

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JULY 18, 1919

No. 29

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

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

Lowering The "Overhead"

The percentage of "Overhead" is lowered by the rapid turnover of merchandise.

If you sell brooms, brushes, woodenware and other household supplies, why not consider the buying of another household necessity which, with its demand and frequent sales, would cut down the "overhead" and add to your real profits.

O-Cedar Polish

and O-Cedar Polish Mops are known to the public; the margin is fair; you do not need to stock heavily; the goods are easily obtained from your jobber; therefore, you get small "overhead" and many turnovers which assure you a real profit.

Another big feature of O-Cedar Products is that after a customer is once sold she must buy again as her supply of O-Cedar Polish must be replenished. The repeat sales bring the customer to your store and enable you to sell other goods as well as O-Cedar Products.

Devote a little more effort to O-Cedar Products by displaying them prominently about store or in window—and watch how your efforts are rewarded and your "overhead" lowered.

CHANNELL CHEMICAL CO., LIMITED
TORONTO





Borden's



Borden's



Just Say
"Borden's"

Borden's

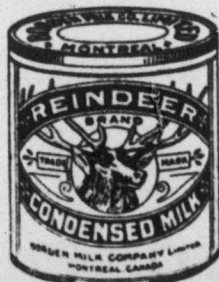


Borden's



How very often, Mr. Grocer, a customer merely asks you for milk products in a general way. Do you fully realize the importance of filling such orders with a brand of goods that will do credit to your judgment and reflect prestige on the quality of your merchandise in general?

Borden's



Borden's



You do this when you fill all such orders from the Borden group of Milk Products. Because there never is a doubt as to the goodness of Borden's. Moreover, every housewife has heard of Borden Milk Products and whether she specifically asks for them or not, the word "Borden's" will always bring an accepting nod.

Do you need new stocks?

BORDEN MILK CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER

By Appointment to H.M. King George V.

From War to Peace

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

Huntley & Palmers Biscuits

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

Unrivalled Quality

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

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers

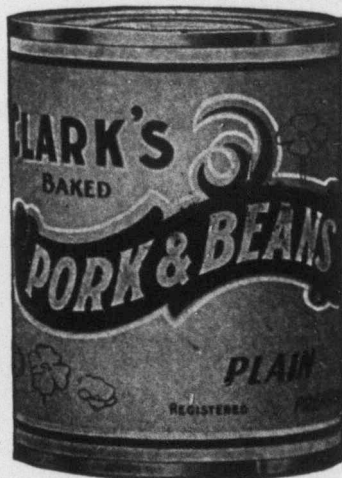
READING & LONDON

ENGLAND

CLARK'S PORK AND BEANS

are just as good as they
ever were and they are
better to eat now be-
cause they are

ECONOMICAL



To you, Mr. Grocer,
they are also

PROFITABLE

They sell more rapidly
than any other and you
turn your money over
oftener.

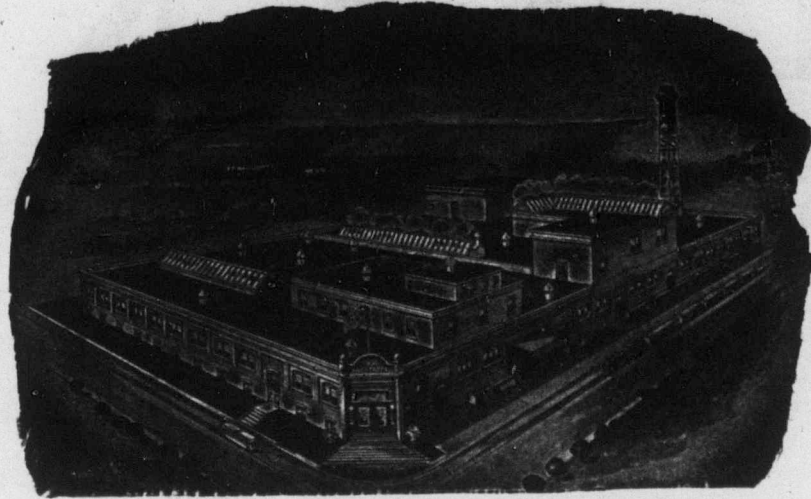
QUALITY AND REPUTATION COUNT

W. Clark, Limited

Montreal



Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

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

WAGSTAFFE'S

NEW SEASON'S 1919

RASPBERRY JAM

Now Ready for Delivery

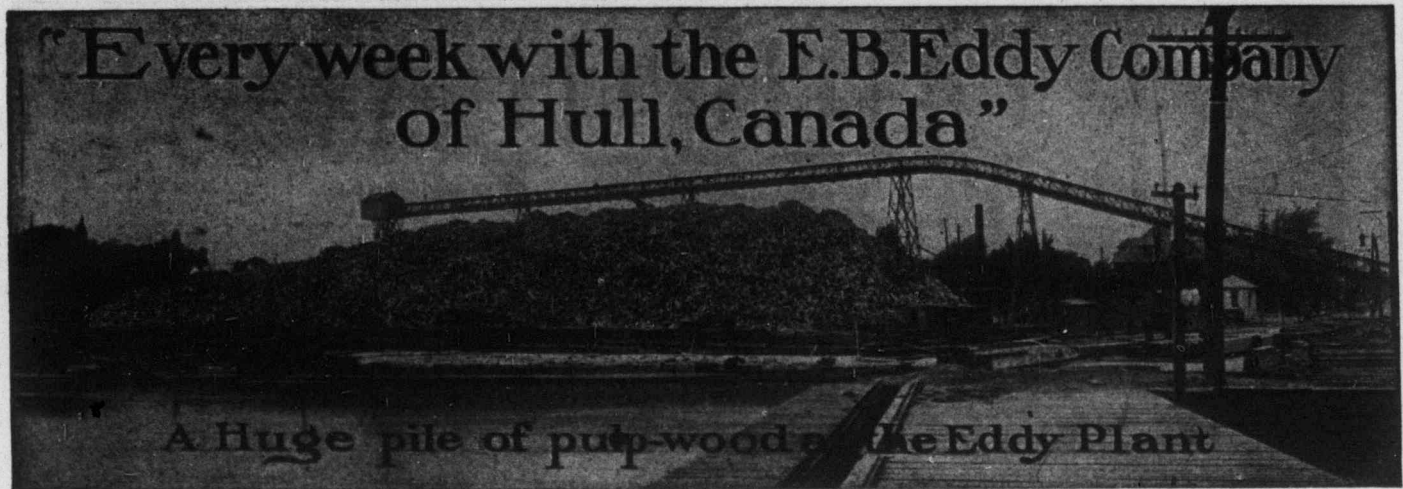
Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



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

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated July 18, 1919

Being No. 43 in the Series

Another Eddy Pulp Product is The Well Known Indurated Ware

ALL the E. B. Eddy Company products of which you have read so far in this series, are made of wood in some form or other. Eddy matches are made of wood which you can easily recognize as wood. The slogan “From the Tree to the Trade” needs no explanation as regards Eddy matches.

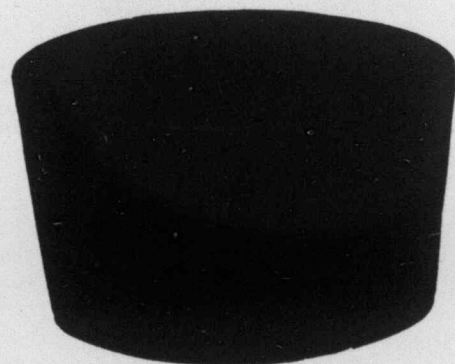
As regards the many kinds of Eddy paper it requires a minute’s thought to connect the pure, soft or firm, smooth paper with the trees of the bush, but Eddy Company papers are all made of wood which has been pulped and purified by the processes of which you have read. Now comes E. B. Eddy’s Indurated Ware. To connect this light, strong, smooth, waterproof material with plain wood of trees may seem at first hard for Eddy Company Indurated Ware is as durable as metal, and far lighter and more lasting. Is this excellent material wood also? Does it come “From the Tree to the Trade,” too?

It does, Indurated Ware is made of pure wood pulp. But the processes through which it passes are very different from the paper-making or the match-making processes. As a result of them the product emerges in the form of various useful utensils, pails, butter tubs, barrel covers, flower-pots, pigeon nests, cuspidors, and many other things. In fact there is no limit to the possibilities of indurated ware. Rifle stocks, revolver butts, articles of furniture, boats, and canoes warrant the erection of machinery to manufacture these elaborate articles. Indurated ware as made at the E. B. Eddy plant, is probably the most lasting form of pulp-wood or paper known.

The processes of manufacture involve pumping, pressure, baking, varnishing, polishing, drying, and painting. These will be described in the next article in this series.



EDDY’S Indurated Fibreware



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



CHOCOLATTA

Pure Chocolate combined with Milk and Sugar. Made in a minute by the addition of boiling water.

Here is a line which will give your customers the kind of satisfaction which builds your business.

If you are not already selling CHOCOLATTA,
send for our attractive terms and prices.

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

JAPAN INDIAN TEA

- ☛ We have some extra cup quality lines in stock.
- ☛ We are selling them at lower than new import prices.
- ☛ We advise customers to purchase for next four months on present price basis.

KEARNEY BROS. LIMITED

TEA—COFFEE IMPORTERS

33 St. Peter Street

Montreal

ESTABLISHED 45 YEARS

Salesmen Wanted

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

Oranges
California Lemons
and Early Vegetables

We Invite Correspondence

LEMON BROS.
Owen Sound, Ont.

Furnivall's

NEW SEASON'S

STRAWBERRY

JAM

is now ready

There's quality here to win you the jam custom of people who are more than usually hard to please. You can place your order now with any of our agents.

Furnivall-New, Limited

HAMILTON, CANADA

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

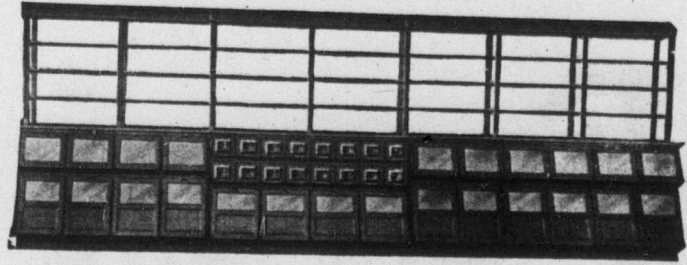
A Wall Case like this instead of those lumber shelves

MR. GROCER: Help to reduce the high cost of living and bring more customers to your store by installing sanitary fixtures in your store.

The old-fashioned shelves and drawers are a haven for waste.

Eliminate waste, save yourself needless labor, give quick service to your customers. The **Walker Bin Fixtures** will save you 25 per cent. labor, time and money.

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



COMBINATION X SECTIONAL WALL CASE

Give us a few particulars of your requirements. Send floor plans and measurements and we will send you specifications and estimate without obligation.

A SUGGESTION

During the vacation months there are big possibilities of increasing your sales on foods and beverages that are used by the sportsman, afoot and afloat, and the automobilist.

A DISPLAY

G. Washington's Coffee
Potted Meats
Sardines

Crackers
Ginger Ale
Cheese in Jars



and other like products on a small table where they can be handled and looked over, will make many a sale. Your customers will thank you.

DELICIOUS ICED COFFEE made instantly with

G. Washington's REFINED Coffee

Went to War

Home Again

The public knows that the DEL MONTE label on canned fruits and vegetables is an unqualified guarantee of high quality and fine flavor. That's why they sell so quickly.

Blackwoods Drinks

A drink to suit every taste—Ginger Ale, Maltbru, Beer, Fruit Syrups, Cream Soda, Bonds Export Ale, Bonds Stout.

One drink is a recommendation for continuous use and a sure customer for your store.

Make a display of—

BLACKWOODS DRINKS

Push their sale for a few days. You will then see how your stock starts moving. See your dealer.

Blackwoods Pickles, Tea, etc are some of the "Blackwoods family."

Blackwoods, Limited
WINNIPEG - MAN.
"Here Since 1876"

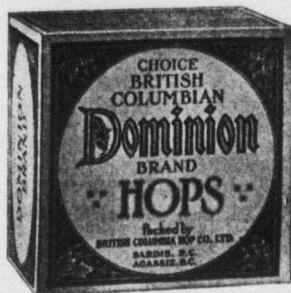


HOPS

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

Ranches located at
Sardis, Agassiz,
B.C.

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



Largest Hop Growers in Canada
Write for Prices—Samples

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

DESICCATED COCOANUT

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

Our agents are:

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

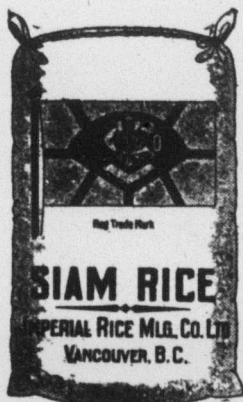
Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

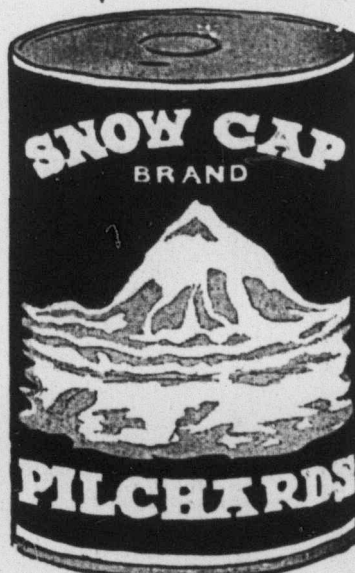
Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed

BY

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

NOOTKA, B. C.

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

EXCLUSIVE DISTRIBUTORS

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

C. T. NELSON
GROCERY BROKER

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

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS

Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

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

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS

DOMINION BLDG. VANCOUVER

Little Bros. Ltd.
VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

PETER LUND & COMPANY
MANUFACTURERS AGENTS

Can sell, and if required, finance one or two additional staple lines for

British Columbia Territory

Interested manufacturers please communicate

505 Metropolitan Bldg. Vancouver, B.C.

Reference: Merchants Bank of Canada, Vancouver, B.C.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Squirrel Brand PEANUT BUTTER



MACARONI

The pure food that builds Muscle and Bone at small expense.

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

When in Doubt Try the "Want Ad" Page

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

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

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**Wholesale Grocery Brokers
Commission Merchants**410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us. Established here 1908.
Correspondence Solicited.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

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

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg**The McLay Brokerage Co.**Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account**Winnipeg**

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

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

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

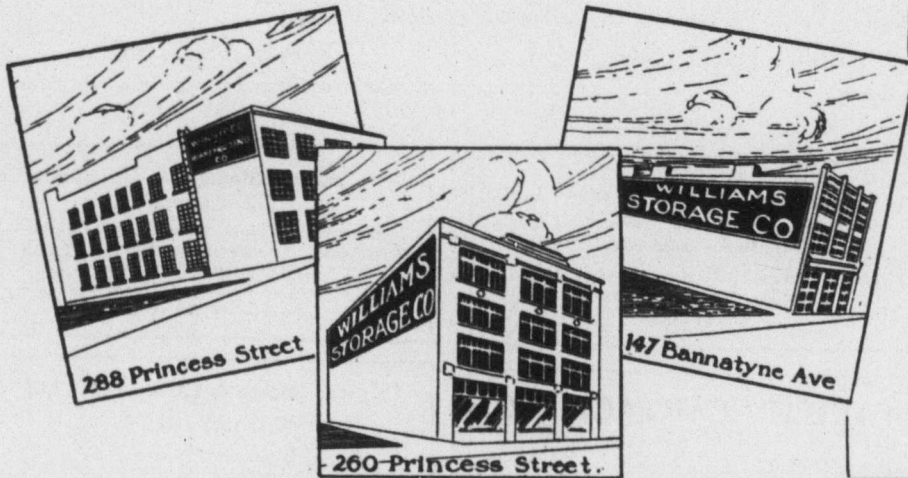
Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

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

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

SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



The House of Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

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

B. M. Henderson Brokerage, Ltd.

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

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

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN
Free and Bonded Storage
5 floors—60,000 sq. feet.

Say you saw it in Canadian

Grocer, it will identify you.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Calgary Storage & Cartage Co., Ltd. CALGARY, ALTA.

We can give you efficient service in
Storage -- Distribution -- Cartage
in this district.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

LOGGIE, SONS & CO.
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Confectionery Specialties
Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

OCEAN BLUE

In Squares and Bags.

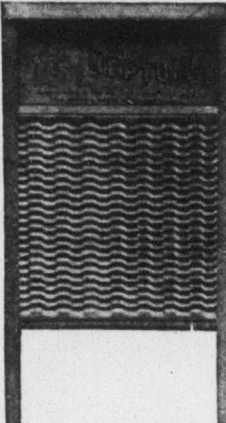
EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26, Wellington Street, W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.



The Clean Basswood Backs

on all Cane's Washboards present a nice, new appearance that exerts a favorable influence on sales, as compared with backs of darker wood. They are also free from splinters and splinters, and the washing plates are of equally high quality.

Ask your jobber to supply you with an assortment of these "Cane" Washboards.

- Diamond King—Glass rubbing plate.
- Improved Globe—Zinc rubbing plate.
- Original Globe—Extra heavy back, zinc rubbing plate.
- Western King—Enamel rubbing plate.

Jobbers also carry a full line of Cane's Woodenware which includes: Pails, Tubs, Clothes Pins, Bake Boards, Butter Moulds, Etc.

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONT.

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E. TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

Established 1889

HOWE, McINTYRE Company
Grocery Brokers, Importers and Manu-
facturers' Agents.

91-93, Youville Square,
MONTREAL CANADA

J. C. THOMPSON COMPANY

Brokers and Commission Agents

Montreal, P.Q.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of
all kinds. Mail samples and prices. Need
big quantities to fill contracts.

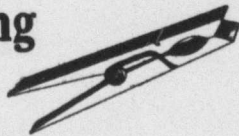
J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS
PAPER

Dominion Spring Clothes Pins



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

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

We need agents to handle our lines,
in Ontario and Western Canada.

Lines sold to Grocers

When writing mention your bankers

Majestic Products Co.

Office: 17 St. James St., Quebec, Que.

DO YOU NEED ANYTHING ?

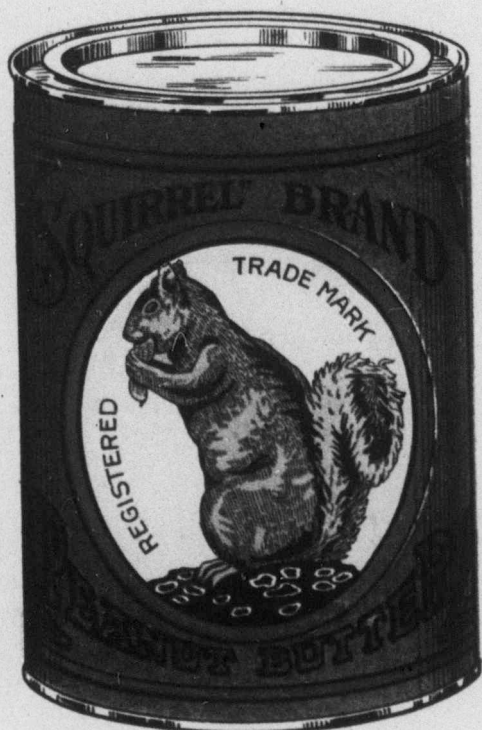
If so, turn to page 66 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

You Can Conscientiously Recommend Peanut Butter

AND
AFTER ALL---



“SQUIRREL”
BRAND

IS

THE BEST

*A Product of Absolute Purity---Containing
those Food Values so essential to Child Life*

Nutritious--Appetizing

Selling Agents for Canada:

Oakes & Wyman, Halifax, N.S.	-	-	-	-	Nova Scotia
Baird & Peters, St. John, N.B.	-	-	-	-	New Brunswick
A. G. Snowdon, Coristine Bldg., Montreal	-	-	-	-	Quebec
S. H. Moore & Co., Excelsior Life Bldg., Toronto	-	-	-	-	Ontario
Mason & Hickey, Winnipeg	-	-	-	-	Western Canada

CANADA NUT COMPANY, LIMITED
VANCOUVER, B.C.



The Youngsters all like

Coca-Cola

Yes—and the “oldsters” too. Everybody likes Coca-Cola—everybody wants it.

That's why it's so easy to sell this delicious beverage and why so many good Grocers are securing quick turnover and good, big profits by featuring Coca-Cola in bottles and by the case.

Will you have it—when they call?

THE COCA-COLA CO.
WINNIPEG

Canada Food Board License No. 365-15.

4T

MONTREAL, TUESDAY, APRIL 28, 1896

"PROMISES

may get friends, but it is performance that must nurse and keep them."

"SALADA"

CEYLON TEA

makes fast friends and converts on a "Tea Pot" test, because it is irreproachable in quality.

LEAD PACKETS ONLY.

1001

BY ALL GROCERS.

Here's an old "ad" —not the first by any means for we started in '92—but we know you will agree with us that the quotation is as good to-day as then. Moreover, we can speak in the greater experience now and an absolute conviction of its truth.

"SALADA" TEA COMPANY

Toronto

Montreal

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12



OLIVE BUTTER

The Table Delicacy that is gaining many friends. The demand for *BLUE SEAL Olive Butter* has increased to such proportions that we are now shipping it in car load lots.

If the grocer who has not stocked *Olive Butter* will put it in and always keep a counter display, he will find he can work up a good profitable trade. It is a delicacy that appeals to all housewives, as it is just the thing for sandwiches for the picnic, outing party or luncheon at home.

