good fish to be had from time to time and it is a matter of education and of co-operation simply in putting the fish business on a sound basis, and maintaining a trade for fish

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**A**FTER a period of activity in which prices reached a high level, the market on live hogs seems to have slowed down somewhat, though at some points further advances have been reported. With a light run and a good demand for all offerings, it is a question if easier tendencies noticeable will develop into any appreciable decline.

Dressed meats are in good demand, the summer trade being maintained at very satisfactory levels. Price revisions were few and with those showing an upward trend.

The tone of the butter market is just a little easier, though this is not reflected to any extent in the matter of quotations. The extreme hot weather seems to put a damper on storing operations, and in this way a larger amount is released for immediate consumption. Production of creamery is good, but dairy butter is scarce, with little offering.

A smaller consumption of eggs has served to ease the egg situation somewhat. Supplies are now ample for the demand, and that a recession from present high prices may be made seems possible.

Broilers have again declined, and ducklings are on a lower buying scale. Offerings of broilers have been fair, though the demand absorbs the supply quickly. Other items on the list are not coming through in very liberal numbers.

## Live Hogs Higher; Cured Meats Active

Montreal.

**PROVISIONS.**—A somewhat decided advance has been made in the price of live hogs this week again. The receipts were very fair but the demand has been fairly good too, so that supplies were taken up quite promptly. The prices paid here were from \$20 to \$20.50 for live hogs and quality is not complained of, receipts showing a good average product. In sympathy with this position the dressed hogs are high and as high as \$29.50 is asked for choice. The steady demand from all points for cured meats and cooked has been ever on the increase and last week was one of the heaviest on record. The holiday season is responsible for this very largely.

<b>Hogs, dressed—</b>		
Abattoir, killed, small .....	28 50	29 50
Do., heavy, 225-275 lbs. ....	26 00	26 50
Hogs, live .....	20 00	20 50
<b>Hams—</b>		
Medium, smoked, per lb. ....	0 37	0 38
Large, per lb. ....	0 35	0 36
<b>Sacks—</b>		
Plain .....	0 42½	0 43½
Boneless, per lb. ....	0 45½	0 46½
<b>Bacon—</b>		
Breakfast, per lb. ....	0 43½	0 44
Roll, per lb. ....	0 38½	0 34½
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots. ....	0 29	0 29½
Long clear bacon, small lots. ....	0 29½	0 30
Fat backs, lb. ....	0 29½	0 30
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 51	0 52
Hams, roast, per lb. ....	0 52	0 52
Shoulders, boiled, per lb. ....	0 46	0 46
Shoulders, roast, per lb. ....	0 48	0 48
<b>Barrel Pork—</b>		
Canadian short cut (bbl.) .....	58 00	58 00
Clear fat backs (bbl.) .....	60 00	60 00
Short cut clear pork (bbl.) .....	58 00	58 00
Heavy mess pork (bbl.) .....	55 00	55 00
Bean pork (bbl.) .....	54 00	54 00

## Improved Demand For Lard Now Manifest

Montreal.

**LARD.**—There is little to report. Sales are only moderate, for many are away and the restrictions are looked upon as a factor in preventing the wider use of all fats. Prices, while unchanged, have shown a tendency toward reductions. In view of the hog market position, however, it is a question whether prices will be changed.

<b>Lard, Pure—</b>	
Tierces, 400 lbs., per lb. ....	0 31½
Tubs, 60 lbs. ....	0 32
Pails .....	0 32¼
Bricks, 1 lb., per lb. ....	0 33½

## Not Much Demand Here For Shortening

Montreal.

**SHORTENING.**—There is a fair request only for shortening. This is not expected to be very heavy for the next few weeks and in the meantime supplies are ample and the prices unchanged. It is not expected that any more than a normal or even less than normal demand will obtain, as matters stand, the Government control being a factor in curtailing use of all fats.

<b>Shortening—</b>	
Tierces, 400 lbs., per lb. ....	0 25¾
Tubs, 50 lbs. ....	0 26¼
Pails, 20 lbs., per lb. ....	0 26½
Bricks, 1 lb., per lb. ....	0 27½

## With High Butter No Margarine Stimulus

Montreal.

**MARGARINE.**—Even with butter so high, there is little likelihood of the demand for margarine changing greatly. The present sale is confined to immediate requirements for the retailer would rather have the produce dealer carry the stock as he has better facilities for storage and for keeping in prime condition. Prices hold without change.

Requirements for the retailer would rather have the produce dealer carry the stock as he has better facilities for storage and for keeping in prime condition. Prices hold without change.

Margarine—

Prints, according to quality, lb. ....	0 29½	0 31½	0 32
Bulk, according to quality, lb. ....	0 28½	0 30½	0 31

## Butter Receipts Large; Prices Hold High

Montreal.

**BUTTER.**—In view of the fact that receipts of butter have totalled larger this season than last by more than 32,000 packages it is very remarkable that the price has soared to its present level. Offerings are still picked up here as promptly as they are received and there was even a slight advance made here in the purchasing price, although the wholesalers have made no change. The position is one of much interest, viewing the matter from the standpoint of the heavy receipts here and considering that the Dairy Produce Commission have not been factors, apparently, in the buying. A great deal of butter must be in store.

<b>Butter—</b>	
Creamery prints (fresh made) .....	0 47
Creamery solids (fresh made) .....	0 46
Dairy prints, choice .....	0 38
Dairy, in tubs, choice .....	0 40

## Cheese Unchanged But In Fair Demand

Montreal.