E. W. Jeffress, Limited

Walkerville, Ont.

W. G. PATRICK & COMPANY, LIMITED

Toronto and Winnipeg Selling Agents for
our Blue Seal Lines.

Your customers are strong for Palmolive



Everybody knows Palmolive Soap. It's the favorite Toilet Soap and there's a good big demand for it in every community.

You can make nice profits by featuring Palmolive Soap regularly. Every sale is a "repeat" maker.

Get a Trial Supply

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

Every **EUREKA** refrigerator

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

And

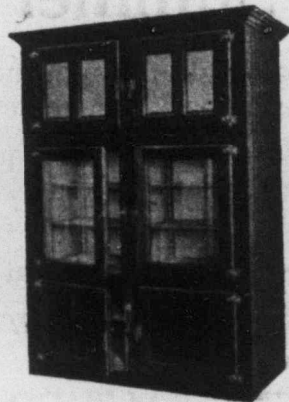
because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable food-stuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

**EUREKA
REFRIGERATOR
CO., LTD.**

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



No. 19
Eureka Refrigerators

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of **CREAM OF BARLEY**, **PEARL BARLEY FLOUR** for Babies and Invalids, and **SISTER MARY'S PAN-CAKE FLOUR**. Every package of **CREAM OF BARLEY** is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "**CREAM OF BARLEY**" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

We want to send you this sales helper

Colman's and Keen's Brands are now coming out in larger shipments — are you stocking up more fully?

We'll send you this card free if you give us your name and address. Don't you want one?



Magor Son & Co., Ltd.

191 ST. PAUL ST., MONTREAL

30 CHURCH ST., TORONTO

Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

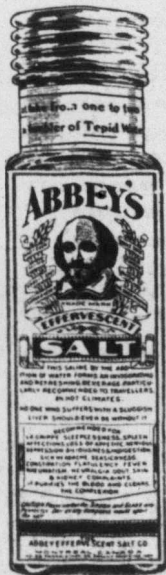
A Refreshing Summer Drink

Keep up your sales of Abbey's Salt right through the summer by telling your customers how to use it as a sparkling, refreshing drink.

A teaspoonful of Abbey's Salt in a glass of water quenches thirst — relieves the depressing effects of hot weather—drives away Headaches —purifies the blood—clears the brain—and promotes sound digestion.

Abbey's Salt is one of the standard preparations that sells all the year round; which is why we advertise it in the leading publications all the year round. Stock it—push it.

THE ABBEY EFFERVESCENT SALT CO., MONTREAL



CANADIAN GROCER

Vol. XXXIII.

TORONTO, JULY 18, 1919

No. 29

A Good Time to Buy Teas and Coffees

Advices From Primary Tea Markets Show Present Quotations Much Higher Than Two Months Ago—Further Gains Likely—Coffees Are Very Strong

THERE is no doubt about it, but the present is a good time to buy coffees and teas, according to information gained by CANADIAN GROCER. Present spot prices of teas have not changed because of the stocks that have been held and because of the advantages gained from good blending. A prominent importer of teas told the GROCER representative this week that there is an exceptional demand for Indian teas from all markets, which if maintained must force prices higher. Advices from primary markets point to a falling off in supplies, and to a corresponding improvement in quality. There are two periods when production is low, and two alternate periods when the growth is heavy. India is now entering on one of two periods of short supplies. The reason is that the finest quality of tea is produced under conditions that produce the smallest quantity, during the dry weather season.

Exchange Very High

Then again, the strong position of exchange on Ceylon continues to have a very strong influence on the market. It is now ruling at 1s, 8 17-32d. on the rupee, representing approximately a premium of 25 per cent. on the par value of the rupee. Advices to purchasers are to the effect that present buying is 4d. per lb. higher than purchases of the same standard two months ago.

English Prices Induce Export

The Canadian market is being cleaned up of teas. Because of the higher prices ruling in London, importers who have had stocks unsold have shipped them to the Old Country. One importer stated that a shipment of 100,000 pounds was sent across last week.

Coffees at High Levels

In the case of coffees the influence of the reopening of the European market, now that peace is settled, is making itself felt. Primary markets are very strong, and the prospect is that Germany and Austria will be very heavy buyers of coffees, and this will have a tendency to keep the markets very firm. According to a recent statement in the New York Journal of Trade and Commerce, however, there is no scarcity of coffees, and supplies will be

more than sufficient for the inquiry. Quoting from this statement in part, it says:

Visible Supply Increases

"At the beginning of the crop year of 1919-20 it seems appropriate to make comparisons with the previous year. On July 1, 1918, the world's visible supply was estimated at 12,000,000 bags. On July 1, 1919, it was estimated at 14,000,000 bags. The crop of 1918-19 was estimated at about 10,000,000 bags, that for 1919-20 is estimated at 13,000,000. With 27,000,000 bags in sight to supply the needs of the world until the 1920-21 crops are harvested, it is evident that there will be no scarcity of coffee. Regarding consumption, when prices are high deliveries called consumption decrease, and when taking into consideration the reduced buying power of Europe it would appear fair to fix at 16,000,000 bags as a reasonable estimate for consumption. Deliveries were never over 18,000,000 bags excepting in the first years of the European war, and this excess was largely caused by statistical duplications through transshipments.

Reasons for High Market

Reading the above, it is natural to look for the reasons why with abundance of coffee grown and harvested much more than sufficient to supply consumption until July 1, 1920, present prices should rule. The initial cause was the European war, which disturbed shipping facilities, resulting in the accumulation of stocks in producing points and the decreasing of normal supplies in consuming countries. Then last year, about this time, a frost occurred in Santos, doing great damage. At first little credence was given to the reports, there having previously been only two years in which a frost in June or July had affected a crop, for at that season it is the beginning of their winter. Later the damage was confirmed and fairly reliable estimates have been accepted that the Santos crop which averages 10,000,000 bags, will for 1919-20 only amount to 3,000,000 to 4,000,000 bags. A very good authority, after careful and painstaking examination, gives the figure as 3,824,000 bags. Now there is no doubt of the damage done to the present Santos crop and it might be an excuse for pres-

ent prices were it not for the fact that including Government holdings there are 5,000,000 bags of coffee in the seaport of Santos, enough to make up for any deficiency occasioned by the frost of last year. Also the fact that all the other coffee crops promise more than normal quantities. It is interesting to know that the expert authority mentioned above is of the opinion that under usual conditions the 1920-21 Santos crop should be 8,000,000, the 1921-22 the same, followed by very large crops thereafter.

1918-19 Deliveries Gain

The deliveries of all kinds of coffee in the United States during the 1918-19 crop year just finished amounted to 8,924,604 bags, an increase of 307,137 bags from the previous crops, but the extreme high prices of Brazil coffees have decreased the amount of their deliveries by 801,687 bags, while those of mild coffees increased 1,171,824 bags. In fact for a good part of the year mild coffees, which generally command better prices than Santos, have sold as low or lower. It is impossible to form a satisfactory opinion as to the amount of coffee remaining in the interior in producing countries. If the estimates of the 1917-18 crops were correct, and they have not been corrected or disputed, there must be a very considerable amount still being held back. This is especially so in Rio and in the East Indies. The Robusta crops of 1917-18 have barely begun to move, leaving the 1918-19 crops unsold, which are estimated will amount together to over 1,500,000 bags. Continual repetition concerning the frost damage and the uneven distribution of the world's supplies has created a sentiment favoring advances until the present high level has been reached. Indications at present are that the zenith has been reached and as the stocks in consuming centres increase a gradual reduction in prices will follow. The visible supply of Brazil coffee for the United States is still much less than it should be, amounting to 1,172,478 bags, against 2,118,277 bags last year. The spot Brazil stock in New York has increased, owing to arrivals, and is now 372,845 bags. The demand is very poor, partly owing to the recent rapid fluctuations and partly to the large deliveries.

Cream of Tartar Soaring Again

War Conditions, Especially in French Product, Have Caused Constantly Fluctuating Conditions—Product Again Showing Firmness

A MOST unsettled market has obtained of late for cream of tartar, particularly the French product. Prices were very high for some time and then showed a considerable revision downward. For some weeks there has been climbing upward from the low levels that had been reached, the prices going as low in some cases as 34-35c in a wholesale way. Now the other extreme has been touched again and 75c to 85c is nearer the actual market, though at present a nominal basis is obtaining.

In analyzing the tendencies it is not easy to get at all the facts, perhaps, but some points stand out prominently. In the first place, the French cream of tartar is a product of the grape, and with the falling off in the wine production of France, the result is the cream of tartar industry has suffered. Because of the fact that supplies have been thus curtailed, the market has been very uncertain and requirements have not been met with any regularity. Sometimes the result has been that there would appear to be an ample supply—then this would

quickly dwindle. In view of this it was not surprising, altogether, that prices should show wide and sudden fluctuations, sometimes upward, sometimes downward.

The signing of the armistice further beclouded the situation. Holders of stocks of cream of tartar appeared more anxious regarding the market than ever, and there were instances, it is claimed, when considerable loss was sustained by parties unloading. In one case, CANADIAN GROCER understands that a quantity of cream of tartar was sold for 20c to 30c per pound under the purchase price.

As matters now stand there is a healthy demand from users in Eastern Canada, and this condition will probably apply elsewhere. The basis is a firm and a high one, and the future will largely depend upon what production amounts to in the French centres. And, in the matter of present supply well-posted authorities claim that "spot stocks are very, very light."

Action of Government Shortens Operations of Mills

Sale of Millions of Bushels of Wheat Eats Up Practically All the Remaining Stocks of Grain, and Will Force an Early Closing of All the Larger Flour Mills—This Condition Will, in All Probability, Have Its Influence on Prices

A new situation has developed in the milling industry, owing to the requisitioning of practically all the available stocks of wheat to meet governmental sales contracts. Though there are considerable stocks of flour on hand in Canada at the present time, this sudden change in conditions will unquestionably have a firming influence on the market.

The Canadian Government without apparently any exhaustive inquiry into the stocks of grain available entered into contract with the Grecian Government to sell them 3,000,000 bushels of wheat. The time coming to deliver they discover that there is not now available any such quantity of wheat of the grade sold. The Government, having put themselves under obligation to deliver this wheat, have had to take it from the only sources available, the mills, the railways and the elevator companies.

The quantity sold represents very closely the balance of last season's crop, of all grades down to No. 4. The Wheat Export Co. have released a part of its purchases to meet the demand and have replaced stocks with lower grade wheat, so that there are only limited supplies of

any grade of wheat available at the moment. This condition of affairs is, of course, serious to the milling industry of Canada. It means a tying up of the Canadian mills for probably six weeks, whereas had these stocks been available they might have continued operations practically till the new crop wheat was available.

Fortunately the new crop will be available considerably in advance of its usual season, otherwise the conditions might be still more aggravated.

Think out new ways;
think out new methods;
think out new ways to deal
with old problems. Don't
always be thinking of get-
ting back to where you
were before the war. Get
a real new world.—David
Lloyd George.

BRITAIN BECOMES LARGE IMPORTER OF JAM

The British Isles have become heavy importers of jam as result of war conditions such as scarcity of labor, scarcity and high price of sugar and cost of fruit. These are conditions that cannot be relieved in a season and it is probable that this unusual demand will continue for some time and that a part at least may be permanent.

British imports of jam in normal times totalled 1,000 cwt. annually. In 1917 no less than 163,754 cwts. of jam were imported from Australia alone, to say nothing of smaller amounts from Canada and other countries.

SOME U. S. SOAP FIRMS TO BE INVESTIGATED

Giving Gratuities Claimed to Be Unfair Competition

A number of manufacturers of soap, textile soaps, and allied products have been cited in formal complaints by the Federal Trade Commission on charges of unfair competition in giving gratuities and presents to employees of their customers and prospective customers with the view of influencing the purchase of their products.

Fourteen firms in all were named in this connection, and summoned to appear before the commission in Washington on August 11.

NEW FRENCH TARIFF REGULATION

The new French tariff places a surtax on a number of commodities imported into France and Algeria. Among the food products affected are soap, transparent and perfumed, 10 per cent. ad valorem; soap other than perfumed, 5 per cent. Candles of all character, 5 per cent; gelatine of all kinds, 5 per cent. An embargo still exists against meats preserved by frigorific process, wheat, fermented grape wine and raisin wines.

MARITIMES TO HAVE NEW SIZED APPLE BARREL

A new regulation apple barrel, to hold 100 quarts, will be in use in the Maritime Provinces this year, and Deputy Minister Bradt is now making arrangements for providing the necessary supply. The new barrel will hold four quarts more than that which has been in use in the Maritime Provinces, although smaller than that which Ontario and Quebec growers have used. There will be a uniform barrel throughout Canada, and it will be illegal to use any other size.

Deputy Minister Bradt said that he believed the required supply of barrels could be supplied by mills at Oromocto and St. John and the price will probably be about 45c each, whereas in Nova Scotia the growers have to pay 58 cents. It is expected about 50,000 barrels will be required to meet the demands.

Grocery Trade Increased Tenfold

Lyndroute Store, Roncesvalles Avenue, Toronto, Expands on a Big Scale—Situation and Advertising Help Build Big Business

IN a little better than a year, the business of the Lyndroute store at 390 Roncesvalles Avenue, Toronto, has expanded almost tenfold, and just recently a record has been established in the matter of sales. C. H. Routliffe, who is the senior member of the firm, operating this store, told **CANADIAN GROCER** that five years ago he started four stores in the city of Toronto, in widely separated districts. The war developing as it did, requiring his son who was with him in the business, to enlist, he found it necessary to relinquish some of them, and gradually he disposed of them all, with the exception of the one situated as stated above. A little over a year ago, this store was one of the poorest paying stores of the four that he had conducted, and in a community where he had believed there were great opportunities, Mr. Routliffe was determined to make it a going proposition. With all his time and energies concentrated on the one business, in the past year, he has built up a trade that is remarkable for its expansion.

Now Averages Nearly \$3,000

It is interesting to note in the months prior to April 1918, this store did not average in the weekly turnover much above \$300, but since that time there has been a very rapid increase from month to month, until in the last week of May 1919, the turnover approximated \$4,000. Of course this last mentioned total is the result of exceptional circumstances, chief of which is that occasioned by the fear among the public of a general strike. Mr. Routliffe stated that buying had been on a very large scale in the last week of May, unprecedented in their history. But the **GROCER** representative perusing his weekly records could see that the weekly turnover under normal conditions has been averaging \$2,500. With the advent of warm weather, when the daily consumption of foodstuffs is not so heavy as in the colder periods, and because of the accumulation that has taken place in the past fortnight, Mr. Routliffe looks for a little quieter season, but even at that he expects a continuation of fairly big business.

Situated in Good District

When asked by **CANADIAN GROCER** as to what particular method or methods he particularly owed the remarkable growth of his business, he stated that first of all, the situation of his store was responsible. Situated in a community covering a fairly extensive part of the city, he had a big buying public, and a clientele of real purchasers. His customers were big buyers, and the

Lyndroute store made a point of selling in large quantities.

Developing Large Sale Idea

While, of course, as Mr. Routliffe pointed out, they always sold in any quantity desired, they endeavored to sell goods in large amounts. The bulk of their sales in sugar, for instance, was by the hundredweight, and in similar manner it was their aim to dispose of other lines. The fact that the store also adjoining a moving picture theatre, is in Mr. Routliffe's mind, one of the big reasons for its success. The store is always kept open in the evenings, and a very large amount of business has resulted because of this. People coming out to attend the theatre, very often dropped in to the grocery store and gave an order. While Mr. Routliffe favors the early closing law, and was one of the first to sign the petition, he believed that a difference would be shown in his business returns, as a result of being closed in the evenings. The Lyndroute firm employs two motors and a horse for delivery purposes, and a splendid service is rendered his buying public in this way. This was a big factor in attracting transient business from people attending the movie show nearby.

Weekly Paper Helps Sales

A neighborhood paper issued every

Thursday, is another way in which this firm constantly brings its name before the public. This little paper is widely distributed in the High Park district, and Lyndroute groceries are prominently displayed on the front page. This advertising, Mr. Routliffe claims, has been productive of gratifying results. Special offers are features of the advertisement, and offering certain lines at slightly reduced prices, has always been the means of attracting a good deal of business, and in selling one line that was on sale, is invariably accompanied by a fairly good order. The Lyndroute store is not strictly a cash business. Mr. Routliffe told **CANADIAN GROCER** that it was about equally divided. Little difficulty, however, is experienced as a result of extending his customers' credit.

PAYING PREMIUM FOR CANNED FRUITS

Brokers, acting for buyers, are offering from 15 to 25 per cent. over opening prices in their attempts to get canned fruit for their principals.

Seattle Prices High

A visitor to Seattle reports that on the market there the following prices prevail: strawberries, 2s, \$5.90 per doz.; cherries, ex. stand, \$4.50 per doz.; extras, \$5 per doz.

Lyndroute Groceries LIMITED

390 Roncesvalles Ave. Toronto

Satisfaction Guaranteed

<p>SUGAR</p> <p>30 lb. Cotton Bag, for \$2.05 100 lb. Bag, for \$16.00 Now is the time to buy. Do not run the risk of being short of sugar when it may be needed most.</p> <p>Standard Granulated—all you wish at the advertised price: 20 lbs. for \$2.05 100 lbs. for \$10.20</p> <p>PURE JAM</p> <p>St. Williams' Pure Raspberry Jam in No. 4 pails, for 50c The new prices for jams are much higher. Buy now all you want at 50c.</p> <p>Summer Beverages</p> <p>Ale or Stout, per bottle 10c per dozen \$1.25 Cinger Ale, per bottle 10c per dozen \$1.15</p> <p>SOAPS</p> <p>are going higher. Buy now Lemon 14 for \$1.00 Camfret 12 for 95c</p>	<p>MAGIC BAKING POWDER</p> <p>Mrs. Hunt, Demonstrator for the Magic Baking Powder Company, will be at our store one week. You are invited to come and sample some of the many good things Mrs. Hunt will prepare in her Baking Powder Demonstrations. One week—beginning Monday, June 2nd and ending Saturday, June 7th.</p> <p>MAGIC BAKING POWDER FREE DEMONSTRATION</p> <p>CREAMERY BUTTER 25c LAKEVIEW DAIRY BUTTER 25c DOMESTIC SHORTENING, 5 lb. pails 97c PURE LARD, per lb. 37c NEW-LAID EGGS, dozen 37c</p> <p>34 lb. BAG</p> <p>Monarch Flour \$1.55 Five Roses Flour 1.45 BUY FLOUR NOW</p>	<p>CANNED GOODS ARE GOING UP IN PRICE BUY NOW</p> <p>Finest Tomatoes, per tin 16c 6 tins for \$1.00 Standard Peas, per tin 16c 6 tins for 95c Silver Husk Corn, per tin 15c 6 tins for \$1.02</p> <p>SOUPS</p> <p>Campbell's Assorted, per tin 16c 6 tins for \$1.00 Clark's 2 tins for 25c Domina, 3 tins for 25c</p> <p>Clark's Pork and Beans, large size tins, 3 for 45c Small size, 3 tins for 25c</p> <p>Prunes, per lb. 16c Raisins, per lb. 17c</p> <p>Black Tea, good value, per lb. 47c Red Rose Tea, lb. 61c Lipton's Cocoa 16 lb. pkg. 25c</p> <p>Roll'd Oats, per stone 14 lbs. 70c 7 lbs. 35c</p> <p>Shredded Wheat, 4 for 25c Corn Flakes, 4 for 50c Krumbs, 3 for 35c Grape Nuts, 3 for 25c</p>
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If we are to believe our market specialists, food prices are likely to remain high for some time. World shortage suggests higher prices and it would seem wise to plan accordingly. Our prices are usually in line with prevailing conditions and we invite business on terms fair to you.

MARMALADE
No. 4 Pail
The Quality Guaranteed

Store Open Daily 8 a.m. to 10 p.m.
Phone Jct. 4900 or Jct. 4900 at night and your order will go out on the morning delivery at 10 o'clock. Free Delivering Daily.

SARDINES
Finest Spanish
Regular 50c tin
4 tins for \$1.00

An effective advertisement recently used with good results by the Lyndroute Grocery Store.

Unconscious Influence Decides Sales

Dealers Unknowingly Frequently Put Their Influence Behind Certain Brands

"THE sale of gum, while it may not amount to a very heavy volume, is very good business," states Jas. Thomson, James St. South, Hamilton, Ont. "There are some people who think that it is a children's business," he continued, "but that has not been our experience. Of course we have a silent salesman on the street for selling gum, and we don't know who patronizes this machine; indeed we keep it mainly because it always has a supply of coppers for us. It sells perhaps \$5 a month. That may not be considered a very large business, but the convenience of always having an available supply of coppers to fall back upon makes it distinctly worth while to us. Of course the bulk of our trade for gum comes direct to the store. Situated as we are within a block of the C. P. R. station, and only a block or so from the Y.M.C.A. and a roller rink, we find there is a pretty steady demand for gum. We keep it, as you see, on the top of the candy display stand, right at the front of the store, where it can be secured without any difficulty or delay. We sell three kinds. We find, however, that one of these has the largest sale.

"No, I do not know that we display any preference in the sale of this line. There is hardly enough in it to justify this action," he added.

That Unconscious Influence

It is an interesting fact, however, that every person entering the store has to pass under a large display sign that calls attention to the particular merits of the best selling line. This sign was placed in position with Mr. Thomson's consent, and it is certain there was no advertising matter of either of the other brands of gum displayed. So while this particular merchant was confident that he was doing nothing to influence the sale of this particular line, it is undoubtedly a fact that the sign in question placed with his consent was having its influence in directing sales.

Made a Sale

In a commodity such as gum, that represents a sale of 5 cents, it is absurd to suppose that a merchant will consciously devote much time to advocating any particular line. He may do so casually at times, or he may take some pains to do so at other times. For instance, some time ago Mr. Thomson introduced a certain grade of gum to men who were trying to break off smoking by telling them that its flavor very closely resembled tobacco, and by inducing them to try it. But in the majority of instances the influence will be of a more or less unconscious character.

For instance again: J. Venator, 745 Barton Street, Hamilton, also keeps his

UNCONSCIOUS INFLUENCE DECIDES

There are a good many dealers whose idea of service is to give the customer just exactly what the customer asks for. At least there are those who think this is their idea. There are other dealers whose idea of service is to give the customer the best article to be had for the money whether the customer happens to know it by name or not. These merchants believe they are in a better position to know about the merits of various foodstuffs than the average housewife, and that in putting their knowledge at her service they are rendering the store essential to her.

This is not dishonest substitution as some have claimed, as it does not suggest deception. It is service. It means that the customer, and the quality product, get what is coming to them.

display of gum on the candy case at the front of the store. He also stated that — was the best seller, but that for himself he was inclined to favor —.

A casual glance at the display of gum on the counter failed to locate the best selling brand. It was noticed later on the shelving behind the counter farther down the store. As there was no vacant place on the counter it was fairly evident that this was not a chance condition. But the brand that Mr. Venator himself favored was there at the front of the store, with whatever selling benefit accrues as a result of a better display position. Now very probably this was an unconscious preference, but it was a preference that showed practical results in sales nevertheless.

Different Variety, Different Buyers

There are other conditions that influence sales. There is the children's business and the adults' business for instance, the one a 1 cent transaction and the other a 5 cent one. In one case the grocer gives one line of gum, and in the other case another. A one cent purchase may not look large but it mounts up. As an illustration, it might be mentioned that the largest banana corporation in the world figures on making one cent a bunch on bananas, not a dozen, remember, but on a bunch. The one cent sale that does not take too much time to handle is a very worth-while sale, and the result of this enquiry goes to show that it is going practically exclusively to one brand of gum. Such was the evidence given by Mr. Venator, by A. MacIntyre, Cannon Street, and by Fred F. Daley, Cannon Street, Hamilton.

Mr. Daley, however, states that the bulk of his trade is in —, and it was

Location of Displays Speaks as Loudly as Sales Talk

a very nice little trade at that. "I always buy in \$10 lots," he said. "The company makes a special offer at this figure, and some sort of a bonus gift, and I always take it. I don't 'kid' myself into thinking that I am not actually paying for these things. Of course I know I am; at least I am getting them as a sort of cash discount. It isn't so much that they are of any real importance, but they interest me enough to induce me to buy in these quantities. I do this because I know I can easily sell this line. It is the only line I handle barring the cent goods that I sell to children."

J. Curry, King Street East, Hamilton, sells practically only — gum. He keeps it in a closed glass jar almost directly behind the counter where he stands to serve customers. Anyone stopping to make a purchase must of necessity see this case and be brought under its selling influence.

Not a Regular Customer

"Gum is not a regular customer trade," according to the statement of W. R. McCaw, Roncesvalles Ave., Toronto. "It is a passing trade sale, and as such is of real value to the store, though the aggregate turnover may not appear very great." He sells two lines of one manufacturer's and one of another, with the bulk of the sale being represented by the latter brand. He stimulates this trade by keeping it prominently displayed in a glass container on the showcase.

Donald McLean, Roncesvalles Avenue, Toronto, states that he does not sell more than a box a week. These boxes contain twenty-six packages, that is of —. He usually carries another line, but he sells more of the former. He very rarely sells it with his regular orders, but sells it to adults largely. He always has it on the showcase where the candy is displayed.

D. M. Cooper, 230 Wellesley Street, Toronto, sells a couple of boxes of gum a week. These sales consist largely of —. He also carries —. Sales in gum are not heavy. An occasional customer buys a package with her order, sometimes stating it is for medicinal purposes.

Some grocers spoken to state they frequently suggest gum to be used by persons of dyspeptic character after eating. In this way they have started adults buying gum who have been fairly continual customers for it.

The investigation shows clearly that the merchant who displays his gum on the counter or attractively in a display case will sell more of it than the one who keeps it out of sight. Many buy it because they see it, just as they do confections, jewellery, and other lines.

What the Customer Thinks of the Store Service

Guelph Board of Trade Sets About Finding What is Needed to Improve the Service of the City's Stores—Citizens Asked for Suggestions, and Many Are Received

THE Guelph, Ont., Board of Trade, with the idea of getting some information that will be of use in bettering the service of the city's stores, and consequently of service in building up the city, recently sent out a circular to every home in the city, asking for a frank comment on the service rendered by the stores. The circular read as follows:

The Enquiry Sent Out

"The retail merchants of Guelph want to improve their store service. They want to make trading in Guelph the best within fifty miles. They want every buyer in Guelph always to be sure of unequalled store opportunities.

"They want their customers to suggest how this may be done.

"Please help the Guelph merchants to give you better service by filling out the lines below and returning to Retail Merchants' Division, Chamber of Commerce, 30 Douglas street, Guelph, Ont."

Here followed a blank for the receiver's comment.

The replies, while not always particularly novel in viewpoint, did present some suggestions that indicated that the customers of stores are aware of some of their shortcomings, and are alive to the possibility of improvement. Some

of the suggestions for improvement were as follows:

Sundry Suggestions

"Have prices just and reasonable, combined with prompt service."

"Have clerk telephone or call customer for their order on stated days each week."

More "Pep" Needed

"Have clerk show 'pep' in attending to customers. This applies to 95 per cent. of all stores in Guelph."

"Grocers and confectioners ought to make war on the fly. (Woefully required in some stores.)"

"'Dress up' windows more frequently."

"Make a 'gift day' once a month. Give about a \$10 article, to be drawn by number."

"Have a record of sales made daily, and give a bonus to the clerk making the largest monthly sales. (Try this out and get a surprise.)"

More Advertising Advised

"By exhibiting more enterprise in advertising and demonstrating their wares. Consider the working classes and keep prices on a level with other places."

"By a little faster movement on the part of the clerks."

"By a perfect willingness to show merchandise, whether you buy or not."

"To smile and say 'Good morning' or 'Good afternoon' to customers, as the case may be."

"Have uniform set of prices."

"In some instances, prices are much too high in comparison with other cities."

"Why not try a Friday bargain day once in a while, and also have more competition. It's competition that will develop trade."

"Put on a sale once in a while. Advertise it well and you'll get a pleasant surprise."

A MODERN HIGHWAY ROBBERY

A new method of highway robbery was reported to the police to-night by Joseph Hardcastle, a superintendent for the Borden's Farm Products Co., who stated he had been robbed of \$34,000 while motoring to a bank with the day's receipts of the Borden station at Coney Island.

Mr. Hardcastle said that the highwaymen drove up behind his light automobile in a heavy touring car and smashed into him, throwing the lighter car into a ditch.

When the stunned occupants recovered, they found themselves facing levelled revolvers in the hands of three bandits, who seized the small black bag containing the money. The bandits fled in their machine before Mr. Hardcastle or the three guards who had accompanied him could draw revolvers.



The store of Lumley & Chauvin, Tilbury, Ont., is situated in the very centre of one of the most prosperous sections in Canada, and on the country road between Essex and Kent Counties. It is 35 miles east of Windsor, and 20 miles west of Chatham. The country surrounding is given over to the production of canning crops and the town is well known as a canning centre. The locality is also a great oil centre. The community is a prosperous one, so that it is an unusually advantageous location for the general merchant.

Nuts Likely to be Higher in Fall

Stocks of Brazils Becoming Exhausted—Almonds and Walnuts Are in Big Demand

ACCORDING to the statements of large importers of nuts, prices will rule very high in the coming Fall, when demand begins to increase. Great Britain is providing a big market for nuts and buying heavily of all offerings. The tendency in almonds and walnuts is for very strong prices this Fall. Spanish peanuts are at present selling at the same price as it now costs to import them laid down in Toronto. Brazil nuts are being pretty well cleaned up, and it is more than likely that the supply will be exhausted long before an-

other crop is available. Prices on Brazils in the shell are double what they were when they first came on the market. The Brazils usually last through the Christmas season.

Cocoanuts are very hard to get. This is due largely to the fact that copra, a derivative of cocoanuts, is being used in the manufacture of a butter substitute in England. Coconut, stripped, is selling to the trade at 30c per lb. Indications point to higher quotations on both stripped and shredded cocoanuts.

Farm-to-Table Plan Fails

UNDER this caption, "The Canner," Chicago, has this to say of the plan brought forward some time ago by Postmaster-General Burleson, of the United States, with a great blowing of trumpets, and a confident announcement that the middleman was going to be proved once and for all an unnecessary cog in the wheel.

"Do you remember the loudly heralded and vastly discussed 'farm-to-table' plan that was going to cut deeply into the high cost of living? Every reader of 'The Canner' probably recalls this Burleson hobby which threw a scare into the grocery trade, who saw a considerable part of their business diverted from them taking the 'direct route,' which was supposed to 'eliminate unnecessary middlemen,' etc., etc.

"The farm-to-table plan fell flat for the very simple reason that the public didn't take to it. This an authority of the Postoffice Department acknowledged, admitting that the experience gained in attempting to put over the farm-to-table plan proves that the housewife prefers her neighboring grocer and won't go to the trouble to write letters to a truck gardener or egg producer located from a hundred to a thousand miles away.

"To divert very much business from the regular channels of trade isn't easily accomplished. The 'regular channels of trade' came about as the result of hundreds of years of experience. The wholesaler serves a useful, in fact, an essential purpose, as also does the retailer.

"In what is a sort of obituary notice, the Postoffice Department admits that 'There is little indication that the parcel post will bring down war-boostered prices for any great number of people. Although the department has been working for years to make this system general, people generally seem unwilling to patronize it. People seem to prefer to go to the corner store for their produce and

more because it's more handy than ordering days ahead from the farmer. The farm-to-table plan has not done what the department expected of it.'

"The corner store is far more convenient, and it may be doubted if the grocer's prices are any higher than the farmer's."

Corn Syrups and Starch Advance

Strong Prices Ruling on Corn Market Are Reflected in Quotations on Products

SENSATIONAL advances in the Chicago corn market recently when corn advanced to new high levels, is reflected in the markets for corn products this week. Corn syrups show a rise of half a cent per pound on bulk goods and of 30 cents on all case lines. The advance in corn starch is also half a cent per pound. The last advance in these products was early in May, when a similar jump was recorded. This increase in quotations makes the third since the beginning of April. Indications point to a very firm market on all corn pro-

ducts. Weather conditions have not been very favorable to the crop of late, it being too dry and hot. It is also stated that the acreage planted to corn in the United States this year is not nearly as heavy as in former years. On account of the guaranteed price on wheat in the States, many corn growers planted wheat, where usually corn was grown. Then the likelihood of a heavy European demand is undoubtedly having a stimulating effect on values. Bulk corn syrup is now selling at 8¼ cents per pound. Laundry starch in bulk is selling at 10 cents per pound.

Soap Powders Now Higher

Surprise and Borax Powders Are Selling at \$2.85 Per Case—Other Soaps Also Show Increases

FOLLOWING the advances on both laundry and Ivory soaps, as announced in CANADIAN GROCER two weeks ago, there has now been a rise in quotations on soap powders. Lifebuoy soap has made a further advance, the new price which has just gone into effect being \$7.50 per case of 100 bars. Surprise, Comfort, Borax and Sunlight are steady at the recent advance. Surprise soap powder and borax powder have advanced to \$2.85 per case. Similar increases are reported in Pearline and Gold Dust powder. Gold and White

Naptha soaps are now selling at \$8.25. Fels Naptha is \$8.80 per case. N.P. soap has advanced 35c to \$5.35 per case. Lux is selling at \$7.75 for cases of 72 packages. The reason of the advance is attributed to the increasing cost of raw materials. A jump of nearly 4c per lb. has taken place in the price of fats in the past week, and tallow, as is generally known, enters largely into the composition of soap. Consequently an advance in soap prices was inevitable. Cases of Ivory soap, small bars, have risen to \$8.

ENGLISH DEMAND FOR JAM WILL STIFFEN CANADIAN MARKET

With the exception of marmalade, jams of all kinds in the United Kingdom have been scarce and dear for some time. At the present time it is almost impossible to procure a small supply. The general opinion prevailing is that even the liberal grant of sugar to householders for the purpose of making jam will only meet the situation in part; and however large the home crops of fruit may be they will prove inadequate to meet the demands of the consumers. Furthermore, prices of preservable fruit are likely to be so high that only a small proportion of the people will be in a position to purchase them for preservation. Strawberries, although plentiful, are commanding \$2 per 4-lb. basket. Gooseberries are 18c per lb., and raspberries and currants are expected to command exceptionally high prices. There is no indication that plums and damsons will be plentiful or cheap.

This being the case there is little likelihood of an exportable surplus of English or Scotch jam for the market, and there is little doubt that Canadian manufacturers will make a strong bid for this business. This fact in conjunction with the high prices that have been paid for fruit will assume strong figures during the coming season.

How to Build Up the Home Town

By E. M. TROWERN, Secretary, Dominion Board, the Retail Merchants' Association of Canada, Incorporated.

THE place where most people congregate in a village is the country store. It is usually a Post Office, the place where the farmers exchange their eggs and butter, the committee room for the politician, the headquarters for countryside gossip, a meeting place for friends, and the place where the merchant is supposed to keep everything from a needle to an anchor. It is from these centres that the villages develop into towns, and the towns into cities. The more the merchant prospers, the better the village prospers, and so it is with towns and cities.

Goods in the retail stores in New York are of little value to the people of Canada. They want to be able to go into the shops in the place in which they live and examine the goods, price them, order them, and either take them home or have them delivered. They want to know also that the goods they select personally are the goods they get, and this is where the local merchant will always have the advantage over the mail order house system, which means that when you buy goods you must rely almost entirely upon the selection by other people, and not upon your own judgment. Perhaps the best illustration that can be given of the advantages of buying in the home town will be understood by those who are familiar with the question of selling boots and shoes at retail, and the correct fitting of the same.

Goods Not Satisfactory

Not long ago, the writer's attention was called to a rather singular circumstance. Visiting a small town in the cool of the evening, when the ladies of the town were visiting the Post Office for the evening mail, a merchant, well posted in the Boot and Shoe business, called attention to the fact that ten ladies out of twelve who passed were wearing mail order shoes. He discerned them by the way in which they fitted the feet. Some were too high in the heel, others too low; some too broad and others too narrow. They were not only uncomfortable but they interfered with the poise and carriage of the wearer. Had these shoes been purchased in the home town, these faults could have been avoided, much to the comfort and well-being of the wearer, and at perhaps less cost in the end. This illustration might also apply to a large number of other articles.

Merchant Should Emphasize the Point

The retail merchants themselves are not entirely blameless for this condition of affairs. Every merchant in business knows that the best way to shop is the legitimate way of shopping, and that is for the purchaser to see the goods, examine the quality, ascertain the price, and find out if they suit before the money is paid. The reason why these facts are not pointed out more prominently by the

retail merchant is that they know so well that the above is the proper plan of buying that they believe the public generally should have the same information, whereas perhaps there is more ignorance existing among the general public with regard to the quality of merchandise than there is in connection with almost any other subject. Every merchant will bear testimony to the fact that there are many customers who have an idea that they know all about the quality of goods, whereas, as a matter of fact, they know very little, and it would pay them far better to explain their requirements to an

The great city is merely a development of the small town. Every town is potentially a city, and has nothing to fear from the competition of the larger centre, providing that this competition is wisely met, and that the merchant of the smaller place makes the most of the really overwhelming arguments in his favor. The satisfaction, the convenience, and the promptitude of the service that the small store can offer are conditions that cannot be equalled by the strongest outside selling interest. But the people must be made to see and understand and this is the work of the merchant, and thus will he build up his town.

honest merchant who knows his business, and secure his assistance in selecting the goods, and in this way they would secure better value, as well as the styles that would best suit them.

The citizens of every city, town or village should take a pride in their retail stores in their community. The better the stocks the merchants carry, the better the selection the citizens have, and the greater the number of people who purchase in the home town the better the opportunity the merchants have for increasing their stocks and carrying the latest styles. All citizens who send their money out of the town are injuring the business of the town to that extent, and they are doing an injury to those citizens who patronize the local retail merchants.

The Personal Element

Retail merchants select goods for the

convenience of their customers. They study their requirements; they understand the extent of their purse, and the goods are always on hand, ready to be delivered at a moment's notice. Merchandise in Europe is of a very little use to the citizens of any city, town or village in Canada. The goods must be here, ready and waiting, and our system of distribution is so arranged that if trade is developed along natural lines, and those who receive their money from the town patronize the town, they are not only making it convenient for themselves but also for every other resident of that town. If the retail stores were taken out of the cities, towns and villages of Canada, it would be equivalent to destroying the commercial life of Canada.

Appearance A Large Factor

Although not generally mentioned, when the development of a city is questioned, the first thing that strikes a stranger when he enters any city or town is the character of the shops in that city or town. If they are poorly kept and poorly stocked, with unpainted fronts, the town can be considered to be on the decline. If the store fronts are well painted, and the stocks well kept, and the retail merchants alert to their business, the town is always prosperous, and it becomes an attractive place for the farmers and mechanics to congregate. It generally develops into a community hub, and the effect is reflected in the homes and in the surrounding farms. The nearer a good farm is to a thriving city, town or village, the more valuable the farm becomes, and the more valuable that farms become, the better will be the business done in the city, town or village. In this way the whole community thrives.

Buying in the home town, therefore, means very much more than appears on the surface. It benefits both the buyer and the merchant. It helps to improve the streets, to reduce taxation, to add to the enjoyment of life, to bring the goods that are made at a distance to a common centre where they are needed. It circulates money, giving all an equal chance to secure some of it, and in this way buying in the home town helps the merchants, lowers the price of goods to the consumer, aids the financial institutions, gives more money in taxes for better roads, better police and fire protection, helps the newspapers, enables the municipality to pay better wages to school teachers, assists in the erection of better churches and public institutions, and, finally, establishes better residential districts, and in this way prosperous cities and towns are built up. The object, therefore, of all loyal citizens should be to buy the things they require in the place in which they live.

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THE VERY FIRST QUESTION

HERE is a lesson for every retailer in what Lloyd Harris of the Canadian Trade Commission has been telling the manufacturers since his return from Europe. The Commission went over to do everything possible to sell all the Canadian goods it could and Mr. Harris says it was handicapped right from the very start by not being able to give prices. Thousands of letters were received asking about goods and always the first question asked was "How Much?" This question is a universal one no matter where business is done. It is the very first thing that comes into the mind of the man or woman in whose mind the desire to buy has been created. The importance of always giving the price of goods shown in the window, in the store or advertised has been pointed out before in CANADIAN GROCER. Merchants who fill their windows with goods in which no prices are shown are working under a handicap. Any number of people would like to buy but simply will not go into the store to inquire the prices, because they think they may be high, or because they think they may be forced to buy or for some other reason. As Lloyd Harris told the manufacturers, the price is a most important consideration and because he was unable to tell people in Europe how much the goods they inquired about would cost, the chance was missed for closing up a lot of good business right there. Just in the same way the merchant who does not let people know his prices is constantly missing a lot of opportunities for good trade.

THE VASTNESS OF POSSIBLE MARKETS

THE talk we sometimes hear about getting 100 per cent. of the trade in any given field is generally due, states *Printers' Ink*, to the inability of the ordinary mind to grasp the vastness of possible markets. The automobile business, for example, is so wonderfully successful, and the use of cars is so generally in evidence, that it is not uncommon to hear talk of saturation points. It is almost impossible to speak of any phase of the industry without using the words "millions" and "hundreds of millions." Can the layman in statistics be blamed if he believes that there cannot be much further room for expansion in the business?

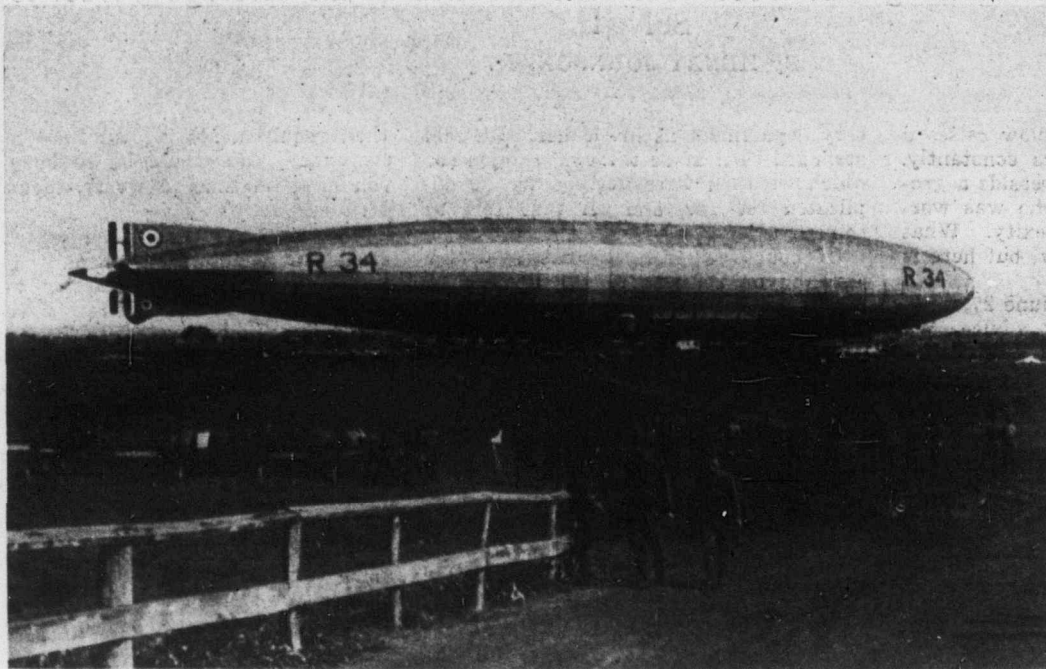
For some time, indeed, it was said that the horse was on his last legs. But speculations in the decline of the horse were evidently premature. Astounding as is the development of the motor-car business, according to the *Commercial Car Journal*, no less than 85 per cent. of the United States' hauling is still done by horses. It is, therefore, likely that the horse will be with us for a while yet.