**CHEESE.**—There is not a great deal of interest in cheese, from the standpoint of regular trading. Prices hold without change of any kind being recorded and there is, if anything, a very good sale to the summer resort trade and others. Being a season of more quiet than that obtaining in the cooler weather, the outgo is not large, however. Not a great deal of cheese is held locally, as a great deal of the incoming receipts have gone forward against export account. Comparatively speaking, cheese receipts have been relatively the same as last year.

<b>Cheese—</b>	
Large, per lb. ....	0 23¼
Twins, per lb. ....	0 24
Triplets, per lb. ....	0 24
Stilton, per lb. ....	0 27
Fancy, old cheese, per lb. ....	0 28

## Steady Egg Demand; Number Two Are 45c

Montreal.

**EGGS.**—The hot weather is reported here to have injured shipments of eggs coming forward. Particularly is this the case where they have come a considerable distance. The opening of refrigerated cars to replenish the ice supply has not been considered beneficial and as a consequence of the usual difficulty experienced in hot weather, the quality of recently-bought supplies from a distance has been lowered. Consumption of eggs everywhere is steady and



heavy. Prices are consequently well maintained, and number 2 have advanced to 45c per dozen. In comparison with last year receipts have fallen some 22,000 cases, the totals to date since the beginning of the season being 151,387 cases.

Eggs—		
Selects	0 51	0 52
New-laid	0 47	0 48
No. 2		0 45

### Big Poultry Demand; Supply Is Light

Montreal.

POULTRY.—Old fowl are less in evidence than they were and this would indicate that all hens are being held for production. Old ducks, thin, are practically off the market as are also milk-fed chickens and roasting chicken. Some fine ducklings have come to hand and even a greater number of these would sell, if available. Prices are firm but unchanged.

	Live	Dressed
Young ducks, lb.		0 45-0 50
Old ducks (fat)	0 25	
Broilers, ¾ lbs., pair		0 40-0 45
Turkeys (old toms), lb.	0 28	0 38-0 38
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 27-0 28	0 35-0 36

### Plenty Haddock and Cod Supplies Fair; Quieter

Montreal.

FISH.—Some noticeable change has come about from a trade standpoint and there is less activity. Sales of fresh fish are fair but it is evident that the exit from the city of many people has had an effect in curtailing retail sales. Gaspe salmon is still coming in but the supply is limited and prices well maintained. Fresh halibut is being received this week and on the other hand brook trout are scarce. Haddock are quoted lower. Altogether supplies are not over heavy here.

SMOKED FISH.		
Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 24
Smoked cod		0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 40

SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.		12 00
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.		6 75
Herring, No. 1 lake (100-lb. keg)		5 25
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces		35 00
Salmon (B.C. Red)		28 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)		10 00
Green Cod, No. 1, per bbl. (med.)		15 00
Green Cod (large bbl.)		16 00
Green Cod (small), bbl.		12 00
Mackerel, No. 1, per bbl.		26 00
Mackerel (½ bbls.)		13 50
Codfish (skinless), 100-lb. box		12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box		2 20
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)		0 17
Cod, dry (bundles)		12 00

SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.		0 35
Prawns, lb.		0 30

Shrimps, lb.	0 30
Scallops, per gallon	4 00
Oysters—	
Ordinary, gal.	2 50
Cape Cod shell oysters, bbl.	14 00
5 gal. (wine) cans	12 50
1 gal. (wine) cans	2 25
Oyster pails (pints), 100	1 50
Oyster pails (quarts), 100	2 10
Clams, med., bbl.	10 00

FRESH FROZEN SEA FISH		
Herring, large sea, lb.	0 09	0 07
Herring, frozen lake, lb.		0 07
Halibut	0 19	0 20
Halibut (medium)		20
Haddock	0 07	0 09
Mackerel	0 12	0 13
Cod—Toms	3 00	
Cod steak, fancy, lb.	09½	10
Salmon, Red.	0 19	0 20
Salmon, pale	14½	15
Salmon, Gaspe		26

FRESH FROZEN LAKE FISH		
Pike, lb.	0 09½	0 10½
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 12
Doree	0 13	0 14

FRESH FISH		
Barbotte	0 14	0 15
Haddock	0 07	0 08
Steak oed	0 09	0 10
Market cod	0 06½	0 07
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 38	0 40
Pike	0 12	0 13
B.C. Salmon	0 25	0 26
Salmon (Gaspe)	0 24	0 25
Gaspereaux, lb.		0 06
Gaspereaux, each		0 04½
Gaspereaux herring (100)		4 00
Western Halibut	0 24	0 25
Eastern Halibut (chicken)		0 23
Eastern Halibut (med.)		0 25
Flounders	0 09	0 10
Perch	0 09	0 09
Bullheads		0 15
Whitefish	0 19	0 20
Whitefish (small)	0 10	0 12
Eels		0 15
Mackerel, lb.	0 18	0 14
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large		0 24
Shad	0 15	0 16

### Live Hogs Steady; Meat is Firm

Toronto.

PROVISIONS.—Prices on live hogs show no change over levels reached last week, and the tendency seems a little steadier for the present week's business. The advance last week drove prices up to a basis of \$19.00 per cwt. fed and watered, at which point they were holding early this week. Dressed meats show some slight revisions and the trend generally seems upward. Plain and boneless backs are a little stronger, while cooked meats are tending towards higher levels.