The same may be said regarding many other lines. Especially is it true regarding the possibilities for sales of other commodities. We have really not scratched the surface. There are unlimited opportunities in every community for every live merchant who will analyze local conditions and needs, and who will go out after the business.

BETTERING CONDITIONS

THERE have been more reports in the past few months of firms shortening hours without reducing the pay of their employees, establishing profit-sharing plans, granting half-holidays, in some cases whole holidays, and taking similar steps, than appeared before in years. One of the changes brought about through the war is a difference in the attitude between many employers and their help. It would appear that many more changes of this kind are yet to come. England seems to be setting the pace and the rest of the world is falling into line. This process of bringing employer and employee closer together is not being accomplished without a good deal of industrial disturbance, but there seems little doubt that eventually it will work out so that there will be closer relations and harmony, that will make for better business. The question of bringing capital and labor together has been a big one for some time, but more progress is being made in solving it now than for a long time. One of the most encouraging factors in all that is being accomplished is the distinct tendency to make for better living conditions, better home life and more education. All these have been badly needed, especially in many of the big industrial centres. One of the best things the workers in England are doing is the gradual elimination of slum districts and the establishment of workers' villages where living conditions are in many instances almost ideal.

Current Events in Photograph



First Dirigible to Cross Atlantic

The photo gives a good idea of the great size of the R34. It was taken shortly after the explosion which tore the dirigible from her moorings. The explosion was caused by the gas in one of the front sections becoming heated by the sun. It tore a section of the outer skin thirty feet long from the forward lower surface of the gas bag. This accident has delayed the return trip of the huge aircraft. But it is now on its way, having left Wednesday at midnight.

A Town on a Cash Basis

Grocers of Kincardine, Ont., Have Adopted a Uniform Cash System—No Credit or C.O.D. Orders—Co-operative Dealing Also Helps to Reduce Charges

ONE year ago the 1st of May all the Kincardine, Ont., grocers decided to sell only for cash. Some time before that they had adopted a general delivery and found it so satisfactory that they decided to adopt still further innovations. This time it was to put the trade of the town on a cash basis.

The grocers who entered this agreement, and at the time they represented all the trade, are: E. Renker, H. T. Anning, A. Bisset, Peter McGraw, Miss M. Robinson and Fred Buckingham.

Cash Business a Success

The cash, and strictly cash, business has been a big success and as one merchant put it, "If you were the wealthiest man in town and lived just across the street and phoned and asked for an order sent across on credit or C.O.D. you would not get it. All goods are paid for before leaving the store—no C.O.D. business is done.

Business is Done

Kincardine's delivery system consists of a man and boy who, for \$45 per week, or \$7.50 each, merchant supply rigs, horses, etc., and do all delivering efficiently and well.

Another good feature is no Saturday night delivery.

Altogether Kincardine is an example

of what intelligent co-operation among merchants can accomplish for the good of themselves and community as there is no question that selling for cash and cheap co-operative delivery reduces materially the high cost of living.

ROBERT SIMPSON CO. TO HAVE MAIL ORDER BUILDING IN HALIFAX

The Robt. Simpson Co., Toronto, are about to erect a mail order building in Halifax, land having been purchased recently for the purpose. The firm has awarded contracts to the Wells Construction Co., Toronto, who are proceeding to put up the building. It will be 300 x 100 feet, five storeys high, and of concrete construction, and it is expected that it will be completed by the Fall.

CHANGE IN BASE PRICE OF SARDINES

The reduction of the minimum price of sardines in the Bay of Fundy to \$10 per hogshead, by the Weir Owners' Association, of St. John and Charlotte counties, is expected to give the packers an opportunity to do business in spite of abnormal conditions in this line. The weir owners took the step voluntarily in order to try to save the situation from absolute stagnation.

AN ESTIMATE OF CALIFORNIA DECIDUOUS FRUITS

Those who have made a careful study of the California fruit centres have estimated this year's crop about as follows:

Raisins, 200,000 tons; prunes, 300,000,000 lbs.; peaches, 40,000,000 lbs.; apricots, will be a short crop; cherries, will be a fair crop; figs, will be a good crop. For fancy Blenheim apricots in 25s for export, one buyer paid 35c per lb.

TO ABATE EVIL ODORS IN MONTREAL

Montreal civic authorities assure the citizens of Point St. Charles that they will have the smell nuisance from the rendering plants of the abattoirs under complete control by the fall of 1919. Securing experts from New York, plans are under way for the necessary changes in the various abattoirs which will prevent the continuance of offensive odors escaping. It is stated that the contract for this improvement is binding in such a way that the remodelled plants will be operative by September.

SNEAK THIEVING AGAIN

A sneak thief stole \$25 from the cash drawer in the store of H. L. Kaiser, grocer, cor. Ossington Ave. and Davenport Road, Toronto, recently. The thief entered the store and asked Mr. Kaiser for a quart of vinegar. When the grocer went down cellar to get it the man sneaked behind the counter, and opening the money box, stole the money and fled from the store.

"Sit Tight and Don't Rock the Boat"

Character Wins—Nothing Else Does—Common Problem of the Average Grocer is Solved

By HENRY JOHNSON, Jr.

THE letter inserted below raises a question which recurs constantly. Only last night I sat beside a grocer in a convention city who was worrying over a similar perplexity. What his case was will come later, but here is the letter:

June 27, 1919.

Dear Sir:—I want a little advice. We have a man here (I won't call him a grocer) running a grocery store. He and his wife and daughter are the staff, with a man who works part time to do the delivering, so his expenses are light. He formerly was on a side street with very light rent. Now he has moved to the principal street and has purchased a building for a big sum, has paid only a small amount on it and so is heavily obligated. But in any event, and to get to the basis of my trouble, he is a slasher. He sells goods for very small advances on costs, for instance, canned tomatoes costing \$1.75 he is retailing at 15¢ per tin. He is quite close to me.

Personally I have not paid any attention, have gone on in my usual way; but some of the other retailers are up in arms, and on account of me being one of the oldest retailers in the city they came to me to ask the best method of handling a fellow of this kind. I hardly know what to advise so I ask you.

The correct solution of this difficulty can be found in my correspondent's own words: "I have not paid any attention," or nearly so. The fact is that every merchant must pay attention to everything. He must be awake to what happens around him and be alert in his business. Thus such things as this man reports become helps and not hindrances; stimulants, not sources of dismay or discouragement. It would not be well for either ourselves or our customers for us to have things run along in an even groove without care or difficulties. Everything needs to be stirred up occasionally to keep it wholesome.

But the man who has a business established, with a clientele of patrons who like his ways and trade with him by preference, need not be troubled unduly. What he must think is that this is a call for him to perfect his methods, strengthen his service, redouble his efforts to merchandise intelligently. Then his business will weather all such flurries. Perhaps some parallel cases will help to solve this trouble.

The Country Merchant Who Failed

A few years ago a general merchant who had two successful country stores, moved to our town to educate his children. Soon he rented a building not a block away from my location, stocked it with general merchandise, including groceries, and proceeded to use the gro-

cery department as his leader. He sold standard corn at 8¢ the can, salmon for which we then were getting 20¢ he duplicated for 16¢, and all that sort of thing.

Of course we felt it. Many of our cash buying customers went over to Sol's to trade, and let us know that the goods were O.K. for the price, much cheaper than ours and so forth. What did we do? Well, nothing, perhaps, so far as outside appearances went; but we did a lot inside, just the same.

We devoted ourselves with redoubled efforts to our regular credit customers. We kept our windows very fresh and handsome. We strove to be most prompt in our deliveries and in every other way to deserve and retain the trade of the most worth-while people. And what was our conviction behind the scenes? It was that Sol could not deliver the goods.

We had trouble with deliverymen and we had long local experience. We knew that he would have greater trouble. In spite of what we could do, we had dissatisfaction, occasionally, with our service. We knew he would have more dissatisfaction than we did. We knew that our customers would not eat and be pleased with ordinary standard corn if they bought it from us, no matter what the price. We knew equally well that they would not long go to Sol's for goods of that grade. We knew it kept us hustling and exercised our wits to keep the right goods and give the right service to our people, we with twenty years' local experience, personally, behind us. We knew, therefore, that he could not make a go of his store.

Some Trade Drifts

So, while we certainly lost some trade, we noted that it drifted back again, and we were careful not to comment on its temporary absence. We just did the best we could to make the returned sinner welcome again to his father's mansion. Most important of all we strengthened our efforts for new trade, through our regular special sales and through the best advertising we knew how to do.

You must bear in mind that all business needs new blood in it. If no effort is made to get new people the business does not grow as it should. And if a business stands still it rots. The special sale, not a cut-price sale, is a means of introducing new lines, or stimulating interest in old ones. It is an entirely legitimate means to attract new people, but, what is much more important and generally overlooked, it is a wonderful power to keep your store sold to your own customers. Did you ever stop to think that if you could keep as a customer the occasional buyer and sell all

their requirements in your lines to your customers, you would be so busy that you have no time to worry about competitors?

This was the time when we emphasized our windows. Not only did we keep them clean and attractive, but we began to make it a matter of regular Saturday night routine to have them dressed the last thing before we locked up. Never would a customer pass on Sunday without seeing goods so attractively and so temptingly displayed that a goodly percentage made mental notes and bought these very things on Monday.

Sol Quits

Then came a day when I chanced to meet Sol on the street. We had been friends for years and the little trade battle had not changed us, so we stopped to talk. He said:

"Well, Mr. Johnson, I have decided to quit the grocery business. I can make a little money on the other lines but not on groceries. Even on the dry goods end I do not begin to make the money I make in my country stores but I can get by, though I am willing to quit that also any time I see a buyer. I only wish I had talked with you before I went in."

I assured him that if he had talked with me I should have told him what he might expect; but I said that I felt better as it was, because of he had not stocked groceries on my advice he never would have been so satisfied as he now was. The fact was, his competition had been a great benefit to us.

The man beside whom I sat last night bought a business five years ago from a man who was losing money on it. It was a cash business and he had the notion that he must sell at cut rates to retain a cash paying clientele, and he cut to the bone. The new man followed these tactics for a few months and found he was changing dollars. He then changed onto a credit service basis. The business which had run \$53,000 increased steadily until now it is around \$85,000. Now comes in a neighbor, very lightly financed, on borrowed capital, who begins the cutting game, and my friend gets panicky. The new man sells bread costing 8¢ and 9¢, and my friend follows him, on such customers as buy for cash and carry their goods home. He follows in other ways.

I told my story to this man and advised him to sit tight, cultivate the trade he has now assiduously and bid as hard as possible for the more particular customers of the town. I urged him to shun any following tactics as he would a pestilence.

Sit Tight—Steer Straight

So now I say this to the present cor-

respondent. Do not get "up in arms" with your neighbors; do not attempt any kind of "handling" of the newcomer. Let the competition stimulate all of you to greater efforts within your own stores. Instead of looking outward at him, look inward to make sure that your own houses are in proper order. Have every remote corner clean. Be certain your windows do not work against you

by being dirty, ill-dressed, fly-specked and otherwise unattractive. Be sure that whatever you sell reaches the consumer in better condition than ever.

Be dead sure that your own service is above reproach and that your charge therefore is right. Have it just and equitable, and better it as much as you can always, but there is no nourishment in doing business without a fair return

You do not have to do that and the men who do not try to do it are the ones who survive and prosper long after the cutters have gone the way of all folly.

I often think of Hans Jevne. Of all the grocers who have crossed the stage in Los Angeles since 1889, when Hans started, he is the only survivor, the consistently high priced, high service grocer.

Mr. Parsons' Misstatements

By Col. J. B. Maclean in "The Financial Post."

S. R. PARSONS was president of the C.M.A. in 1917-18. He liked the honor so much, he put his whole thought into it. He enjoyed it; it became so much of his life, he forgot in 1918-19 that he was no longer president. In fact he complained several times recently to his friends that he was so busy with association affairs he had no time for the B. A. Oil Co., where he is employed. He was always on the spot with a speech or a letter to defend capital, or to attack any who might not agree with what he—always with the best of motives—thought inimical to the C.M.A. It became a habit with him. There was, too, perhaps, a touch of vanity, which warped his good judgment and he began to speak unwisely and to make foolish suggestions. This rather displeased some of the industrial leaders for whom he assumed to speak. He threatened the Methodist Church with the disapproval of the millionaires just when men of this type are trying to keep under cover. His last break was a letter to the Press, suggesting that the place to look for profiteering and high prices was the wholesale and retail trade. Experienced manufacturers agree with Lloyd Harris that the biggest problem before us is not the making, but the selling of Made-in-Canada goods, that the friendship and co-operation, particularly of the retail merchant, is absolutely essential. Their opposition would kill the Made-in-Canada movement; and for the self-assumed mouthpiece of the C.M.A. to rush into print over his own signature in so uncalled for a way was quickly recognized as damaging. But Mr. Parsons now explains he was merely emphasizing something the Minister of Labor said—but, which it happens, he did not say. This makes it worse, and it is also an example of the little vanity habit referred to above, that, of course, the public would not approve of the idea until it had Mr. Parsons' endorsement for the C.M.A., even though the Hon. Mr. Robertson is one of the most highly regarded members of the Cabinet, in fact, has shown himself an unusually broad type of Minister.

Anyway it was the last straw, and mutterings from a certain influential

In this article Col. Maclean contends that certain of the statements publicly made by S. R. Parsons, late president of the Canadian Manufacturers' Association, were lacking both in wisdom and correctness.

Especially does he challenge the statement made by Mr. Parsons that the place to look for profiteering was among the wholesale and retail trade.

In the present position of Canada the interests of the manufacturer are the interests of everyone, and therefore this article, which aims to improve conditions that have militated against the best interests of the manufacturing fraternity, should be of interest to everyone.

quarter developed into a suggestion that THE FINANCIAL POST tell its readers that Mr. Parsons had now no official position in the association, and that his prolific utterances misrepresented the great mass of manufacturers, and never more so than when he, as a manufacturer, went out of his way to suggest an investigation of merchants' books for the real cause of the higher living costs. As requested, FINANCIAL POST pointed this out, and as many of our readers know Mr. Parsons did not take the hint. Instead, he occupied much time at the annual meeting in an attack on me and my motives. Chiefly, he said the article was due to his refusal to take up a grievance with Mr. Murray, their secretary. This was a serious charge and he clearly misled the meeting.

The facts are these: Business newspaper publishers, in common with the paper makers, Western Canada manufacturers, and other members, had complained of the way Mr. Murray was dealing with their interests. A Made-in-Canada campaign was in progress and the association offices were all the time actually using foreign, instead of Canadian-made paper. Because of dissatisfaction, the Western manufacturers decided to withdraw, and had actually formed new associa-

tions. These things had all been righted more than a year ago by the retirement of Mr. Murray and could not have had the remotest connection with the article in THE FINANCIAL POST saying that Mr. Parsons no longer spoke for the C. M. A.

Mr. Parsons further said I had come to him soon after he was elected president and denounced Mr. Murray. I said this was untrue, that I thought I had Mr. Parsons' own letters to prove it, and that I would answer for the benefit of the members generally in THE FINANCIAL POST. I am able to do so. The letters show that it was Mr. Murray who went to Mr. Parsons, and Mr. Parsons had come to me just as Lloyd Harris, T. A. Russell, Mr. Sherrard, and others had come to me on the same errand. I said I could not take the matter up until a libel action I had brought was disposed of. The file shows that Mr. Parsons made his first approach to me on Mr. Murray's behalf through the editor of THE FINANCIAL POST, October 24, 1917. Next he writes, November 2, saying that Mr. Murray had spoken to him and says he wants to bring us together. On December 31 he writes respecting this and saying that Mr. Murray was anxious to meet me, and so he goes on.

This evidence is surely sufficient. Mr. Parsons' own letters, signed by himself, prove that he stated what was untrue to the annual meeting. These are only part of his misstatements. More exposure of Mr. Parsons and the Sam Harris clique and their petty politics are to follow, which I hope will speed up the reorganization of the C. M. A., overcome the mistrust and antagonism that is hampering all Canadian progress. One has only to read the newspapers right across Canada to fully understand the very unfair attitude, due to an entire misunderstanding of manufacturing and business problems.

I cannot do better than quote from a letter received from a well-known financier: "The explaining Mr. P. in F.P. of 21/6/19. First Class! Inflated heads and pneumatic tongues are doing the country more harm than inflated prices! Keep it up!"

The man to keep it up is a good general manager or salaried president. We will help him with constructive publicity among those interested in manufacturing problems.

CURRENT NEWS OF THE WEEK

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

MARITIME

A. H. Wetmore, of Puddington, Wetmore, Morrison, Ltd., wholesale grocers, St. John, has been appointed one of the four members of the St. John Housing Board which will administer loans under the federal housing scheme, serving without remuneration.

William H. Duffy, Karl S. Duffy and Mrs. Florence M. Duffy have been incorporated as W. H. Duffy Sons, Ltd., to take over and carry on the general business of W. H. Duffy at Hillsboro, N. B.

The bakers of St. John and Milford, N.B., who were advised by the cost of living commissioner that they were charging 1c per loaf too much, have taken no action in the matter. They say that they work on a strict cost system, with their profit always less than 1c per loaf.

At the meeting of Wholesale Grocers' Association of New Brunswick, held recently in Moncton, officers were elected as follows: president, J. Fred. Edgett, Moncton; vice-president, F. T. Barbour, St. John; secretary-treasurer, J. Hunter White, St. John.

QUEBEC

Chsa. G. Bisset, of Quebec city, was calling on the Montreal trade last week.

B. H. Meyers, of the Peterboro' Cereal Company, was in Montreal during the week.

Hudon, Hebert and Co., Montreal, and their employees are holding their annual picnic this week at St. Rose.

J. M. Vezina, of J. M. Vezina & Co., general merchant at St. Narcisse, is dead.

The stock of Giraldeau & Frere, Rigaud, has been sold.

Jeremiah Elliott of Gunn & Elliott, Richmond, is dead.

P. M. Girard, of Hudon, Hebert & Co., Montreal, is away on holidays for a couple of weeks.

D. O. E. Deneault, of the Deneault Provision Co., Sherbrooke, Que., was in Montreal during the week.

Wallace J. Baker, of Toronto, representing the C. H. Sirois Co., Montreal, have been appointed Quebec Province selling agents for the Jones Packing Co., of Smiths Falls, Ontario.

senting the Canadian Feed Co., of Fort William, was in Montreal this week.

Edgar C. McKeown, Quebec representative of the Canada Starch Co., was a visitor in Montreal this week.

ONTARIO

The store of Mrs. John Bell, 541 Water Street, Peterborough, was visited recently by a fire that did considerable damage before it was under control.

John A. Lemon, a well known Colborne

merchant, has suffered a second stroke of paralysis.

The St. Marys Milling Co. has purchased the opera house block and the building will be converted into a large flour mill, with a capacity of 500 barrels a day. The present mill will be used for the coarser grains and storage purposes.

Stewart Heney, of Robt. Heney & Son, representative of British Columbia packers, has left for a two-weeks' trip to Vancouver and the various salmon headquarters. On his return, Mr. Heney will have some valuable information regarding salmon industry.

BUSINESS CHANGES

J. Roseburg, Toronto, is selling out.

Joseph Cooper, grocer, Toronto, has sold to Mrs. R. Livey.

Wm. Shonk, grocer, Toronto, has sold to Thomas Howatt.

Chas. G. Stovell, grocer, Toronto, has sold to Geo. Watson.

A. R. Campbell, grocer, Toronto, has sold to T. A. McNeely.

Charles E. Ball, grocer, Toronto, has sold to Robert Rogers.

Geo. Moir, grocer and confectioner, Toronto, has sold out.

W. G. McCannell, grocer and meats, Hamilton, has sold out.

A. J. Misch, Walkerton, has moved to his new stand on Durham Street, opposite the Public Library.

Andrew N. Maitland, Sarnia, has sold to Donald Hislop.

M. Kelley has succeeded R. A. Smith in the grocery business at Kagawong.

W. M. Paget has opened a new grocery store at Oshawa, Ont.

Wilson H. McKee, Toronto, has sold out to Mrs. A. Hopcroft.

C. M. Griffin, grocer and butcher, Perth, has sold to R. L. Collins and Percy Ritchie.

W. A. Currie has opened his new grocery store at Main Street West, Glenora, Ont.

G. D. Haight, Seaforth, Ont., has purchased the stock of the Estate of Matthew Williams, which is discontinuing business.

W. G. Merriam has purchased the business that for fifteen years has been conducted in Chatsworth by his father, A. A. Merriam.