HAMS—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
BACKS—		
Plain	0 44	0 46
Trimmed, with rib in		0 47
Boneless, per lb.	0 48	0 50
BACON—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.		0 34
Wiltshire (smoked sides), lb.	0 37½	0 39
DRY SALT MEATS—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.		0 28½
Fat backs	0 32	0 34
COOKED MEATS—		
Hams, boiled, per lb.	0 51	0 54
Hams, roast, without dressing, per lb.	0 51	0 58
Shoulders, roast, without dressing, per lb.	0 47	0 49

Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	57 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight...	28 00	29 00
Live, off cars		19 25
Live, fed and watered		19 00
Live, f.o.b.		18 25

### Lard Supplies Ample And Market Easier

Toronto.

LARD.—A marked improvement in the demand for lard is in evidence which has provided a firm undertone to the market. The feeling generally is that higher prices will rule on this line though little change is expected during the balance of the period of comparatively light sales, the month of August. Quotations remain at the following figures:

Lard, pure, tierces, 400 lbs., lb.	0 30	0 30½
In 60-lb. tubs, ¼-½c higher than tierces;		
pails ¼-¾c higher than tierces, and 1-lb. prints,		1½-1¾c higher than tierces.

### Fair Movement of Shortening Reported

Toronto.

SHORTENING.—A very fair movement of shortening is reported with supplies equal to the demand. Prices have held firm and unchanged at figures shown herewith:

Shortening, tierces, 400 lbs., lb.	0 25½	0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces;		
pails, ¼-¾c higher than tierces, and 1-lb. prints,		1½-1¾c higher than tierces.

### Margarine Moving In Fair Quantities

Toronto.

MARGARINE.—Fair quantities of margarine are moving forward to the trade, but the orders generally are for small quantities. This is a natural hot weather condition. Prices remain firm and unchanged.

Margarine—		
1-lb. prints, No. 1	\$0 32	\$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	
Solids, 1c per lb. less than prints.		

### Little Easier Feeling In Butter; Dairy Firm

Toronto.

BUTTER.—The very hot weather generally is a light storing period, with the result that a somewhat easier feeling is noticeable through a larger supply being available. This is not reflected in prices and may not be, but the easier tendency exists. Dairy butter is in light supply while creamery is plentiful.

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 45	0 46
Dairy prints, choice, lb.	0 40	0 42
Dairy prints, lb.	0 38	0 40

### Egg Supply Equals Demand; Tone Easier

Toronto.

EGGS.—High prices named on eggs have at last had the effect of curtailing consumption materially, with the result that supplies are ample for the demand.

An easier tone to the market is apparent but prices to the trade are unchanged.

Eggs—		
New-laid, in cartons	0 52	0 54
Do., No. 1, dozen	0 48	0 50

### No Unusual Features In Cheese Situation

**Toronto.**  
**CHEESE.**—There are no unusual features. Prices remain firm and supplies are coming along quite freely. Dealers report a very good demand with quotations unchanged as follows:

Cheese—		
New, large	0 23½	0 24
Stilton (new)	0 26	0 27
Twins, ¼ lb. higher than large cheese. Trip-lets ½ lb. higher than large cheese.		

### Broilers Again Decline; Ducklings Lower

**Toronto.**  
**POULTRY.**—Further declines in the price of broilers have been named, prices now being paid ranging from 30c to 32c per pound. Ducklings are also lower by 5c per pound. Dealers now paying 25c for these. Supplies of these two are coming along quite freely but other lines are in light supply. Sales are fairly well maintained.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$0 15-\$	\$
Duckling	0 25-	0 27-
Turkeys	0 25-0 28	0 30-0 35
Roosters	0 16	
Hens, over 5 lbs.	0 25-0 26	0 31-0 32
Hens, under 5 lbs.	0 20-0 23	0 27-0 29
Chickens, Spring, 2 lbs. or over	0 30-0 32	
Squabs, dozen	4 50	

Prices quoted to retail trade:		
Hens	0 28	0 32
Chickens, Spring	0 40	0 50
Ducklings	0 40	0 40
Turkeys	0 36	0 40

### Fish Hold Firm Un- changed; Demand Light

**Toronto.**  
**FISH.**—Prices on fish show little change for the week, with supplies arriving in sufficient volume to take care of the demand. Consumption seems to have suffered somewhat owing to the extreme hot weather but improvement is looked for as soon as the thermometer recedes somewhat. Prices follow:

FRESH SEA FISH		
Brills, dressed, lb.	0 10	
Cod, steak, lb.	0 09½	0 10
Do., market, headless, lb.	0 07½	0 08
Do., heads on	0 07	0 07½
Flounders, lb.	0 08	0 10
Flukes		0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	0 06½	0 07
Plaice, dressed, lb.		0 10
Soles, dressed, lb.		0 10
Salmon, Red Spring, lb.		0 25
Do., Restigouche, lb.		0 22
Do., Saguenay, lb.		0 25

FRESH LAKE FISH		
Herring, dressed, lb.	0 09	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.		0 50

## Hogs Advance; Eggs, Butter Firm

**Winnipeg.**  
**PRODUCE AND PROVISIONS.**—The hog market is much firmer this week, having jumped to 19c. This followed on a firmer market in the United States, and is attributed somewhat to the keen demand from Eastern brokers for export. The outlook here is for a much firmer market. No change has taken place in the price of provisions. The egg market is holding very firm, candled stock selling to the city trade at 45-46c. The butter market is about the same, dairy still selling at a low figure, with no reaction.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33
Bacon—		
Breakfast, select, lb.	0 40	
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	
Backs	0 33	
Barrelled Pork—		
Mess pork, bbl.	52 00	
Lard, Pure—		
Tierces		0 30
20s		6 30
Cases, 5s		18 52
Cases, 3s		18 60
Compound—		
Tierces		0 25½
Tubs, 50s, net		12 87
Pails, 20s, net		5 40
Cheese—		
Ontario, large fresh	0 24	0 24½
Manitoba, large fresh		0 23½
Butter—		
Fresh made creamery, No. 1 cartons		0 46
Fresh made creamery, No. 2		0 43½
Margarine	0 31	0 32
Eggs, fresh, doz.	0 45	0 46

### B. C. SALMON CANNING SEASON OPENS

Although there are very few sockeye salmon running in the river some of the canneries are beginning to operate. They are using springs and such few sockeye as they get, but even at that the fish are not plentiful enough to justify canning except as a matter of getting their machinery tuned up and the various processes adjusted in preparation for real work. The St. Mungo cannery canned yesterday for the first time this season, but others have already operated. One of the B. C. Packers' canneries at Steveston started two weeks ago and has canned several times. Some of the Sound canneries have also started work.

The Alaska Packers' Association packed 500 big spring salmon at their Semiahmoo cannery at Blaine on Wednesday, the first pack of the season. The fish were taken from the traps the night before along with 87 sockeyes.

### LOBSTER PACK OF 1918 NOT SUBJECT TO NEW LAW

The naval department has issued a statement with regard to the application of the Meat and Canned Goods Act as amended in 1917, in order to clear up any misapprehension which may prevail

as to the lobster pack for 1918. According to the statement the pack of 1918 is not subject to inspection and marking under the amended act. Also the sale or export of all fish canned before the 15th of next December, the date on which the amended act becomes effective, and bearing the old labels, must be permitted after that date.

The amended act prohibits the sale or export after December 15 of fish or shell fish, canned in the course of the 1918 season, unless the cans are labeled in accordance with the regulations laid down in it. The operation of the amended act was deferred until December 15, 1918, the opening date of the 1919 lobster packing season, to allow packers time to adjust themselves to its changes and to use up any stocks of labels they had on hand.

### HAWAIIAN PINEAPPLE CROP

The pineapple crop of Hawaii this year will reach a grand total of 3,500,000 cases, valued at fourteen million dollars. Of this amount 500,000 cases have so far been contracted for by the U. S. Government for army and navy use.

### WEEKLY MARKET REPORTS

(Continued from page 40.)

ment. Local jobbers have advanced their prices recently on both green and roasted, explaining that this has become necessary owing to increased cost.

### Oats Show Firmer Tendency; Selling Well

**Winnipeg.**  
**FLOUR AND FEEDS.**—Rolled oats is quoted this week at \$4.60-\$4.80 for 80's. Packages are still selling at the same figure, viz., \$5.65. The quotation on bulk oats is a recent advance owing to the heavy demand for rolled oats as a substitute for flour. Price on oatmeal, 80's, is \$5.75. Both oatmeal and rolled oats are being used as substitutes. Cornmeal is quoted this week at \$5.50. Feed—One of the mills states this week that they are right out of feeds, and it is well known that there is a great scarcity here, and a scheme is on foot to bring coarse grains back from Fort William, and these will enjoy special rates. Barley is being brought back already, and oats will likely follow.

Govt. Standard Flour—		
Cash carload price		10 50
To bakers and flour and feed dealers		10 50
To storekeepers paying cash or 30 days, ton lots		10 60
Do., less than ton lots		10 70
Cereals—		
Rolled oats, 80s	4 00	4 30
Rolled oats, 80s	4 60	4 80
Cornmeal, 98s		5 50
Oatmeal, 98s		5 75
Feeds—		
Bran, per ton		30 50
Shorts, per ton		35 50
Barley—		
Pearl, 98-lb. bags, per bag		7 25
Pot, 98-lb. bags, per bag		5 15
Beans—		
Lima, Manchurian		0 17
Fancy white, bushel		6 50
Peas—		
Split, 98-lb. bags, per bag		10 55
Whole, yellow, soup, 2 bush. bags, bush.	4 50	5 00
Whole, green, lb.		0 11½



**You need a Eureka  
Refrigerator and we'll instal  
it NOW on terms to suit you.**

This War-Time offer is available for a few more weeks.

We will gladly send you all particulars and an illustrated list of the various Eureka Models.

Made in all sizes for all purposes.

The Eureka solves the perishable food preservation problem scientifically and economically.

**Write us to-day.**

**Eureka Refrigerator Company, Limited**

11 Colborne Street, Toronto

*Save Food Now—We Can Help You*

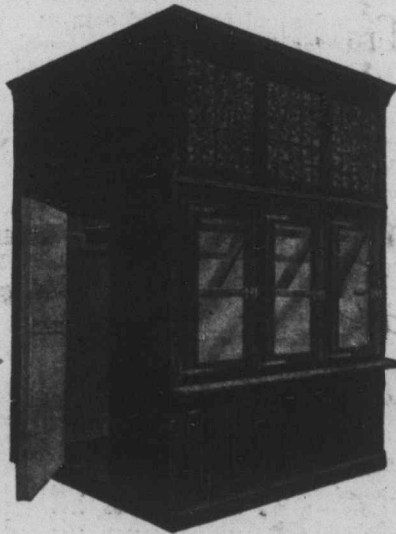
Telephone Main 556

Branches: Jas. Rutledge, 2608 Waverly St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.