Fred. R. Guy has opened a new grocery store in the Newton Block, Carp, the stand formerly occupied by A. Dean's harness store.

Odey Allport, who has recently returned from overseas, after three years' service, has taken over the grocery business of his father, D. Allport, on McGill Street, Smiths Falls.

TORONTO CUSTOM BROKERS CLOSE SATURDAYS

The customs brokers of Toronto have decided that their offices will remain closed on Saturdays during July and August, and ask the co-operation of their clients, as it is believed that this arrangement will prove satisfactory to their employees and to the best interest of all concerned.

WANT BETTER PRICE ON BREAD

At the regular meeting of the grocers' section of the Retail Merchants' Association held this week, the question of getting a better price on bread, in order to allow the retailer a greater percentage of profit, was discussed, and referred to a committee to again take up with the bakers. The matter of getting milk at five cents per bottle was also considered. The grocers have been paying 5½ cents per pint bottle. By charging the customer the half cent, and reimbursing her when he or she returns the bottle, the grocer believes that the wholesaler will sell the milk at five cents a pint. The wholesaler in charging 5½ cents is merely covering the possible loss of the bottle.

TORONTO MAN AIDS HARVARD UNIVERSITY CAMPAIGN

S. R. Trainer, secretary-treasurer of the Canadian Milk Products Co., of Toronto, Ont., has been appointed chairman of the Ontario division of the Harvard Endowment Fund Committee. The campaign is to raise ten million dollars for an endowment fund to be devoted toward the raising of the salaries of Harvard's teachers and officials, improving equipment, enlarging the scope of professional schools and inspiring additional research in all branches of intellectual examination.

RETIRE FROM BUSINESS AFTER 32 YEARS

After conducting a large general store for 32 years, the firm of Martin & Violette, of St. Leonards, N.B., are disposing of their store. The members of the firm at 72 and 68 years of age feel that they are entitled to take things more easily, and they will in future confine themselves to their lumbering operations. So harmonious has been their relations during all the years of their association in business that they never found it necessary to execute or place in writing any agreement between themselves.

Toronto Loblaw Stores Hold Annual Picnic at Bronte

Leave in Motor Cars for Secret Rendezvous, That Lands the Party at the Pretty Lake Ontario Town—Big List of Sports and Amusements Make Happy Day

By Special Correspondent

BRONTE, Ont., July 16.—There are not many retail stores that can boast of an Annual Picnic for their employees. Among the few are the Loblaw Stores, Limited, of Toronto, the employees of which with their friends visited this town on Wednesday afternoon last and spent a gala day on the Bronte Picnic Grounds by the Lake Shore.

The picnickers met at Queen's Park early in the afternoon and were piloted by Manager F. E. Robson to the secret rendezvous which turned out to be Bronte; although no one knew the destination until it was reached. Mr. Robson evidently has had a great deal of previous experience at handling picnics to evolve the many "stunts" that were put on and the variety of prizes that were dispensed.

Judging from the line-up of automobiles that brought the merry-makers one came to the conclusion it would require almost the annual output of a good-sized factory to turn them all out. The Loblaw Stores now comprise a total of 21. The store managers, with their wives and families and staffs and the staff from the wholesale department made a very happy picnic party of around 150. The picnic "rubes" were also present. What is a picnic without their presence? There were two of them well known to the Toronto grocery trade, but their faces and general contour were unfamiliar in their picnic garb.

The Eat-a-bite Cafe provided by the Management was one of the most popular spots on the ground, and particularly around the six o'clock hour. There were those who came to "trip the light fantastic" and the pavilion on the lake shore provided a most pleasant spot for this amusement. The physical endurance contests such as the 100 yard dash, 3-legged race, married men's race, and tugs-of-war and the contests for the ladies were most popular. The picnic ground at times was scarcely wide enough to include the line-up and at one time it was seriously considered that they be run in shifts.

The store managers who won the 100 yard race were Geo. Ryckman and Harry Gay. They made it plain to spectators they could get up speed on their feet as well as speed up the handling of foodstuffs on a busy Saturday morning. A. West and Geo. Ryckman were first in the three-legged race with S. E. Tod and T. Armstrong second. Corns and bunions were forgotten in this event, but it undoubtedly would be interesting to interview the Toronto chiropractors on the day following. In the married men's race, F. Cornell and S. E. Tod ran first and second, while their better-halves looked on approvingly.

There were two tugs-of-war. One be-

tween the Loblaw wholesale establishment and the store managers, which was captured by the former. S. E. Tod, John McMillen, R. Marshall, Frank Elliott, Wm. Offen, John Oakley and Thos. Armstrong were among the men who helped to win. Then the representatives present from the wholesale and manufacturing establishments in Toronto "took on" the Loblaw employees; and having reserved their strength during the afternoon by acting as judges, etc., they were able to secure the decision. Their opponents were handicapped by the fact that Frank Morley was the anchor man for the Toronto wholesale houses and the list included other "heavy weights" such as "Charlie" Miller of Red Rose Tea, J. T. Medland, "Tom" Kinnear, E. B. Nettlefield, Ben Cope of Gunns Limited, "Charlie" Cherry of Pure Gold and B. J. Myers.

Then there was a race for the judges. The winners, J. T. Medland and B. T. Huston—it was alleged that they had a five yard start before the whistle blew—became the proud possessors of a live hen each. Watch the price of eggs go down! In the contest in which the masculine representatives at the picnic had to match numbers held from their view by the fairer sex, Tom Kinnear came off victorious.

Frank Morley was official announcer for the occasion and handled the megaphone as gracefully as the base ball umpires of the big leagues. Charlie Miller, J. T. Medland and Charlie Cherry were always conspicuous around the finishing rope whenever the feminine contests were on.

J. C. O'Connor and Walter Bailey were the big fun makers of the day.

Mr. Robson, the man behind the picnic organization, had, of course, to be everywhere at once and looked after his flock to perfection. When the day was over and the roll called, none were missing. Nearly all the store managers were present including the following: W. D. Rennick, W. Willoughby, Harry Gay, John Ferguson, John Oakley, R. Chapman, L. Chandler, R. C. Cummings, Thos. Armstrong, D. Cummings, F. W. Longney, S. Adden, Geo. Ryckman, R. Burton, F. Cornell, J. Reid, J. Fletcher, D. Ledger.

KINGSTON RETAIL CLERKS FORM UNION

An association known as the Kingston Retail Clerks' Protective Association has been formed in Kingston, Ont. At present it has a membership of forty and is rapidly growing. The local association has become affiliated with the Retail

Clerks' International Protective Association.

Among the declared principles of the association are the following: "To work unceasingly to remedy the system of slavery perpetrated upon our fellow clerks by being compelled to labor 14 hours to 16 hours daily to accomplish that which could be done in eight"; to secure a reasonable compensation for services rendered with equal pay for equal work, regardless of sex; to abolish child labor in the retail stores and work shops; to abolish the desecration of the Sabbath by unscrupulous employers, who compel their clerks to work on that day; to urge the use of comfortable chairs behind the sales counters by all firms employing women, and to establish a benefit fund for the sick, aged and indigent members, to bury the dead and give members such other protection as may be possible.

The following officers have been appointed: President, W. H. Hall; 1st vice-pres., I. Wiley; 2nd vice, Fred. Somerville; corres. financial secretary, J. M. Anderson; corresponding secretary, Miss Jennie Baxter; treasurer, Miss M. Mitchell.

W. C. Miller, provincial secretary of the Retail Merchants' Association, Toronto, visited the Stratford association recently and outlined to the members the work of the association, its legislative and educative program.

CATALOGUES and BOOKLETS

The California Prune and Apricot Growers, Inc., have issued a large four-page colored circular, outlining an advertising campaign they propose to put on in the trade papers, newspapers and magazines this year in connection with their Sunsweet brand of prunes and apricots. The California Prune and Apricot Growers, Inc., are a co-operative growing, packing and marketing association including more than seven thousand growers. They point out that they will be placing on the market a five lb. carton of prunes and an 11 oz. package of apricots this Fall.

NEW GOODS

Prairie Chemical Co., of Winnipeg, is putting out a very extensive line of chick foods, stock foods, etc., under the name of Mickelson Blue Cross Farm Remedies. Each package of the various lines will bear a distinctive blue cross.

NEWS FROM WESTERN CANADA

WESTERN

An addition is being made to T. M. McEwen's store at Kindersley, Sask.

Mrs. J. B. Dupas, general merchant, Dollard, Sask., has sold to W. Nolin.

Graydon & Wilson, grocers, Edmonton, Alta., have sold to E. Chappel.

The Gould Supply Co., general merchants, have just opened a new store at Biggar, Sask.

Mr. Smith of Stoughton, Sask., has opened a bakery business at Weyburn, in the Methal building.

C. C. Reid has purchased the interests of Mr. Robins in the store formerly known as Robins and Reid, Kindersley.

J. A. Caulder, manager of the Saskatchewan Creamery Co., was in Maple Creek, Sask., recently and announced that his company would build an up-to-date creamery at Maple Creek this year.

Mr. Cameron of the wholesale grocery firm of Cameron and Heap, was a business visitor at Prince Albert, Sask., last week, where he was joined by Mayor

Schnarr of Kenora, Ont., a director of the firm.

Merchants of North Battleford, Sask., held their annual picnic at Meota Beach recently. Sports of all kinds were put on. The retailers' baseball club was beaten by a score of 17 to 9 by the townspeople.

Geo. Leslie has taken over the management of the Saskatchewan Creamery station at Weyburn, Sask., succeeding W. C. Sleeman, who has accepted a position as travelling representative of the Sharples Separator Co. Mr. Sleeman will make his headquarters at Regina.

Edmonton was threatened with a bread strike in the midst of Exhibition week, when the city was full of Exhibition visitors. The threatened deadlock, however, was averted by a conference at the city hall, when an arbitration committee met the master bakers and their employees and concessions were granted which included increase of wages for the employees.

work begins, and certain points are awarded for the condition of the road and the condition of the soil at the commencement. This award is in the nature of a handicap, the road in the poorest condition at the start being given the greatest number of points. This tends to equalize any difference which might exist between the entries at the beginning of the competition, and start all the contestants off on an equal basis. An extra award of five points per mile is given each competitor for every mile which his entry exceeds three miles in length.

An inspection will be made monthly during the season, four in all, and points awarded for improvement shown in that time on crown, hardness and smoothness of road; also for the condition of the ditches, freedom from weeds, amount of traffic and for general appearance.

At the end of the season a first prize of one hundred and fifty dollars; a second prize of one hundred dollars, and a third prize of seventy-five dollars will be paid for the roads securing the highest number of points, the prizes to be divided 25 per cent. to the operator being in charge of the road during the season, and 75 per cent. to the municipality in which the entry is located. All inspections are made by an official of the Highways Department of the Provincial Government.

In announcing their annual competition, Robinson & MacBean, Limited, have the following to say of the aims and objects of the big contest:

The Purpose of the Contest

"We believe that the problem of building better public roads in this province is one that is becoming increasingly important. The automobile has come into general use very rapidly in recent years, not only by the pleasure seeker, but also as a time saver for both the farmer and the business man. The success of the automobile, however, depends very largely on the condition of our roads, and in this province it is probable that the scarcity of proper road building material, such as gravel, broken stone, etc., will prohibit their use for a long time to come, except possibly in cases where the traffic demands are unusually heavy. This means that we will have to depend principally on the common earth road, and the condition of the earth road depends on the proper use of the grader in constructing the road, and of the drag in maintaining it.

"It is one of the objects of this competition to assist in demonstrating what can be accomplished in the construction and maintaining of earth roads, as well as to assist in promoting better roads in the Moose Jaw district."

Western Store Encourages Road Building Robinson & MacBean, Moose Jaw, Sask., Hold Third Annual Competition to Encourage Good Roads That Are of Such Vital Importance to the Customer and to the Store

A GREAT public service is being rendered to the people of the Moose Jaw district through the foresight of the proprietors of the big Robinson and MacBean departmental store, Moose Jaw. For years this leading firm have conducted a road-making competition in the immediate district of Moose Jaw, which has not only greatly improved the roads in that locality, but has meant thousands of dollars annually to the merchants of that city, which would otherwise have gone to other towns or the mail-order houses.

Covers 70-Mile Radius

Announcement is just made of the third annual road competition of the Robinson MacBean Company. The preliminary inspection has already been held, and the contest is now entering upon its constructive stage. Fourteen entries, covering seventy miles of roadway, have been made and substantial prizes, ranging from \$150.00 for first prize, to \$75 for third prize are being offered; prizes totalling \$325.

The contest takes unto itself great importance when it is remembered that the raw prairie roads have always constituted somewhat of a problem to road makers, and also from the fact that distance is more and more coming to be

measured by time rather than by space, as the automobile more and more takes the place of the horse and buggy. It is now possible for farmers residing many miles from town to visit their merchants in town as often as they please, where formerly they rarely made the long and difficult trip to town by horse.

Assists Business

It is the aim of the Robinson and MacBean company not only to assist in bringing business to their own town, but to assist in making experiments along the lines of better methods of road-making, and in this they are doing a real service to the prairie dwellers of Saskatchewan.

The competitions were first undertaken by the firm in 1917, so that this season's contest will be the third annual competition. The contest this year will cover the same territory as that of last year, roughly, from Hearne on the south, to Keeler on the north, and from Belle Plain on the east, to several miles past Caron on the west. Seventy miles of road are covered in the contest.

Judged on Four Points

Judging is done on the same basis as formerly, each entry being given a preliminary inspection before the season's

A SAD CASE OF OVER ZEAL

Wo Lee, a Chinaman, opened a candy, fruit and grocery store in Victoria, B.C., recently. Business was so good that he forgot about the early closing by-law, and was still selling goods when a constable entered at 9.25 o'clock. The constable told him about closing, and Lee said that his clock must be slow. After the constable went out the Chinaman waited on two other customers.

Lee appeared in the police court this morning and was fined \$15 and costs.

WESTERN MERCHANTS TO ANSWER QUESTION

The Secretary of the Swift Current (Sask.) Retail Merchants' Association has written to all merchants requesting them to furnish details of their business for the Dominion Government special investigating committee as to profiteering. Merchants all over Western Canada will be asked to furnish this information.

In the case of the Swift Current merchants they were asked to return their answers by July 1. Among the questions asked was a request for a statement of cost of goods before the war and at the present time, the quality of the material before and after the war, a comparison of overhead costs in 1914 with those in 1919, a comparison of the volume of business transacted in these years, with a further comparison of retail prices.

EDMONTON TO HAVE FISH MARKET

Tenders are to be called for at once by Commissioner Ormsby, of Edmonton, Alta., for the construction of the fish market on the market square along the south front and west of the present market building.

The plans call for a brick building.

It is stated by the market superintendent that there is a great demand for the building and it is hoped that the construction will be rushed forward as quickly as possible.

FEWER FAILURES THIS YEAR

Business failures among grocers during the first quarter of 1919 were about half those of the corresponding period of 1918, and about a third of those in January-March, 1917, according to a special Dun's report.

BUMPER COFFEE CROP IN COLOMBIA

The Colombian coffee harvest is the heaviest in the history of the country, being estimated at 1,250,000 sacks, according to United States Trade Commissioner P. D. Bell. With prices from 22 to 25 cents a pound, if the bulk of this crop is taken by the United States as heretofore, it will mean an increase in the present unfavorable balance of trade from \$25,000,000 to \$30,000,000, which, with the present slow movement of goods from the United States, will still further aggravate the exchange situation.

Gossip from the B.C. Coast

Mr. Chalmers, the Vancouver manager for Donald H. Bain Co., is back after a trip through California.

Mr. Frank McIntyre is back in Vancouver after an extended visit in California.

We note that Alex. Meston, who has been overseas about two years, is back again with Kelly, Douglas & Co.

Walter Tanner went north last week, and will cover the Prince Rupert territory for the "Nabob" lines.

M. Desbrisay & Co., the salmon brokers, have moved into new and larger offices. Their address is now, 403 Yorkshire Bldg., Vancouver.



Kenneth O'Loane has returned to Vancouver from a business trip in the interests of O'Loane, Kiely & Co., the Vancouver brokers. Mr. O'Loane started out in September of last year and has visited every business centre in the United States, returning through Canada. Mr. O'Loane now leaves for Seattle to manage the Continental Brokerage Co., which is associated with O'Loane, Kiely & Co., Vancouver.

The first through bill of lading from Vancouver to France since 1917 was issued this morning on a shipment of salmon being exported by Harry Hall & Co., to a firm in Havre. Owing to war conditions during the past two years shipments from this port to France have been billed through New York, from which port they were billed to their destination as shipping became available. Other firm have shipped recently large lots of salmon to Antwerp.

The fishermen on the west coast of Vancouver island are complaining that this season, though the prices paid for the fish are high, the run is so small, and the "weather is so wicked" that altogether the season is a real failure from their standpoint. It looks as even the elements are conspiring to make the Canadian public eat the surplus stocks of cheaper salmon.

The Mexican consul expects an early shipment of evaporated bananas in which he proposes to interest the Canadian

trade. He claims that the evaporating of this fruit is becoming a large industry in the tropical republic, and that the product is a valuable addition to our food. It is estimated that this product would sell for about 30 cents a pound on the local market.

BUTCHERS RECOMMEND MUNICIPAL ABATTOIR TO CHEAPEN MEAT

Members of the Montreal Butchers' Association are strong in their support of a plan to establish a municipal abattoir. They are reported as having satisfied themselves that this idea, if made effective, would reduce the price of meat. To this end a resolution was passed, urging that the matter be seriously considered on its merits. It also was decided to recommend Friday night for early closing in preference to Monday, the motion regarding the latter being rescinded. Arrangements were made to hold the annual picnic at Delorimier Park on August 8, horse racing to be the central entertaining feature of the programme.

MARITIMES ARE PROSPEROUS

Returning from a trip through the Maritime Provinces, S. W. Ewing, of S. H. Ewing and Sons, wholesale spices, Montreal, reported his great satisfaction with the development of business there. In speaking with CANADIAN GROCER Mr. Ewing stated that there was a marked improvement in the general business conditions and that this was manifest in particular in Halifax, Moncton, St. John, St. Stephen, and in other points.

Moncton shows great advancement, and there is a big future for this thriving divisional point in Mr. Ewing's opinion. The growth here has been very marked, and one was reminded of the great growth of some of the Western cities. There appeared to be plenty of money and jobbing and retail business was excellent. Halifax, too, was a very thriving centre and has risen wonderfully from the difficulties she has had. Collections, Mr. Ewing understands, have been very satisfactory.

THE MEXICAN VANILLA MARKET

The Mexican crop of vanilla beans this year is far below normal, according to R. Gomez, president of Gomez & Sloan, New York, who recently returned from the Mexican vanilla district. He says that the crops of cuts amounted to only 30,000 pounds, as compared with 100,000 pounds in former years, and that the production of whole beans is far below normal. The quality of this year's crop is good.

Mr. Gomez expects that prices this year will not be lower than \$4.50 to \$5 for whole beans in large quantities to dealers, and \$3.25 to \$3.50 for cuts, due to the short crop, the ability of Mexican interests to hold for high prices, and the French Government's lifting of its embargo against vanilla beans.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE tendency of the markets in practically all grocery lines is upward rather than downward. Quotations where advances have not taken place this week are generally very strong. All corn products have advanced throughout the Dominion. Canned goods in some sections of the country are growing very scarce. Teas, coffees and spices are all very firm.

MONTREAL—An advance of thirty cents per case and half a cent per pound was made in the price of all corn syrups. The 30c advance is for cases and the ½c per pound for bulk quantities. Because of the continued advances in corn prices these changes have been made and half a cent per pound has been added to the price of all starches. Borax is higher, in lump and in powdered form. Some new pack prices are issued to the jobbers on canned goods and the tendency is higher on peas and tomatoes will be firmer, it is expected. Deliveries will be curtailed on many of the new pack goods. Rices are likely to be higher and some have again revised their quotations to the trade. Gingers are high and white peppers may be marked up. Coffee has again advanced, one and a half to two cents a pound. Rolled oats advanced this week, in bulk. Feeds are firm and may advance. Oats are up 4c per bushel. Lemons are somewhat easier, but fruits and vegetables have not budged from their high position. Mozole oil has again been advanced. Price tendencies continue to move upward.

TORONTO—Strong prices generally throughout the list, with an upward movement in some instances, mark the Toronto markets this week. A sharp advance of half a cent per pound on bulk corn syrup and of 30 cents per case on all case goods, is announced. This is due to the rapid increases that have been made in corn quotations. A similar advance of half a cent per pound has been made

in starch. The market for sugar is very firm, with supplies fairly plentiful. No shortage is likely, the chief difficulty being to equally distribute stocks so that all requirements will be met. Teas and coffees are very strong. No advances are noted in quotations on spot, but primary markets are very strong. Present buying prices of teas at Ceylon are higher, and are steadily advancing. The prospect of heavy demands for coffees from European countries is stimulating prices. Rices continue very scarce and quotations firm. French pure cream of tartar is very firm, and all spices are at very strong levels. Sharp advances are reported in some lines of spices at primary points, and the tendency is generally towards higher prices. Canned salmon is selling freely, shipments of American salmon that have recently come on the market supplying a good deal of the demand. Canned vegetables are not in such demand, but supplies are very light. The new pack on some early vegetables will soon be available. Dried fruits are very firm. New Smyrna figs, the first since before the war, are expected shortly. Dealers are quoting them at 16 cents per pound.