**YOU WANT TO WIN THE WAR?**

Then save the ice. Ice costs money. Look into  
**FREEMAN'S Dry Air REFRIGERATOR**



Dry Air means better storage. Better storage better meats. Good Meats mean better trade. Better Trade means Bigger Business, Bigger Profits. This is what the merchant of to-day is looking for. We can help you in this line. **ASK FOR A CALL.** Buying a cheap refrigerator to save money is like stopping the clock to save time.

Write for a catalogue, which will contain a full line

of different styles for **BUTCHERS AND GROCERS.**

**Manufactured by**

**The W. A. Freeman Co., Limited**  
Hamilton, Ont.

TORONTO—114 York Street, near King.  
MONTREAL—D. H. H. Nell, 15 Notre Dame St. Uptown 8547.

**RELEG**  
Pronounce "REAL EGG"



*The very best  
Egg Substitute*

Eggs are an expensive ingredient in baking.

Show your customers how to get excellent results at a fraction of the cost by using RELEG.

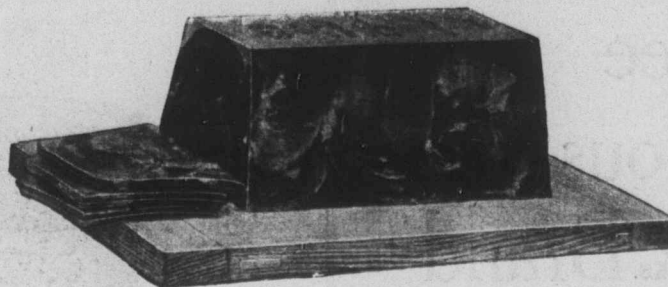
A three-quarter teaspoonful of RELEG dissolved in a tablespoonful of hot water is equal to one egg in your baking, etc.

Stock RELEG now and suggest it to every housewife. Get her to use it once and she'll use it regularly.

**RELEG COMPANY, Regd.**

34 King Street, Quebec, Canada

**DAVIES JELLIED  
PORK TONGUE**



In 6 lb. Open  
Tins

*Tasty All-Meat Delicacies that make your counter tempting and keep your cash register on the go.*

**H**AVE a "Cold Luncheon" Counter—and feature *Davies Cooked and Jellied Meats.*

These are just the "ready to serve" products the housewife is looking for. You *can't* offer a more appropriate line of summer season delicacies.

For the table—the summer cottage—the motor trip—the picnic party — *Davies Cooked and Jellied Meats* are just the thing for dainty dishes and tasty sandwiches.

Let us send you a trial order of these delicious cooked meats—just to prove to you what splendid sellers they are.

Light, nutritious, and *economical* because there's *no waste*. Every slice is saleable and good. Ask our Traveller, or send us your order by mail **TO-DAY**. *NOW'S the season!*

<i>Davies Pork Tongue</i>	<i>Davies Roast Pork</i>
<i>Davies Cooked Pressed Pork</i>	<i>Davies Pork and Tongue</i>
<i>Davies Jellied Hocks</i>	<i>Davies Jellied Pork</i>
<i>Davies Ox Tongue</i>	<i>Davies Headcheese</i>

*(All sold in 6 lb. open Tins.)*

**THE DAVIES COMPANY  
WILLIAM LIMITED**

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50

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



# Three Delicious Brunswick Brand Lines

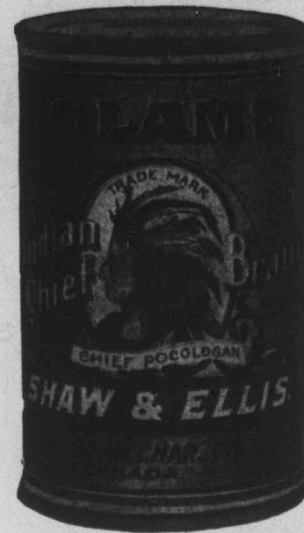


**B**RUNSWICK Brand Sea Foods are the kind of high quality sea foods it pays to sell — delicious, wholesome, appetizing, sure customer pleasers and good money-makers.

There are three others besides those shown above, namely:  $\frac{1}{4}$  Oil Sardines,  $\frac{1}{4}$  Mustard Sardines and Clams.

Which lines are you short of?

**Connors Bros., Ltd.**  
BLACK'S HARBOR, N.B.



## INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces.

Why not order a trial supply to-day?

**SHAW & ELLIS**  
POCOLOGAN, N.B.

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**Have No Hesitation**  
in choosing  
**'Bluenose' Butter**

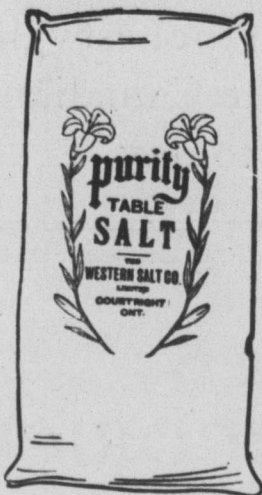
It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH  
AND  
PROCTOR**  
SOLE PACKERS  
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**"PURITY"**  
*Canada's best liked Salt*



There is no better salt made to-day than Purity.

For table or dairy use Purity Salt knows no superior, a fact good housewives everywhere recognize.

Every good grocer should feature Purity Salt. Its goodness will keep it moving briskly and there's a neat margin on every sale.

In sanitary cotton bags and handy free-running packages.

THE  
**Western Salt Co., Limited**  
COURTRIGHT, ONTARIO

We always have a few carloads of  
2's and 2½'s

**CANNING SHOOKS**  
ON HAND

Write or wire for prices.

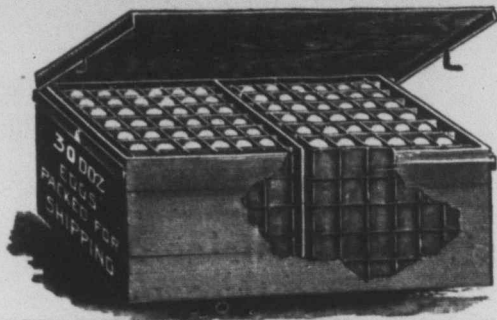
**W.C. Edwards & Co., Limited**  
OTTAWA, ONTARIO

**P. E. I. PRODUCE**

We solicit your enquiries for  
POTATOES, FULL COOKED  
DINNERS, P. E. I. CLAMS,  
SEED POTATOES

**Carvell Bros.**  
*Wholesale Grocers and Produce Merchants*  
CHARLOTTETOWN - - - P. E. I.

**THE MILLER BROS. CO., LIMITED**



Manufacturers of  
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.  
20-38 DOWD STREET, - MONTREAL, CANADA

**Dole Bros. Hops & Malt Co.**  
BOSTON, MASS., U.S.A.  
**"SUPERIOR" BRAND HOPS**

FOR FAMILY TRADE  
They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

**R. E. BOYD & COMPANY**  
*Agents for the Province of Quebec*  
15 STE. THERESE ST. - - MONTREAL  
**DONALD H. BAIN CO.**  
AGENTS FOR THE CANADIAN NORTH-WEST



How to sell

# OCEAN BLUE

is not a problem. It is merely a question of getting your customers to try the first 5 cent packet. After that, repeat orders follow as a matter of course.

Order from your Wholesaler.

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WESTERN AGENTS—For Manitoba, Saskatchewan and Alberta.—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon.—Creeden & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



## Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

Hand her a jar of

## OLIVE BUTTER



and note how its tasty wholesomeness will win her instant approval.

Olive Butter is an extra delicious table delicacy, made from the very purest ingredients — Selected Pure Spices, Olives, Pimento and Malt Vinegar.

The goodness of Olive Butter will make many extra sales for you and add materially to the prestige of your store.

Order a trial supply.

E. W. Jeffress, Limited  
WALKERVILLE, ONT.

## Y & S STICK LICORICE in 10c Cartons



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

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## NEW CONDITIONS ARE ARISING IN ALL TRADES

MERCHANTS are Buying More Carefully Than Ever Before. The words you have just read in the heading of this are taken direct from the current issue of THE FINANCIAL POST, issue of July 20th. You do not need to be told that the articles so headed on page 1 of THE POST is a business news article of the utmost importance to every business man, wholesale, retail, or manufacturing. It tells what new conditions are arising in the business life of Canada: it tells what effects they are producing on output and products: it gives trade figures of immense importance. You would have to look far to find a clearer, more enjoyably business-like statement of the situation in Canadian affairs to-day as they affect or may affect your own business. And this is only one of a great range of business news articles as valuable to you which are contained in THE POST of July 20th.

### Western Crops and Business

There are, for instance, the special articles by experts on the spot dealing with Western Wheat crop situation, which, as you know, is causing real anxiety to-day, and already affecting business outlook. Alert earlier than other financial or business newspapers to the state of affairs, THE FINANCIAL POST has sent its editor, J. W. Tyson, right out to the centres of Western Wheat business and production, besides having direct wires regularly and specially from E. Cora Hind, of Winnipeg, and the expert editorial contributions on affairs agricultural by F. M. Chapman, editor of the "Farmers' Magazine." Such editorial strength makes THE POST'S business news on the Western situation unrivalled in accuracy and range. Mr. Tyson's articles commence in the July 20 issue. His first article is dated from Saskatoon. Get a copy of THE POST now, and read it, and follow this exceptionally informative service of first-hand news of Western conditions from the business point of view. Note also these other contents of the current issue of THE POST:—  
Millers Meet Food Board—Situation as to Substitute Flours.

- The Railway Situation — Increased Rates Won't Make Wages.
- West's Latest Crop Report — Not Reassuring.
- British Manufacturers Building Up Overseas Trade.
- Holdings of U.S. Steel in Canada at Record Level.
- Montreal Street Railway Defers 10 Per Cent. Dividend.
- Canadian Car Meeting Was Quite Peaceful.
- Are Food Cards Coming?—Food Controller's View.
- Prepared Paint Advance Due to Linseed Oil Strength.
- Brazil as Field of Export for Canadian Attention.
- Bank Clearings Are 4 Per Cent. Ahead of Last Year.
- Taking the Bank to the Farmer by the Auto Route.
- Liability for Advice Given by Bank Managers.
- Tax Rates Are on the Jump Over the Dominion.
- June Fire Losses in Canada and U.S.A. Heavy.
- Canada's Fire Waste May be Much Reduced.
- Dominion Lands Act Amendments Advantageous.
- Co-Operation to Meet Problems of Capital and Labor.

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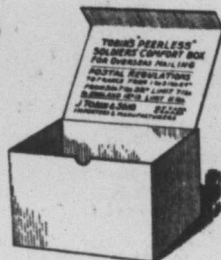
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# BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

**Vogans** Overseas  
**CAKE**

Put up in one pound packages.  
Order from your jobber to-day.  
**VOGANS, LIMITED TORONTO**

These one-inch spaces only \$1.25 per insertion if used each issue in the year.