The record price that is being paid for live hogs is keeping all pork and pork products at very strong figures. Fresh pork shows some advances, and hams and bacon are very firm, as is also lard. Eggs show a falling off in production and quotations are slightly higher. Butter and cheese are steady.

WINNIPEG—A famine of certain lines of canned goods is expected before the next pack. Some canners have booked orders for their next pack. All lines of glassware are holding a firm position with advances in lantern globes, lamp glasses, fruit jars, etc. New fruits and vegetables are coming forward freely at fairly reasonable prices. Dried apricots, pears and peaches are very scarce.

QUEBEC MARKETS

MONTREAL, July 16—While there has been a firming of many commodities, the price changes this week are fewer, but these, where made, are important. The general feeling is that there will be advances on a wholesale scale for many items so soon as Germany has come into the market for what she can get in open competition.

Borax and Starch Make Advances

Montreal.
BORAX, STARCH.—Advances have become effective for borax. The price now obtaining on lump is 12c per lb. and that for powdered \$10.75 for a 336 lb. barrel.

All laundry and culinary starches are up half a cent per lb. This is caused by the steady increases made for corn covering many weeks past.

Capacity Working Will Supply Sugar

Montreal.
SUGAR.—By working to capacity, which they are now doing, the sugar refiners appear to be taking care of the heavy demands for sugar and express their ability to take care of the trade right along. In view of the fact that export business has been available right along, this condition has been favorable to the operation of plants, the employees being kept fully busy at all times and production costs have been prevented from soaring. There is a steady and unchanged basis.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Leing, barrels	10 15-10 30
Leing (25-lb. boxes)	10 55-10 70
Leing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 65-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 55-10 75
Do., 25-lb. boxes	12 25-10 95
Do., 3-lb. pack	11 95-12 95
Paris lumps, barrels	10 65
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 3-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Prices on New Pack of Canned Goods

Montreal.
CANNED GOODS.—Prices to the jobber have been named by the canners on some lines of vegetables and fruits. These prices cover asparagus tips, which are reported as affording a delivery of 54 per cent. of orders. Spinach is to be delivered to the extent of 20 per cent. of orders; sliced and whole pineapple, 17 per cent. to 25 per cent.; rhubarb (gallons), 60 per cent.; while strawberries in heavy syrup will have

100 per cent. delivery. Hot weather conditions have shortened early crop yields, while reports on later crops are better. The pea and tomato yield are very disappointing, it is said. Tomatoes are still available, but distribution of nearly all fruits and vegetables has been widely made. There is practically little lack of anything available for export. One jobber has slightly advanced quotations on canned peas.

Canned Fruits—		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	
Blueberries, 2s	2 40	
Currants, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.		
Do., No. 2	2 80	3 00
Do., 2 1/2 (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2 1/2s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 2s		3 60
Do., 2 1/2s		4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s		2 45
Do. (light syrup, 2s)		2 00
Raspberries, 2s	4 00	4 25
Do., 2 1/2s		2 60
Strawberry, 2s		4 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	5 75	
Asparagus, imported (2 1/2s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee		1 75
Beans, new sliced, 2-lb.		0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 50
Tomatoes, 2 1/2s		2 10
Tomatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 02 1/2
Pumpkin, 2 1/2s (doz.)		1 10
Pumpkins, gallons (doz.)		3 25
Peas, standards	1 45	1 55
Peas, early June	1 60	1 67 1/2
Peas, extra fine, 2s	2 30	2 40
Do., fancy, 20 oz.		1 57 1/2
Potatoes, Can. sweet, 2 1/2-lb. tins		2 75
Do., 2-lb. tins		1 35
Olives (in bls, 49 wine gals.), gal.		
Canned Fish—		
Salmon—		
Chums, 1-lb. talls	1 90	
Do., 1/2s, flat	1 00	
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat	2 25	
Pinks, 1-lb. talls	2 60	
Pale, 1/2-lb., doz.	1 87 1/2	
Pale, 1 lb., doz.	2 37 1/2	
Pinks, 1/2-lb., doz.	1 62 1/2	
Cohoos, 1-lb. talls	3 75	
Cohoos, 1-lb. flats	2 25	
Cohoos, 1/2 lbs., flat	1 75	
Red Springs, 1-lb. talls	4 60	
Red Springs, 1/2 lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.	2 25	2 25
Labrador salmon, 1-lb. flat	3 60	
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Herrings, kippers, ds. (4 ds. case)	2 25	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (1/2-lb.)		1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (1/2s)		25 00
Oysters (Canned)—		

5 oz., doz.	2 60	
10 oz., doz.	4 20	
Lobsters, 1/4-lb., doz.	8 25	
Do., 1/2-lb. tins, doz.	5 10	
Do., 1-lb. talls	8 25	
Do., 1/2-lb., doz.	6 00	
Do., 1-lb. flats	8 25	
Lobster paste, 1/2-lb. tins.	3 50	
Sardines (Amer. Norweg'n style)	14 50	
Sardines (gen. Norwegian)	25 00	
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 95
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)		6 75
Crab meat (Japanese), doz.		6 50
Clams (river) (1 lb.), doz.		1 90
Scotch Snack, No. 1, ds., Montreal		2 50

No Low Prices Named on Beans

Montreal.
BEANS.—Prices have steadily been maintained on beans here, and while there is not a great deal of movement, the trade is seasonably good. Better grade beans are the favorites and there is a gradual depletion of the supply.

Canadian, hand-picked, bush.	5 00	5 60
British Columbia		5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes		5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)		6 50
Peas (blue)	0 05	0 09

Peanut Sales Large; Almonds Are Scarce

Montreal.
NUTS.—Scarcity of nuts in this market is not a remote possibility, if the present reports are borne out. England has made heavy purchases of peanuts, these being of a total value, it is said, of \$2,000,000. This will have had a very decided effect upon the supplies available. Almonds are hard to obtain. The whole situation seems to have reached the point where the supplies in America are the only supplies to be had, and these, in some lines, are constantly dwindling.

Almonds, per lb.		0 23
Almonds (shelled)	0 55	0 56
Almonds (Jordan)		0 70
Brazil nuts (new)		0 20
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 27	0 30
Filberts, Barcelona		0 31
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15 1/2
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 35
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		
Orange		0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 30
In 20-lb. case		12 35
Cut, 16-lb. boxes (lb.)		0 43

New Raisin and Peach Crop Good

Montreal.
DRIED FRUIT.—Interest centres in the outlook for the new crop of dried fruits and there is some indication of a large yield of raisins. If this be the case there may be a better price basis and the trade will welcome the receipt of larger supplies if the conditions continue to assure the yield. Prices, some expect, will not be much higher for the coming season. Peach prospects are reported better. Prunes are scarce at present and there is a dearth of stock generally, only small sizes being available.

Apricots		
Slabs	0 25	
Apples (evaporated)	0 22	
Peaches (fancy)	0 27	
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 18	0 18
Pears		0 25
Drained Peels (old)—		
Citron	0 45	
Lemon	0 36	
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	0 12	
Fancy seeded, 16 oz. pkg.	0 14	
15 oz.	0 17	
11 oz.	0 13	
Choice seeded, 15 oz.	0 16	
Seedless, 11 oz. pkg.	0 14	
Currants, old pack, 15 oz.	0 27 1/2	
Dates, Excelsior, per case (36-10s)	6 50	
ackages only	0 19	0 20
Do., Dromedary (36-10 oz.)	7 75	
Packages only, Excelsior	0 20	
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	
Do., (28 8-oz. bxs)	3 50	
Do., (12 10-oz. bxs)	2 20	
Figs (cooking), 50-lb. boxes, lb.	0 16	
Prunes—		
(25-lb. boxes)—		
30-40s	0 32	
60-70s	0 25	
70-80s (25-lb. box)	0 22	
80-90s	0 19	
90-100s	0 15	0 17
100-120s		0 14

General Advances To Come on Rices

Montreal.
RICES.—There appears to be every indication of a firming of jobbers' prices for rice. There have been repeated revisions upward in recent weeks, and there has been a firming at outside points to justify this. One jobber reports that he is now offering broken rice at \$7 per cwt., this being to offset the high price tendencies for regular grades.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	15 00
Honduras	15 00
Siam, No. 2	11 00
Siam (fancy)	12 00
Rangoon "B"	10 75
Rangoon CC	10 50
Mandarin	11 75
Faking	11 00
Broken rice	7 00
Tapioca, per lb. (seed)	0 12
Tapioca, per lb. (seed)	0 12 1/2
Tapioca (pearl)	0 12 1/2

Maple Product Holdings Ample

Montreal.
MAPLE PRODUCTS, HONEY.—Farmers and those primarily in the producing end of the maple sugar industry

are reported as holding supplies on a very firm basis. As a matter of fact, it is impossible, seemingly, to procure any sugar under 30c per lb., and even this figure usually is asked for large quantity lots. There is little movement. The market for honey is unchanged.

Maple Syrup—		
13 1/2-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2 1/2-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs., per lb.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 23	
5-lb. pails	0 28	
Buckwheat, 6-lb. tins., lb.	0 19	0 20

Syrups Are Up; Molasses Unchanged

Montreal.
SYRUPS, MOLASSES.—An advance has been made in the price of corn syrups, golden and white. This amounts to half a cent per lb. in bulk packages and to 30c per case, in cases. CANADIAN GROCER has forecast this advance very definitely in the last two issues and the high corn markets have brought about the increase.

The demand for molasses is not so heavy, but there is no easing of the price basis. Supplies are reported as fair, but not excessive.

Lyle's cane syrup in 2 lb. tins is up to \$17.00 per case, or \$3.80 per doz.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08 1/2	
Half bbls.	0 08 1/2	
Kegs	0 08 3/4	
2-lb. tins, 2 doz. in case, case	6 45	
5-lb. tins, 1 doz. in case, case	6 05	
10-lb. tins, 1/2 doz. in case, case	5 75	
20-lb. tins, 1/4 doz. in case, case	5 70	
2-gal. 25-lb. pails, each	2 60	
3-gal. 38 1/2-lb. pails, each	3 85	
5-gal. 65-lb. pails, each	6 25	
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	5 95	
5-lb. tins, 1 doz. in case, case	6 55	
10-lb. tins, 1/2 doz. in case, case	6 25	
20-lb. tins, 1/4 doz. in case, case	6 20	
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	7 00	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 00	
Glucose, 5-lb. cans (case)	4 80	

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

Antigua Molasses—
 Punchoons 0 95
 Barrels 0 98
 Note—Prices on molasses to outside points average about 3c per gallon less.

Gingers Are High; White Pepper Firm

Montreal.
SPICES.—A decidedly high basis obtains on gingers and these have been advanced in outside markets. Locally, this will probably presage a change to higher figures. White peppers are firmer again and cream of tartar, owing to the scarcity, has held on its high basis reported last week. There is much strength to all spice lines.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 35	0 38
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 75	0 80
American high test	0 30	0 35
Ginger	0 28	0 33

Ginger (Cochin or Jamaica)	0 80	0 80
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 35	0 37
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk	2 00	
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

Import Teas Will Be Much Higher

Montreal.
TEAS.—All reports from the Japan markets are indicating the strength already attained by tea there. Prices are bound to be higher on importations from there and all tendencies are of a steadily held nature. The outlook is satisfactory, but present business is somewhat on the quiet side.

Pekoe, Souelongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 50
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Java—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

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

Coffee Again Up; Position is Firm

Montreal.
COFFEE, COCOA.—An advance of one and one-half to two cents per pound is made effective for coffee. This is necessary, the importers feel, owing to the strength of the markets in the South. It is also stated that prices are less here than the primary market justifies, and that if the costs there were used as the basis, the Canadian quotations would be much higher. There has been a steady and seasonable buying by the trade and it is likely that ample supplies will be available as required. Cocoa is steady.

Coffee—		
Bogotas, lb.	0 43	0 45
Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mooha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36 1/2	0 38 1/2
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 43	0 44

Cocoa—		
In 1-lb., per doz.	4 60	
In 1/2-lb., per doz.	2 45	
In 1/4-lb., per doz.	1 35	
In 10s size, per dozen	0 95	

Rolled Oats Have Advanced

Montreal.
CEREALS.—Although there has been but little trading, prices have firmed on rolled oats and there is an advance of 20c to 25c per 90 lb. sack. This is due to the increased prices obtaining for milling oats and there is a decided tendency to firmness. Whether package oats will advance is not clearly defined.

but they may be raised in price before the end of the week. Cornmeal is steadily firm, but rules without change. The markets are rather quiet for some lines. Flaked wheat is advanced from \$5.10 to \$5.30 per case.

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

Little Wheat To Be Milled Here

Montreal.
FLOURS.—It is stated that the mills have little available wheat for milling and that the Government has been securing such supplies as are necessary for the completion of its contracts with Greece. This being the case, it is doubtful if there will be much supply for the mills during the next month or two. In the meantime, the domestic trade is supplied on an unchanged price basis.

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

Feeds Are Firmer And May Advance

Montreal.
FEEDS.—There is little new in the feed situation. But it looks now as though there would be little relief this fall from the high prices which have been reached. Demand will be great from various sources and there is likely to be little diminution in the price, if any. Oat feeds are particularly strong and may advance at any time.

Feeds—		
Shorts—		
Mixed cars		44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	56 00	64 00
Barley chop	56 00	65 00
Special, middlings		56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal		54 00
F.O.B. Fort William		50 00

Oats Are Higher; Much Hay Put Up

Montreal.
HAY AND GRAIN.—Advances are made this week of four cents per bushel for oats. This follows the strong tendencies that have prevailed for the past two weeks, and the tendency is still up-

ward. Hay production has been large and there has been no reduction of price. The big crop here and in the United States should secure a somewhat better price basis later when the consumptive demand is manifest again.

Good, No. 1, per 2,000-lb. ton.	30 00
Do., No. 2	27 00
Do., No. 3	25 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 95
No. 3 C.W.	0 92 1/2
Extra feed	0 92 1/2
No. 1 feed	0 91 1/2
No. 2 feed	0 85 1/2
Barley—	
No. 3 extra	1 42 1/2
No. 3	1 43
No. 2	1 44

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

Lemons Are Less But Fruit High

Montreal.
FRUITS.—Lower prices were obtainable through the week for lemons, and this was probably due to the arrival of ample supplies and to the colder weather prevailing. In a general sense, however, there has been a full maintenance of the price basis and the looked for declines have not come. Strawberries are practically finished for the season.

Apples—		
In boxes, per box		5 50
Apricots, box		3 25
Bananas (as to grade), bunch	5 00	6 75
Cherries (California), box		4 50
Cocoanuts, bag		9 00
Cantaloupes (size 35-45)		5 50
Grapefruit (fancy Porto Rico)	4 50	6 50
Lemons, Messina	6 00	7 00
Watermelons, each	0 50	1 00
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Peaches, Cal. (box)		2 75
Plums, box		4 00
Oranges, Porto Rico	4 50	5 00

ONTARIO MARKETS

TORONTO, July 15—An advance of half a cent a pound on bulk corn syrup, and 30 cents a case on other goods is the feature of the markets this week. Cornstarch, too, shows an advance of half a cent per pound. The sensational movement to high levels on the Chicago corn market is the reason of the advance. The market in sugar is firm, and demand exceedingly active. Teas and coffees are strong at unchanged prices.

Heavy Demand For Sugar; Prices Firm

Toronto.
SUGAR.—The demand for sugar is very great at the present time. The market is firm, but prices are unchanged from a week ago. There is no scarcity, representatives of refineries state, but it is in the matter of distribution that a shortage appears to exist. An unequal distribution at a time when there is a very heavy inquiry both from Europe and for domestic account might render it impossible for some people to secure it. Refineries are not looking for any advance in quotations.

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

Oranges, Cal., Valencia	4 25
Do., 150	4 50
Do., 176	5 00
Do., 200-216	6 00
Blood oranges	4 50
Pineapples (24s to 26s)	7 00
Raspberries (per basket)	0 30

Vegetables Very High; Cukes Are Up

Montreal.
VEGETABLES.—Prices have held very firm on vegetables this week, and it was expected they would be lower. Tomatoes are not any easier and cucumbers have advanced again, selling as high as \$5 per basket of 3 dozen. The demand is good and more local stuff is now arriving.

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

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

Corn Syrups Again Advance

Toronto.
MOLASSES, CORN SYRUPS.—The strong position of the market for corn at Chicago has had its effect on corn syrups. The Chicago corn market reached the highest levels on record last week. Corn syrups this week are quoted half a cent per pound higher on bulk syrups, and 30c a case higher on other goods. This is the third similar advance in corn syrup since the beginning of April.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	\$0 08 1/2
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over	

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

Cornstarch Half a Cent Higher

Toronto. PACKAGE GOODS.—No changes are reported in the market for package breakfast foods, but all packaged starch is up half a cent. per lb. The strong position of the corn market is given as the reason for the advance. Laundry starch is now quoted at 10c, and in lb. carton at 12c.

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

Rices Scarcer; Prices Firm

Toronto. RICES.—The market for rices is unchanged, continuing very firm. Supplies are exceedingly scarce, the market being almost bare of good rices. Tapioca is in very small supply, and some wholesalers are only allowing their customers quantities in ten lb. lots. There is little likelihood of any lower prices in rices for some time to come, as it is almost impossible to secure fresh receipts.

Texas, fancy, per 100 lbs.	15 50	16 50
Blue Rose, Texas, per 100 lbs.	16 00	17 50
Honduras, fancy, per 100 lbs.	15 00	15 50
Siam, fancy, per 100 lbs.	11 50	12 75
Siam, second, per 100 lbs.	12 00	12 50
Japans, fancy, per 100 lbs.	14 00	15 50
Do., seconds, per 100 lbs.	13 90	14 00
Chinese XX, per 100 lbs.		14 00
Do., Simiu	15 00	16 00
Do., Mujin, No. 1		13 90

Do., Pakling 12 00
 White Sugar 0 13 0 13 1/2
 Tapioca, per lb. 0 13 0 13 1/2

Teas on Spot Are Unchanged

Toronto. TEAS.—Quotations on spot are unchanged from last week, but the markets at primary points continue to show strength. It is stated that stocks on the Canadian market are getting low, and shipments have been rather heavy to England from Canada, because of the higher prices ruling on the London market. Buying of teas is good advice as price tendencies are decidedly upward.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 50
Broken Pekoes	0 50	0 52
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Second pickings	0 48	0 50
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Hyson Thirds, lb.		0 45
Early pickings, Japans	0 53	0 55
Do., Seconds	0 50	0 52
Do., sifted	0 60	0 65

Coffee Firm at Recent Advance

Toronto. COFFEES.—The market in coffees is strong at last week's advance of a cent a pound. The primary quotations are very firm, and while it is stated that there is no great scarcity of coffees the excessive demand for the same is keeping the market at high levels. Europe is again a heavy buyer of coffee and this fact has had much to do in stimulating values.

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

Prices Rule Firm on Nuts

Toronto. NUTS.—Indications point to stronger quotations on almonds for the Fall trade when the demand for the same is much stronger. The foreign market is very strong and England is again buying freely. Coconut is very strong and is exceedingly hard to get. Brazil nuts, too, are likely to be very high as supplies are growing scarce.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 48	0 50
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.		0 19
Do., Chinese 30-32 to oz.	0 16	0 18
Brazil nuts, lb.	0 78	0 80

American Salmon Selling Freely

Toronto. CANNED GOODS.—No changes are reported in the market for canned goods this week. All lines, where available, are very strong. Canned salmon is in heavy demand, selling very freely. There is considerable American salmon coming on the market now, Alaska reds in one dozen lots, selling at from \$4.25 to \$4.50. Canned vegetables are very scarce. The new pack in several lines should soon be available, but just at present there is not such a great demand for the canned vegetables because of the plentiful supplies of fresh vegetables. In canned fruits new strawberries are on the market, selling around \$5.25. Sliced pineapples, 2s., are quoted slightly higher at \$4.75.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, 1/2s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 25	2 40
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	2 00	2 10
Cohoos, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. talls	3 75	4 25
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.	4 50	4 90
Do., 1/4-lb. tins		2 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	2 15	2 25

Canned Vegetables—		
Beets, 2s.	1 90	2 80
Tomatoes, 2 1/2s		2 25
Peas, standard		1 60
Peas, early June	1 67 1/2	1 75
Sweet Wrinkle		1 97 1/2
Beans, golden wax, doz.	2 00	2 10
Asparagus, tins, doz.	3 75	4 00
Asparagus butts	2 00	2 02 1/2
Canadian corn	2 25	2 45
Corn, American, 2s, doz.	2 10	2 25
Pumpkins, 2 1/2s	0 95	1 15
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.		
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
Apples, gals., dozen		7 00
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s		1 90
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		6 25
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 02	1 05
Strawberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 08	1 15

Prices on Dates Show Decline

Toronto. DRIED FRUITS.—Lower prices are ruling on dates again this week. Wholesalers are quoting Excelsior dates at \$6.25 per case and Dromedary dates at \$7.25. New Smyrna figs are expected soon on the Canadian market, and will be selling around 16c per lb. to the retail trade. Evaporated apples have all been practically cleaned up. The market in currants is very strong, and future prices are likely to be very firm. Prunes

and peaches are in small supply, and quotations on them, where obtainable, are unchanged from last week. Raisins are very firm, and the tendency is towards higher levels.