**BARRELS**  
(The best shipping package.)  
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.  
Get our prices.  
**THE SARNIA BARREL WORKS, SARNIA, ONT.**

We are now located in our new and more spacious warehouse at  
**60-62 JARVIS ST.**  
**TORONTO SALT WORKS**  
GEO. J. CLIFF

**SUCHARD'S COCOA**  
The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.  
**FRANK L. BENEDICT & CO.**  
Agents Montreal.

**LAST MINUTE BRIEFS**  
Dried apricots have advanced 2c per pound in some quarters over opening prices named. This has not been reflected on Canadian markets as yet.

The placing of prunes and dried peaches on the conservation list by the United States government, thus prohibiting export, will mean a serious blow to the trade in Canada. Supplies here have been drawn from United States points, and prunes represent a big volume of the dried fruit business. Representations are being made to see if order will be modified to any extent.

Refiners have been asked by the Canada Food Board to refrain from shipping straight carloads of sugar to retail merchants. Sugar supplies are none too heavy and efforts to equalize distribution must be put forth. A rationing system for Canada along similar lines to that in the United States is hinted at as a possibility, though no action as far as can be learned has been taken along these lines.

**MINCEMEAT**  
Write, wire or telephone for quotations for prompt or fall delivery.  
**E. B. THOMPSON**  
20 Front Street East, Toronto

**30 DOZ. CASE FILLERS**  
**ONE DOZ. CARTON FILLERS**  
**1-INCH CUSHION FILLERS**  
**CORRUGATED FLATS**  
**THE TRENT MFG. CO., LTD.**  
TRENTON ONTARIO

All these ads will have position on a live page each week containing reading matter.

**CHOCOLATTA**  
contains chocolate, milk and sugar in powdered form.  
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.  
**NUTRIENT FOOD CO., TORONTO**

Every reader will see the ads in the Buyers' Market Guide.

**SUGAR BAGS**  
With or Without Liners  
**E. Pullan, Toronto**

Copy may be changed as often as desired.

**GROCERS & BUTCHERS**  
Buy the Best  
**FANCY DRESSED POULTRY,**  
**SELECTED EGGS, CHOICE DAIRY**  
**AND CREAMERY BUTTER**  
**C. A. MANN & CO.**  
LONDON, Ontario  
"Canada Food Board License No. 7-078"

Order a space before they are all taken.



# Wanted

## CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### WANTED

#### SITUATION WANTED

**MARRIED MAN, AGE 35, FOURTEEN YEARS'** retail grocery experience, 9 years manager of grocery department of store in Northern Ontario; desires position with wholesale or retail grocery firm, vicinity of Hamilton or Toronto. State salary. Box 418, Canadian Grocer.

**EXPERIENCED SALESMAN COVERING** Western Provinces would handle additional staple lines on commission. Address Box 305, Canadian Grocer.

**DEAD STOCK OF PATENT MEDICINES,** drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

### FOR SALE

**CASH CARRIER SYSTEM—AIR LINE—** seven stations; used four months; half price. Apply Box 420, Canadian Grocer.

**FIRST-CLASS GROCERY BUSINESS—SATIS-** factory reasons given for selling. Full particulars apply Box 102, Merrickville, Ont.

**ONE OF THE BEST GENERAL MERCHAN-** dise businesses in County of Kent; stock about \$5,000; only store in village; six miles from opposition. Must be sold, owner going West on account of health. Box 412, Canadian Grocer.

#### BUSINESS OPPORTUNITY.

**COCHRANE, ONTARIO—THE CENTRE OF A** rich agricultural country—a railway terminal and divisional point—the coming distributing point of the North country. Grocery and provision business, corner lot, brick veneer building, cellar full size; will sell stock with property; good reason for selling. For further particulars apply Box 173, Cochrane, Ontario.

**FOR SALE IN WESTERN ONTARIO—HAVING** been twenty years in the general store business, finding help scarce and too much to look after, I wish to dispose of grocery. Two departments, archway between, can be closed or left open during business hours, if agreeable to both parties. Basement and elevator. Stock about \$1,500. Rent, \$25 per month. Apply Box 416, Canadian Grocer.

#### BUSINESS CHANCES.

**GENERAL STORE—BUSINESS OF THE LATE** E. J. Planche, Cookshire, Quebec. Established over 35 years. Large business, wholesale and retail; groceries, hardware, boots and shoes; gentleman's furnishings; dry goods and furniture. Apply E. J. Planche & Co.

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

**CANADIAN GROCER** offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.


Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

## MISCELLANEOUS

**GROCERS—INCREASE YOUR PROFITS SELL-** ing Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

**MAYBE YOU HAVE A GOOD, WORTHY** line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in **CANADIAN GROCER** may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

**ARE YOU OVERSTOCKED IN SOME LINES** which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. **CANADIAN GROCER** has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in **CANADIAN GROCER**. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.



**PAPER BALERS**

Turn Waste  
Into Profit

Made in 12 sizes.  
Send for catalog.

**Climax Baler Co.**  
Hamilton Ontario

Steel "Fireproof"

## Say the Word—

and we'll get  
your money for you

You are losing money every day on those bad accounts scattered through your books.

Let us get this money for you. We have the necessary qualifications that guarantee quick results. We collect everywhere.

Full particulars and sample of our special form on request.

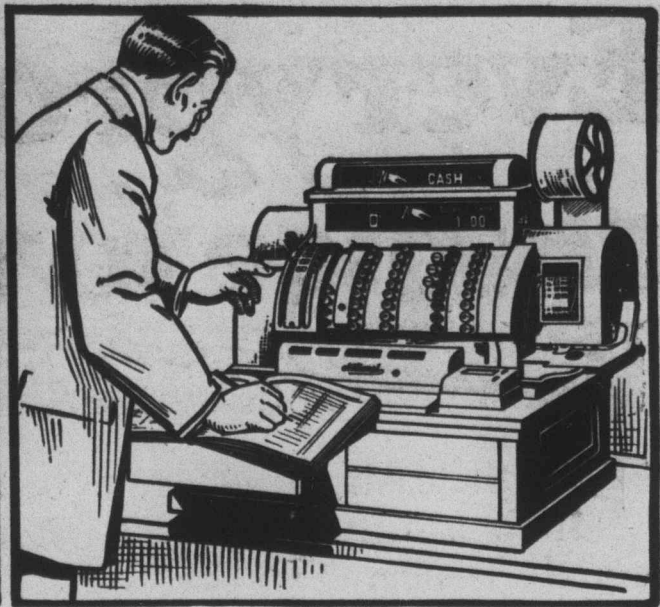
### NAGLE MERCANTILE AGENCY

Westmount (Montreal), Que.

Established 1909.



The old way



The new way

## A man should not do the work a machine will do for him

A merchant, with all his troubles, should never do the work that a machine does better and quicker.

Our newest model National Cash Register makes the records which a merchant needs to control his business. It does fifteen necessary things in three seconds.

Without the register a man cannot do these things in half an hour.

With the register, even a new clerk can do them just by pressing the keys.

Our new electric machines are as much better than old machines as an up-to-date harvester is ahead of a sickle for cutting grain.

The latest model National Cash Register is a great help to merchants and clerks. It pays for itself out of what it saves.

**Merchants need National Cash Registers now more than ever before**

**Fill out this coupon and mail to-day**

Dept. C6, The National Cash Register Company of Canada, Limited,  
Toronto, Ont.

Please give full particulars about the up-to-date N.C.R. System for my kind of business.

Name.....

Business.....

Address.....



# Every grocer has a chance to win

THESE cash prizes are to be allotted in such a way that every store has an equal chance.

The small town store competes with other small town stores. The big stores compete with other big stores.

You are likely planning a Carnation window for Carnation Week. Put a little extra thought into it. Our advertising during Carnation Week cannot help but bring you new business. We are using big spaces in big dailies and magazines. These cash prizes are an extra bonus you can easily add to your week's profit.

Read the rules carefully, and get your ENTRY Coupon in the mails without delay.

## Window Trimming Contest in every village, town and city of Canada and the United States during CARNATION WEEK, Aug. 15th to 22nd

**Rules**—1. The window must be originated and dressed by a member of the firm, by a clerk, or by the regular window dresser.

2. The window must contain as its basis, Carnation Milk packages, and may have any home scene, pasture scene, or typical pure food display to add to human interest. The size of the display is not the deciding factor.

3. Window displays are to be judged on their probable ability to attract attention and sell Carnation Milk. Freak displays will not be entitled to consideration unless they have a strong value outside of their attractiveness.

4. The display is to appear during Carnation Milk Week—Aug. 15th to Aug. 22nd, and is to remain in the show windows not less than one week. Give dates of display. Contest closes September 15th.

5. Every contestant must procure a photograph. Photos must be submitted before October 1st.

6. Competent judges will be chosen outside our organization.

### 108 Cash Prizes

<b>Division "A"</b>	
Towns up to 5,000	
1st Prize . . . . .	\$100.00
2nd Prize . . . . .	25.00
25 Prizes each of	5.00
<b>Division "B"</b>	
Towns of 5,000 up to 25,000	
1st Prize . . . . .	\$100.00
2nd Prize . . . . .	25.00
25 Prizes each of	5.00
<b>Division "C"</b>	
Towns of 25,000 up to 100,000	
1st Prize . . . . .	\$100.00
2nd Prize . . . . .	25.00
25 Prizes each of	5.00
<b>Division "D"</b>	
Cities of 100,000 and Over	
1st Prize . . . . .	\$100.00
2nd Prize . . . . .	25.00
25 Prizes each of	5.00

**A Total Prize List of \$1,000**

See that you have Carnation advertising displays to liven up your window. Write nearest representative listed below for a supply of advertising hangers, etc.—

- Hamilton, Ont.—John Bickel & Greening
- London, Ont.—J. Harley Brown
- Sherbrooke, Que.—Dastous & Co., Reg
- Ottawa, Ont.—H. D. Marshall
- Toronto, Ont.—R. S. McIndoe
- Quebec, P.Q.—Mitchell & Turcotte
- Halifax, N.S.—Pyke Bros.
- Montreal, Que.—Rose & La Flamme, Ltd.
- Kingston, Ont.—D. Stewart Robertson & Sons
- Winnipeg, Man.—Tees & Perse, Ltd.

- Fort William, Ont.—Tees & Perse, Ltd.
- St. John, N.B.—J. Hunter Whyte
- Edmonton, Alta.—Dominion Brokerage Co.
- Vancouver, B.C.—Oppenheimer Bros., Ltd.
- Calgary, Alta.—Tees & Perse, of Alta., Ltd.
- Moose Jaw, Sask.—Tees & Perse, Limited
- Regina, Sask.—Tees & Perse, Limited
- Saskatoon, Sask.—Tees & Perse, Limited
- St. John's, Nfld.—Job's Stores, Ltd.

Your ENTRY COUPON should be mailed AT ONCE

## ENTRY COUPON

Carnation Milk Products Co., Limited  
Contest Office: 184 Bay St., Toronto

I agree to enter Window Trimming Contest according to the rules given.

C.G.