Apples, evaporated, Ontario.....	0 22	0 23
Apricots, unpitted	0 14 1/2	0 14 1/2
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange	0 46 1/2	0 46 1/2
Citron	0 47	0 47
Currants—		
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case	6 25	6 25
Dromendary, 3 doz. in case.....	7 25	7 25
Figs—		
Taps, lb.	0 14	0 15
Malagas, lb.	0 14	0 15
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case.....	5 00	5 00
Cal., 8 oz., 20s, case.....	3 25	3 25
Cal., 10 oz., 12s, case	2 25	2 25
Prunes—		
30-40s, pe rib.	0 25	0 35
40-50s, per lb.	0 30	0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.	0 22	0 22
70-80s, per lb.	0 19	0 20
80-90s, per lb.	0 16 1/2	0 17
90-100s, per lb.	0 14 1/2	0 14 1/2
100-120s, per lb.	0 11	0 11 1/2
Peaches—		
Standard, 25-lb. box, peeled.....	0 20	0 20
Choice, 25-lb. box, peeled	0 23	0 23
Fancy, 25-lb. boxes	0 24	0 24
Practically peeled, 25-lb. boxes	0 22 1/2	0 22 1/2
Extra choice, 25-lb. box, peeled	0 26	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra Fancy sulphur bleached, 25s	0 17	0 17
Seedless, 15-oz. packets	0 19	0 19
Seeded, fancy, 1-lb. packets	0 14 1/2	0 15
Seeded, 15 oz. packets	0 15	0 16
Seedless, Thompson's, bulk.....	0 20	0 20
Seedless, 16-oz. packets	0 19 1/2	0 19 1/2
Do., Bakers, Thompson's, 50s	0 18	0 18
Crown Muscatels, 25s	0 17	0 17

Upward Trend in Spice Quotations

Toronto. SPICES.—The tendency in the market for spices is upwards and prices are steadily advancing. Cloves have shown a sharp advance in the last week, approximately 12c on the primary markets. Germany is in the market for spices, and the fact that Europe will be a heavy buyer is having a very stimulating effect on quotations. Cassia is quoted at from 33c to 40c per lb., and cayenne at from 33c to 37c. Pickling spices are from 22c to 30c, and white pepper is quoted higher at from 48c to 53c. French pure cream of tartar is at very strong levels. Prices are likely to be very high. Dealers are quoting it this week at from 70c to 80c. American high test cream of tartar in bulk is offered at 75c.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 35	0 50
Cayenne	0 33	0 37
Ginger	0 28	0 35
Ginger	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 35
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selecta, whole, 100s	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Onion seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 55	0 60

Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 70	0 80
American high test, bulk	0 75	0 75
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	3 00	3 00
8 oz. tins, doz.	6 00	6 00

Honey Production Good in East

Toronto. HONEY, MAPLE SYRUP.—None of this season's honey is yet on the market. Indications point to a very good crop in Eastern Ontario, but not so good in the western section of the province. Quotations on old crop honey are unchanged. There is not much moving in the same. Maple syrups are strong at unchanged values.

Honey—

Clover—

5-lb. tins	0 24
2 1/2 s tins	0 26
10-lb. tins	0 25
60-lb. tins	0 24
Buckwheat, 60-lb. tins, lb.	0 18
Comb, No. 1, fancy, doz.	3 75
Do., No. 2, doz.	3 00

Maple Syrup—

8 1/2-lb. tins, 10 to case, case.....	17 00
Wine qt. tins, 24 to case, case.....	16 00
Wine 1/2 gal. tins, 12 to case, case.....	15 00
Wine 1 gal. tins, 6 to case, case.....	14 00
Imperial 5 gal. cans, 1 to case, case.....	14 00

Maple Sugar—

50 1-lb. blocks to case, lb.....	0 29
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Corn Meal is Ruling Firm

Toronto. CEREALS.—There is not a great deal moving in cereals these days, this being the quiet season for these goods. Corn meal is very firm, because of the very firm market at Chicago. All lines are selling at steady prices. Rolled oats in 90s is quoted as high as \$4.60.

	Single F.o.b. Toronto	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	4 50	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 50	5 85
Do., fancy yellow, 98s	5 25	5 60
Corn Flour, white, 98s	4 60	5 00
Do., Government standard, 98s	4 25	4 25
Hominy grits, 98s	5 25	5 25
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	4 75	4 75
Oat Flour	4 50	4 50
Rolled Oats, 90s	4 40	4 60
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Breakfast Food No.1	6 15	6 15
Do., No. 2	6 15	6 15
Rice Flour, per 100 lbs.	8 00	8 00
Linseed Meal, 98s	6 75	6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	6 50	6 50
Blue peas, lb.	0 10	0 10

Above prices give range of quotations to the retail trade.

Can. Raspberries Arriving Freely

Toronto. FRUITS.—Arrivals of fruits are very plentiful these days, but on the whole, prices continue at strong levels. The Canadian raspberries are coming freely now, but rain is badly needed to help along the crop. At the time of writing the berries are selling on the Toronto market at from 25c to 30c per box. Lower prices are expected. Cherries are fairly plentiful. The eating cherries are selling as high as \$3 for a large basket, and the preserving kind range from \$1.25 to \$1.50 for a 11-quart basket. Gooseberries are selling at from \$1.50

to \$1.75 for a large basket. Red currants are quoted at \$1.50, and the black currants are arriving in small shipments, selling at \$2.50 for a large basket. Georgia peaches and Texas Elbertas are coming on the market fairly heavy, ranging in price from \$4.25 to \$5. Watermelons are selling at from 75c to 90c each.

Bananas, per lb.	0 08
Grapefruit—	
California, seedless, 64s	5 00
Do., 48s	4 50
Do., 80s	6 00
Valencias—	
100s, 126s, 150s, 176s, 200s, 216s, 250s	5 50 6 50
288s, 324s	5 00 5 50
Lemons, Cal., 270s, 300s, case.....	6 50 7 00
Raspberries, box	0 25 0 30
Cherries, Home Grown—	
11-qt. basket	1 25 3 00
6-qt. basket	0 75 2 00
Gooseberries, 11-qt. basket.....	1 50 1 75
Red Currants, 11-qt. basket.....	1 50 1 50
Black Currants, 11-qt. basket.....	2 50 2 50
Watermelons	0 75 0 90
Georgia peaches, 6 basket crates, per crate	4 25 4 25
Texas Elbertas, bushel	5 00 5 00
Canteloupes, Arizona, 45s, stand-ards	8 00 8 00
Do., flats	3 00 3 00
Plums, Cal., per case	3 00 3 75
Apples, yellow transparent, bus. hamper	4 00 4 00

Old Potatoes a Drug on Market

Toronto. VEGETABLES.—Ontario potatoes are selling for almost any price that can be obtained for them. There is scarcely any demand for them now. The new Ontario potatoes are not on the market yet. The inquiry is being supplied by Virginia potatoes, selling to the trade at \$7.50 per barrel. This is a little firmer price than a week ago. There is a very heavy demand for them. Canadian tomatoes are coming freely now, number ones selling in 11-quart baskets at from \$3.50 to \$3.75. Cabbages are selling at \$3 per bushel and \$5 per crate. Carrots, beets, radishes and lettuce are unchanged in price. Canadian beans are selling at from \$1 to \$1.25 for an eleven-quart basket.

New beets, per dozen	0 40
Cabbage, per crate	5 00
Do., per bushel	3 00
New carrots, per doz.	0 40
Radishes, per dozen	0 30
Can. Lettuce, doz.	0 50 0 75
Onions, Kentucky fine hard, 100-lb. sacks	8 50 9 00
Parsley, per basket	1 00 1 00
Peppers, green, dozen	1 25 1 25
Celery, doz.	0 40 0 40
Wax Beans, can., 11-qt. basket.....	1 00 1 25
Cucumbers	3 00 3 00
New potatoes, Virginia	7 50 7 50
Potatoes, Ontario, bag	1 00 1 00
Turnips, hamper	2 75 2 75
Spinach, box	2 00 2 00
Domestic peas, 11-qt. basket.....	0 50 0 65
Outdoor Tomatoes, 11-qt. basket.....	3 50 3 75

Choice Beans Are Very Scarce

Toronto. BEANS.—The market for beans is very firm, although there is very little demand for them these days. The choice quality beans are very scarce, and if there was any kind of demand for them prices would be very much higher. The hand-picked beans are quoted at from \$4.75 to \$5 per bus.

Japanese Kotonashi, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 12 1/2

**Domestic Inquiry
For Flour Good**

Toronto.
FLOUR.—There is a fairly brisk demand for flour for domestic account. The movement for export is very active. Prices remain unchanged at from \$11 to \$11.15.

Flour—

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

**Millfeeds Are
Unchanged**

Toronto.
MILLFEEDS.—There is no change in the market for millfeeds. Shorts continue to be a fairly active sale, although there is not much demand for bran. Bran is selling at \$42 per ton and shorts at \$44 per ton.

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

WINNIPEG MARKETS

WINNIPEG, July 12—The supply of canned goods has been so nearly cleaned up that there is a possibility of pronounced shortage before the new pack is available. Good grade rice and coffee are also scarce, while further advances are recorded in several other lines.

**Canned Goods Famine
Before Next Pack**

Winnipeg.
CANNED GOODS.—All lines of canned fruits and vegetables have been cleaned up in Eastern markets by reason of an unusually large export demand. Some jobbers hold that there are insufficient supplies of canned goods in the country to supply domestic demands until the new pack. The market in canned goods is said to have never been so bare of all lines for very many years. The demand is unlimited, and some of the large canners state that they have booked orders for several hundred thousand cases for the coming season's pack.

**Best Grades Rice
Are Very Scarce**

Winnipeg.
RICE.—The rice market is very strong, with a growing demand for the small and rapidly diminishing supplies of good grades. Lower priced grades are being rapidly cleaned up, and all rice being offered is firm with an upward tendency.

Japan Rice—

No. 1, 50-lb. sack, per lb.	0 12
Do., 100-lb. sack, per lb.	0 11½
No. 2, 50-lb. sack, per lb.	0 09½
Do., 100-lb. sack, per lb.	0 08¾

Siam Rice—

50-lb. sacks, per lb.	0 09¼
100-lb. sacks, per lb.	0 09

**Dried Apricots;
Pears Scarce**

Winnipeg.
DRIED FRUITS.—All lines are becoming rapidly cleaned up, with apricots and pears practically off the market and peaches very scarce. There is a continued outlook for a large crop of Muscatels, both loose and seeded. The market continues firm with the likelihood of higher prices on some lines.

**Condensed Milk
Firm at Advance**

Winnipeg.
CONDENSED MILK.—The market is very firm. Short supplies of milk and increased cost of production are given for the advances made by some factories in prices of condensed and evaporated milk.

**All Glassware
Lines Advancing**

Winnipeg.
GLASSWARE.—Last week we quoted advanced prices on some lines of glassware. This week the advancing market has reached lantern globes. Manufacturers state the constantly increasing cost of production has forced them to revise prices on fruit jars, lamp glasses and lantern globes. In view of the shortage of fruit jars which has prevailed in past preserving seasons the trade would be well advised to cover required supplies.

**Coffee Holds
Strong Position**

Winnipeg.
COFFEE.—The market for Brazil coffee continues to hold to the high levels reached during recent weeks, with Santos being quoted at the highest level ever attained. Bulk coffees also in in a

BRITISH COLUMBIA MARKETS

VANCOUVER, July 14. — Grocery and provision markets are very strong. Starch has advanced. Australian cables report currants about sold up. The first maple sugar is now on the market. Sugar is still being rationed to the wholesalers.

**Sugar is Still
Being Rationed**

Vancouver.
SUGAR.—Sugar is still being rationed to the wholesalers. The explanation is that the strike so demoralized the production that supplies are still quite inadequate. Prices are unchanged at firm figures.

**Teas Continue
Very Firm**

Vancouver.
TEAS.—The market for teas continues very firm, new buying of Indian teas being at high figures. Prices on spot are unchanged, but the likelihood is for stronger quotations in the near future.

very strong position. The market for Brazil coffee is said by jobbers to be "running wild" owing largely to the lack of definite information as to conditions. There are many rumors in circulation which may be exaggerating the damage to the coffee plantations by frost last Fall.

**New Fruits Coming
Forward Freely**

Montreal.
FRUITS.—The orange market is steady with a fair supply of Valencias. Lemons are in a strong market. The supply available in California is light. Water melons are coming on the market at steadily advancing prices. Local quotations are 6 cents per pound. Cantaloupes are coming forward in good supply though there is no reduction in price. California small fruits are coming to hand in excellent condition with ruling prices fairly high. There is no indication of any decline. The raspberry season is expected to open very shortly and supplies are expected to be good even though the general yield will not be as large as last year. Prices will run from \$3.75 to \$4 per crate.

**Vegetables Plentiful;
Prices Reasonable**

Montreal.
VEGETABLES.—The outlook for field tomatoes is good and these should be on the market very shortly. Green peas are plentiful, and as they are of good flavor there is a good market for this vegetable. New potatoes are being shipped in carlots at a price of about \$85 per ton. Cabbage is plentiful and prices are reasonable. B. C. cauliflower is being shipped now at prices locally from \$2 to \$2.50 per dozen. Turnips now being sold on the market are in bunches, but sack turnips will be ready very shortly.

**Hogs Selling
At \$33 Per Cwt.**

Vancouver.
PROVISIONS.—Prices on fresh pork and hams and bacon are very strong. Hogs are selling as high as \$33 per cwt. Beef has declined a cent. per pound.

Fresh Beef	0 17	0 19
Lamb	0 28	0 28
Pork	0 32	0 32
Cheese	0 33½	0 33½
Lard	0 37	0 37
Compound	0 38½	0 38½
Bacon	0 52	0 52
Hams	0 45	0 45

**Raspberries Are
50 Cents Lower**

Vancouver.
FRUITS AND VEGETABLES.—Strawberries are nearly over. Prices firm. The district of Hanev has shipped its 18th car to the Prairie. Raspberries have dropped fifty cents per crate. Fresh vegetables are arriving freely. New green apples are now selling on the market at \$4.25 per box. Lemons are selling at \$7.25 and oranges at

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, July 15.—Many lines of soap have made two advances since last report. In many cases prices were withdrawn soon after advances took place. Royal Crown 5's are now selling at \$7; 6's at \$8.20. Sopade 50-ounce packages are now \$7.35, an advance of \$1.35. Shorts advanced from \$41 to \$47, and bran is selling at from \$37 to \$38 per ton. Corn syrups are up 30 cents per case, and starches 1/2c. Puffed rice and wheat are now \$5.25. Eggs are \$13.50. Large cheese is selling at from 33 1/2 to 36 cents. Baby size milk is 10 cents higher, and coffee and milk preparation is 25 cents a case higher.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.		9 75
Rice, China mat., No. 1		4 80
Do., No. 2		3 95
Japan, No. 1	11 50	13 50
Tapioea, lb.	0 11	0 12 1/2
Sago, lb.	0 11	0 12 1/2
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 33 1/2	0 36
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		22 80
Eggs, new-laid, local		13 50
Tomatoes, 2 1/2s, standard, case		4 20
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack.		5 60
Apples, gala., Ontario, case		3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Jams—		
B.C. Strawberries, 4s		13 50
Logan Raspberries		13 00
Peaches		11 01
Plum		10 00
Gooseberries		11 00
Blackberries		11 00
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted		6 40
Apples, evaporated		0 22
Do., 25s, lb.		0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s		0 22
Lobsters, quarters	2 75	3 00
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	35 00	38 00
Oranges, Valencias		7 00
Lemons, case		8 50
Grapefruit, California		7 50
Strawberries, Hood River, crate		7 00
Cantaloupes, crate 45s		7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask, July 15.—Packaged cereals show a tendency towards advances. Puffed rice has gone up \$1 per case and is now quoted at \$5.25. Oats in packages are sure to advance soon. Syrup is higher by 30 cents per case, and starch is 1/2 cent higher per pound.

Fairy soap and Gold Dust has advanced 25 cents per case. New currants on the market are rated at 75 cents a basket. B. C. celery is on the market at 12 cents. Blueberries have also arrived as well as gooseberries. Egg receipts continue to decline. Crop conditions show little change. Some hail and rains have been pretty general.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12 1/2
Rolled oats, brails	3 86
Puffed Rice, case	5 25
Rice, Siam, cwt.	8 40
Sago, lb.	0 11 1/2
Tapioea, lb.	0 11 1/2
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1, Ontario, large	0 34 1/2
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 31
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 48
Apples, gala., Ontario	2 85
Apples, evaporated, per lb.	0 18 1/2
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	7 50
Grapefruit	7 00
California oranges	8 50
Pinapples	7 00
Lemons	8 00
Strawberries, crate	7 50
B.C. Cherries, basket	3 00
Watermelons, lb.	0 08
Apricots, Cal.	3 25
Plums, Cal.	3 75
Peaches, Cal.	2 75
Apples	4 50
Tomatoes	3 50
Cucumbers, doz.	3 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, July 15.—The market is quiet with few changes. Ordinary cornmeal is selling at from \$4.25 to \$4.30. Rolled oats are \$10.50. Lard, pure, is bringing from 39 1/2 to 40 cents. Compound lard is 34 to 34 1/2 cents. Potatoes are from \$3 to \$3.50. Onions are from 11 to 12 cents. Oranges are from \$6 to \$7. California pears are from \$6 to \$7 a box. Plums \$3 to \$4 per crate. Peaches from \$2 to \$3. Strawberries are about through, and other berries are not yet arriving.

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	6 15
Cornmeal, ordinary, bags	4 25
Rolled oats	10 50
Rice, Siam, per 100 lbs.	10 50
Molasses	0 88
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, New Brunswick	0 33
Cheese, Ont., twins	0 33
Eggs, fresh, doz.	0 48
Eggs, case	0 43
Breakfast bacon	0 44
Butter, creamery, per lb.	0 46
Butter, dairy, per lb.	0 43
Butter, tub	0 41
Margarine	0 33
Lard, pure, lb.	0 30 1/2

Lard, compound	0 34	0 34 1/2
American clear pork	0 62	0 65
Beef, corned, 1s	4 55	4 90
Tomatoes, 3s, standard, case		4 20
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 20
Corn, 2s, standard case		4 70
Peas, standard case	3 20	3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums		8 50
Evaporated apples, per lb.		0 23
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 00	3 50
Onion, Egyptians, lb.	0 11	0 12
Lemons, Cal.	8 50	9 00
Peaches, Cal., box	2 00	3 00
Pears, Cal., box	6 00	7 00
Plums, Cal., crate	3 00	4 00
Oranges, Cal., case	6 00	7 00
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08 1/2	0 09

BRITISH COLUMBIA MARKETS

Continued from page 44

\$6.25. New tomatoes are selling at \$4.50 per crate.

Apples—	
New, green, box	4 25
Cherries, Okanagan, qt.	0 20
Oranges, Cal., aver.	6 25
Strawberries, crate	3 25
Gooseberries, qt.	0 12
Grapefruit, case	5 00
Lemons, case	7 25
Pineapples, Cuban	5 50
Cucumbers, B.C., per doz.	2 00
Tomatoes (hothouse), 20, crate	
No. 1	4 50
Carrots, doz. bunches	0 25
Onions, doz. bunches	0 25
Parsley, doz. bunches	0 25
Local potatoes, ton	30 00
Turnips, doz. bunches	0 25
Celery, doz.	1 75
Raspberries, crate	4 50

No Change in Molasses Prices

Vancouver. MOLASSES.—No change is reported in the market for molasses. Demand is light.

36, 1 1/2s, per case	\$4 25
24, 2 1/2s, per case	4 50
12, 5s, per case	4 25
6, 10s, per case	4 25

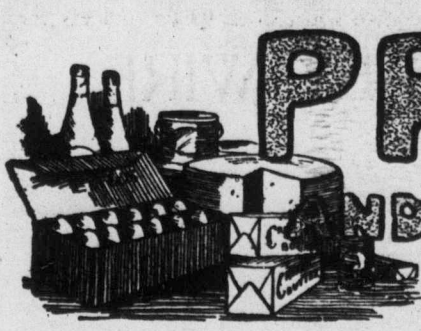
Shortage Exists In Canned Goods

Vancouver. CANNED GOODS.—A very serious shortage exists on canned peas, string beans and corn. Very little improvement is expected until the new crop is available. Canned fruits are also difficult to replace. B. C. canned milk has advanced 25 cents per case.

Japanese Rices' Sharp Advance

Vancouver. RICES.—California number one Japanese rice is now selling at \$260 per ton. All rices continue at very strong levels. Sago and tapioca are selling at 13 1/2 cents.

Rice, Japan, No. 1, per ton	250 00
Do., Do., No. 2, per ton	250 00
Do., China, No. 1, per 40 mats	250 00
Do., Do., No. 2, per 40 mats	200 00
Do., California	260 00
Tapioea, 140s	
Sago, 140s	0 12 1/2



PRODUCE AND PROVISIONS

Rumor of British Government Control of Cheese Unsettles Market

Threatened Strike of Coopers in Montreal Warehouses Results in Cheese Shipments Being Refused.

THE cheese market during the week, particularly the last half, was in a very unsettled state. A threatened strike of coopers in Montreal warehouses caused the railway companies to send out notices to their agents that cheese shipments should not be accepted until further notice. There are rumors in the trade that the British Government intends to again control the importation as well as the sale of cheese in England. Advices on this point have been very contradictory but some cabled orders have been cancelled because of the possibility of control being resumed. At the Co-operative sale on Monday (July 7th), 3,171 boxes of cheese were sold as follows: (selling charge of $\frac{1}{8}$ c. per lb. included). 1,850 boxes No. 1 Quebec at 29 $\frac{1}{8}$ c.; 975 boxes No. 2 at 28 $\frac{1}{8}$ c. On Tuesday between 5,000 and 6,000 boxes were sold at Gould's at 28 $\frac{1}{2}$ c. f.o.b. country points. At the Co-operative sale on Friday, 4,007 boxes were sold as follows (usual selling charge included): 2,400 boxes No. 1 Quebec white at 27 $\frac{1}{8}$ c.; 1,275 boxes No. 2 at 26 $\frac{1}{8}$ c. At this sale none of the regular exporting firms were buyers. At Gould's on Friday, 6,000 boxes of Eastern and Ottawa Valley cheese sold at from 26 $\frac{1}{2}$ c. to 27c. f.o.b. country points. On account of the embargo no sales were made at country boards on Thursday nor on Friday with the exception of 1,150 boxes at Picton, all sold at 28 $\frac{1}{8}$ c. Receipts for the week were 86,341 boxes compared with 104,315 boxes for the same week last year. From May 1st to July 12th, receipts were 536,747 boxes compared with 608,553 boxes for the same period last year.

Figures re Export and Import

There has been quite a decline in receipts at the port of Montreal of late, receipts for the week ending July 12th, 1919, were 86,341 boxes, as opposed to 104,315 in the corresponding week of last year, while from May 1 to July 12 of this year shows receipts of 536,747 as against 608,553 boxes over the same period of last year. Butter on the other hand shows a slight increase in receipts, 21,939 packages being received for the week ending July 13 as against 20,184 packages for the same week last year,

while for the period from May 1 to July 12, 1919, shows 168,751 as opposed to 165,772.

Exports for the week ending July 12 were 3,212 packages of butter, and 117,517 boxes of cheese. Exports from May 1 to July 12 were 3,709 packages of butter and 457,361 boxes of cheese.

PACKING PLANTS ACTIVE Italian Order a Big Factor in Export Trade

There has been an unusual activity recently around some of the large Toronto packing plants, owing to heavy export orders that have almost taxed the capacity of the plants. Especially heavy have been the orders from Italy, a previously little known purchaser. Italy, it appears, has come into the market with a keen demand for bacon, and also for beef. As this market is not quite so discriminating as those that the Canadian packing plants have catered to in the past, its opening to the Canadian trade will mean an easier outlet for products that it might be difficult to market elsewhere.

ALLIED PACKERS STOCK TO BE LISTED

An application is being made to the Montreal and Toronto Stock Exchanges to list the securities of Allied Packers. Incorporated, of New York, and it is probable that this will be effected at an early date.

It will be recalled that Allied Packers recently acquired the business of Matthews-Blackwell, Limited, a representative from which firm will be chosen to act in the interest of Canadian shareholders on the board of directors of the consolidation.

HARRIS ABATTOIR CO. HOLDS ANNUAL PICNIC

The annual picnic of the Harris Abattoir Co. was held at High Park on Friday afternoon—the 1,500 employees, together with their wives, families and sweethearts, must have totalled pretty close to 5,000 people.

During the course of the afternoon, an aviator from Long Branch passed over the grounds, bearing a cable message

from James Harris, at present in Great Britain, in which the latter conveyed to the big crowd his best wishes and warm appreciation of their services. The reading of this message was the signal for tremendous cheering.

There was a big program of sporting events all run off in fine style, to say nothing of the baby show. There was also an abundant supply of good things to eat, and W. T. Harris, president of the Harris Abattoir; J. S. McLean, secretary-treasurer; George Rowntree, head buyer for the firm; "Dote" Wilson, and all the members of the staff were indefatigable in making the folks happy. It was generally stated that the picnic was one of the most enjoyable ever held by the company.

SIZES AND CASE COUNTS AND CANNED JARS

The Department of Soldiers' Civil Re-establishment writes to ask the correct trade name of all the various sized tins used by Canadian canners in canning fruits and vegetables, the capacity of each size tin, and the number of tins of each size that constitute a case, also the quantity in a case of various staple articles such as grapenuts, cornflakes, puffed rice, shredded wheat and soda biscuits.

Answer:—The following are the various sized tins used by Canadian canners, and the number of tins in a case:

Fruits and vegetables: 2s, 2 doz. tins; 2 $\frac{1}{2}$ s, 2 doz. tins; 3s, 2 doz. tins; 10s, gals., $\frac{1}{2}$ doz. to case; 20 oz. cans, 4 doz. to case.

Jams.—16 oz., 2 doz. case; 12 oz., 2 doz. case; 3x5, each 8 pails; 2s, each 2 doz.; 4x14, each 4 pails; 4x7, each 6 pails; tumblers, each 2 doz.; pints, each 1 doz.

Grapenuts.—12 oz. package, 2 doz. case.

Cornflakes.—8 oz. packages, 36 packages case.

Puffed rice.—5 oz. packages, 36 packages case.

Shredded wheat.—36 packages case.

Soda biscuits.—Packed in pasteboard boxes and tins, in various sizes from half a pound to three pounds.

Will Liquor Drought Increase Dried Fruit Demand?

In the expectation that home wine making will become a "sizable" factor in the dried fruit business, some enterprising California firms are quoting dried black grapes to the trade. The prices range from 11c to 13c f.o.b. San Francisco.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 15—Outstanding features of the markets this week are several. Livestock tendencies are not only firmer, but there have been advances for live and dressed hogs through the week and various cuts of pork and beef are marked up. The tone is decidedly strong. This is traceable to the export which packers are engaged in and to the heavier demand, in particular, for cured meats. Cured hams and barrelled pork are marked up. Cooked meats are firm, but unchanged. A large demand still obtains for butter, and prices, while unchanged in the list, were higher in the country. Cheese is showing some easing of price, due to a temporary let-up in export. Eggs have advanced and there is a big sale for the better stock. Live poultry comes forward in increasing quantities. Sea fishing was poor last week, due to severe weather conditions, and prices are consequently firmer on these lines. There has been a very good business throughout the week.

Stronger Markets For Cattle and Hogs

MONTREAL.
FRESH MEATS.—Strength in the livestock markets has been manifest in various sections of the country, and the feeling has reflected here in a firming of certain prices and advancing of others. Various cuts of beef are marked up and hogs advanced in some cases as much as \$1 per \$100 pounds. The ruling prices are around \$23.50 for select abattoir stock. Some cuts of hogs are advanced. Export demand for cooked meats has been heavy. This may be a contributing factor in the firming of the price basis.

Hogs, live	23 00	23 60
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	32 00	
Sows (heavy)	27 00	
Fresh Pork—		
Leg of Pork (trimmed) (foot on)	0 39	
Loins (trimmed)	0 44	
Loins (untrimmed)	0 41	
Spare ribs	0 25	
Trimmed shoulders	0 29	0 30
Fresh Beef—		
Cows)		(Steers)
\$ 28 .. Hind quarters..	\$ 30	\$ 30
0 14 .. 0 17 .. Front quarters..	0 16	0 18
0 28 .. 0 28 .. Loins ..	0 37	0 37
0 25 .. 0 25 .. Ribs ..	0 28	0 28
0 15 .. 0 15 .. Chucks ..	0 15	0 16
0 26 .. 0 26 .. Hips ..	0 28	0 28
Calves (as per grade)	0 22	0 27
Lambs, 30-40 lbs. (whole carcass), lb.	0 36	
No. 1 Mutton (whole carcass), lb.	0 20	

Hams Are Higher; Barrelled Pork Also

MONTREAL.
CURED MEATS.—Domestic demand has continued heavy and with the export selling this has had the effect of decidedly firming the market and making advances of one cent for various weights of smoked hams. Barrel pork, too, has been advanced \$1 to \$2 per barrel and there is a firm undertone. The tendencies are upward on pork products generally.

Hams—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 47	
14-20 lbs.	0 47	
20-25 lbs.	0 42	
25-35 lbs.	0 40	

Backs—		
Plain	0 50	
Breakfast, per lb. (as to qual.)	0 49	0 56
Rolls, per lb.	0 38	0 39
Salt Meats—		
Long clear bacon, ton lots	0 30½	0 31½
Long clear bacon, small lots	0 31	0 32
Barrel Pork—		
Fat backs, lb.	0 33	
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces)	70 00	
Heavy mess pork (bbl.)	54 00	
Bean pork (bbl.) (American) (60-80 pieces)	54 50	

Cooked Meat Demand Continues Good

MONTREAL.
COOKED MEATS.—No dearth of orders is manifest for the various brands of cooked meats, and the outgo from week to week is heavy. Many tons of stuff are shipped out now to the summer resorts and this business grows as the season advances. In view of the stronger pork markets there is a firmness of undertone and prices may be advanced ere long.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 65	0 66
Jellied pork tongues	0 44	
Ham and tongue, lb.	0 32	
Veal and tongue	0 25	
Hams, roast	0 64	
Hams, cooked	0 64	
Shoulders, roast	0 52	
Shoulders, boiled	0 52	
Pork pies (doz.)	0 85	
Blood pudding, lb.	0 12	

Much Lard Goes to the Consumer

MONTREAL.
LARD.—Total weekly sales of pure lard are maintained on a very satisfactory basis and supplies are ample to meet the requirements of the trade. There have been no features during the week, prices remaining unchanged but firm.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 37½	0 37½
Tubs, 50 lbs., per lb.	0 37½	0 38
Pails, 20 lbs., per lb.	0 37½	0 38½
Bricks, 1 lb., per lb.	0 39	0 40

Shortening Firm; May be Higher

MONTREAL.
SHORTENING.—There has been a sustained undertone to the market and supplies are sold in some quarters on a firming basis. The range of quotations is showing more spread and a firmer feeling may bring about higher prices.

Margarine is Selling But in Small Lots

MONTREAL.
MARGARINE.—Jobbers are quite satisfied with margarine sales, some of them at least. Considering the season there is the usual disposition to buy with regard to one's sales. As a consequence the movement is in smaller lots but the totals reached weekly are quite large. Prices are unchanged.

Tierces, 400 lbs., per lb.	0 31	
Tubs, 50 lbs., per lb.	0 31½	0 31½
Pails, 20 lbs., per lb.	0 31½	0 31½
Bricks, 1 lb., per lb.	0 32½	

Heavy Butter Demand May Increase Price

MONTREAL.
BUTTER.—With the combined heavy sales to exporters and domestic dealers, there has been a stronger feeling in the butter market. Under keen bidding at country points there has been a higher tendency with actual sales made at around one cent per pound higher. The tendencies, if continued, will have the effect of making immediately for higher prices. There is a steady demand, much of it from packers.

BUTTER—		
Creamery prints, fresh made	0 55	
Creamery solids, fresh made	0 54	
Dairy prints	0 45	
Dairy, in tubs, choice	0 44	

Light Export Orders; Cheese Easier

MONTREAL.
CHEESE.—Notwithstanding the unchanged price condition as applying to cheese on this market, there has been an easier feeling. This is the result of curtailed buying for export account and which, in turn, is attributed to the unrest in labor circles in England. At 28½ cents there was but one sale last week of 1,150 boxes, and this was at Picton. It is rather uncertain what the future will bring forth. Price control is mooted in England, it is understood, and this may have some effect on the price basis here.

CHEESE—		
New, large, per lb.	0 32	
Twins, per lb.	0 32	0 32½
Triplets, per lb.	0 32	
Stilton, per lb.	0 35	
Fancy, old cheese, per lb.	0 35	0 36

Plenty of Eggs; But Prices High

MONTREAL.
EGGS.—Farmers are apparently pressed for time now on other work, and

this is assigned as the reason for less interest in shipments of eggs. At the same time there appears to be plenty of eggs available but shipments are less methodically forwarded. The excellent demand still obtains for better grades and prices have advanced one cent per dozen for No. 1's and selects. Newlaid will bring as much as 60c in some instances, it is stated.

EGGS—		
No. 2	.....	0 43
No. 1	.....	0 50
Selects	.....	0 55
New laids	.....	0 58

Less Storage Stock; Live Poultry Comes

Montreal.
POULTRY.—There has been a big reduction in the holdings of cold storage poultry, and this came through heavy filling of export orders. There has been a very noticeable increase in the receipts of live fowls, excepting one or two lines such as turkeys. These are in demand, the Jewish call for live birds being excellent. Prices have been unchanged for the week.

POULTRY (dressed)—		
(Selling Prices)		
Chickens, roast (3-5 lbs.)	.....	0 40 0 41
Chickens, roast (milk fed)	.....	0 45 0 46
Broilers (3-4 lb. pr.)	.....	0 44 0 47
Ducks—		
Brome Lake (milk fed green)	.....	0 46 0 46
Young Domestic	.....	0 38 0 40
Turkeys (old toms), lb.	.....	0 49 0 49
Turkeys (young)	.....	0 50 0 50
Geese	.....	0 30 0 31
Old fowls (large)	.....	0 36 0 36
Old fowls (small)	.....	0 32 0 32
POULTRY (live)—		
(Buying Prices)		
Live—Old fowl	.....	0 28 0 29
Roasters	.....	0 19 0 21
Turkeys	.....	0 37 0 37
Broilers	.....	0 36 0 44

Sea Fishing Poor; Prices Stiffened

Montreal.
FISH.—The feature of the week is that of a decreased supply from the Atlantic coast. This was due to severe weather conditions and to a period of cold and unseasonable weather. As a consequence there will not be a large receipt of fish from these points for the catch has been light. This applies in a particular sense to haddock, market and steak cod and to mackerel. Business is just fair, and what might be seasonably looked for.

FRESH FISH		
Carps, per lb.	.....	0 11 0 12
Dore	.....	0 20 0 20
Eels, lb.	.....	0 10 0 10
Bullheads (dressed)	.....	0 15 0 15
Gaspereaux, each	.....	0 07 0 07
Haddies	.....	0 12 0 13
Fillet Haddies	.....	0 20 0 20
Haddock	.....	0 08 0 08
Halibut, Eastern	.....	0 24 0 24
Halibut, Western	.....	0 23 0 24
Steak, cod	.....	0 09 0 10
Market cod	.....	0 06½ 0 07
Flounders	.....	0 06 0 06
Prawns	.....	0 30 0 30
Pike, per lb.	.....	0 12 0 13
Live lobsters	.....	0 45 0 50
Boiled lobsters	.....	0 35 0 40
Salmon (B.C.), per lb., Red	.....	0 30 0 32
Salmon, Gaspe	.....	0 35 0 40
Shad	.....	0 13 0 13
Skate	.....	0 17 0 17
Lake Trout	.....	0 20 0 20
Mackerel	.....	0 16 0 16
Shrimps	.....	0 35 0 40
Whitefish	.....	0 17 0 18
Trout, brook	.....	0 40 0 40
FROZEN FISH		
Gaspereaux, per lb.	.....	0 06½ 0 07
Halibut, large and chicken	.....	0 19 0 20

Halibut, Western	.....	0 20 0 21
Halibut, medium	.....	0 21 0 22
Haddock	.....	0 06 0 06½
Mackerel	.....	0 14 0 15
Dore	.....	0 14 0 15
Smelts, No. 1, per lb.	.....	0 12 0 13
Smelts, No. 2, per lb.	.....	0 07 0 08
Pike, Headless and Dressed	.....	0 10 0 11
Market Cod	.....	0 05½ 0 06
Whitefish, small	.....	0 11 0 12
Sea Herrings	.....	0 07½ 0 08
Steak Cod	.....	0 08 0 08
Gaspe Salmon, per lb.	.....	0 24 0 25
Salmon Cohoes, round	.....	0 17½ 0 18
Salmon, Qualla, Hd. and Dd.	.....	0 13 0 14
Whitefish	.....	0 15 0 16
Smelts, extra large	.....	0 22 0 22
Lake Trout	.....	0 19 0 20
Lake Herrings, bag, 100 lbs.	.....	6 00 6 00
Alewives	.....	0 05½ 0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	.....	\$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	.....	18 00
Codfish, No. 2, 200 lb. barrel	.....	17 00
Pollock, No. 1, 200 lb. barrel	.....	15 00
Codfish, strip-boneless (30-lb. boxes), lb.	.....	0 20 0 23

Codfish (boneless) (24 1-lb. cartons)	.....	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	.....	0 19
Boneless cod (2-lb.)	.....	0 23
Shredded codfish (12-lb. box)	.....	2 50
Dried codfish (100-lb. bbl.)	.....	20 00

PICKLED FISH		
Herrings (Scotch cured), barrel, 11 27	.....	12 00
Scotia, barrel	.....	12 00
Do., half barrel	.....	6 25
Mackerel, barrel	.....	34 00
Salmon, Labrador (200 lbs.)	.....	26 00
Salmon, B.C. (200 lbs.)	.....	24 50
Sea Trout (200-lb. bbls.)	.....	25 00
Turbot (200 lbs.)	.....	17 00
Codfish, tongues and sound, lb.	.....	0 15
Eels, lb.	.....	0 16 0 17

OYSTERS		
Cape Cod, per barrel	.....	16 00
Batouche, per barrel	.....	15 00
Scallops, gallon	.....	4 50
Can No. 1 (Solids)	.....	2 50
Can No. 3 (Solids)	.....	7 50
Can No. 5 (Solids)	.....	12 50
Can No. 1 (Selects)	.....	2 50 3 00
Can No. 3 (Selects)	.....	9 00

SUNDRIES		
Paper Oyster Pails, ¼ per 100	.....	1 75
Crushed Oysters Shell, 100-lbs.	.....	\$1 60
Paper Oyster Pails, ¼-lb. per 100	.....	2 25

ONTARIO MARKETS

TORONTO, July 15—The feature of the produce and provision market this week is the sensational price being paid for live hogs. Values have reached record figures on the Toronto market, live hogs on the fed and watered plan selling at \$24. Hams, bacon and fresh pork are maintained at high levels. Eggs are higher because of decreased production. Cheese is slightly easier and butter is firm.

Record Price For Live Hogs

Toronto.
FRESH MEATS.—The strong position of the market for live hogs is keeping quotations on all cuts of pork very firm. Advances are noted in some instances. Live hogs are at the highest figure on record, selling at \$24 on the fed and watered basis. Legs of pork up to 18 lbs. are selling at from 39c to 42c per lb. Tenderloin is quoted at 45c. There is not much demand for spare ribs, and these have fallen to low figures at from 14c to 15c. Easier prices are ruling in beef in sympathy with the downward trend in prices for live cattle. Calves are very firm, selling at from 27c to 32c per lb. Spring lamb is from 38c to 40c.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	.....	\$30 00
Live, on cars, per cwt.	.....	24 50
Live, fed and watered, per cwt.	.....	24 00
Live, f.o.b., per cwt.	.....	23 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	.....	0 39 0 42
Loins of pork, lb.	.....	0 42 0 43
Tenderloins, lb.	.....	0 43 0 45
Spare ribs, lb.	.....	0 14 0 15
Picnics, lb.	.....	0 28 0 32
New York shoulders, lb.	.....	0 28 0 31
Montreal shoulders, lb.	.....	0 29 0 32
Boston butts, lb.	.....	0 35 0 35
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	.....	0 25 0 32
Front quarters, lb.	.....	0 13 0 16
Ribs, lb.	.....	0 22 0 28
Chucks, lb.	.....	0 10 0 13
Loins, whole, lb.	.....	0 32 0 35
Do., short, lb.	.....	0 35 0 35
Hips, lb.	.....	0 25 0 26
Cow beef quotations about 2c per lb. below above quotations.	.....
Calves, lb.	.....	0 27 0 32
Lams, whole, lb.	.....	0 28 0 30
Spring lamb	.....	0 38 0 40
Sheep, whole, lb.	.....	0 16 0 20
Above prices subject to daily fluctuations of the market.		

Hams and Bacon At Firm Levels

Toronto.
PROVISIONS.—The market for hams and bacon is very strong, although no changes in prices are reported this week. The tendency, however, is not likely to be lower in view of the high prices ruling on the market for live hogs. There is also a very heavy demand for export, and these conditions will not permit of any lower levels for some time. Ordinary breakfast bacon is selling at from 48c to 50c, and fancy breakfast bacon at from 57c to 59c.

Hams—		
Medium	.....	0 46 0 48
Large, per lb.	.....	0 44 0 44
Bacon—		
Skinned, rib in	.....	0 49 0 49
Boneless, per lb.	.....	0 55 0 58
Bacon—		
Breakfast, ordinary, per lb.	.....	0 48 0 50
Breakfast, fancy, per lb.	.....	0 57 0 59
Roll, per lb.	.....	0 38 0 38
Wiltshire (smoked sides), lb.	.....	0 41 0 42
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	.....	0 33 0 35
Do., av. 70-100 lbs.	.....	0 28 0 30
Fat backs, 16-20 lbs.	.....	0 33 0 33
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	.....	0 52 0 53
Short cut backs, bbl., 100 lbs.	.....	60 00 63 00
Pickled rolls, bbl., 200 lbs.	.....
heavy	.....	60 00
Do., do., do., lightweight	.....	60 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Are In Great Demand

Toronto.
COOKED MEATS.—All cooked meats continue at very firm prices, the excessive demand for the same stimulating values. Cooked hams and tongue are in very strong demand, and prices are not likely to see any lower levels through-

out the Summer months. Head cheese is unchanged, and pork and tongue are selling at from 48c to 52c per lb.

Boiled hams, lb.	0 65	0 65
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 60	0 60
Head Cheese, 6s, lb.	0 14	0 16
Meat Loaf with Macaroni and Cheese, lb.	0 27	0 27
Choice jellied ox tongue, lb.	0 65	0 67
Pork and Tongue, lb.	0 48	0 52

Above prices subject to daily fluctuations of the market.

Firm Prices Are Ruling on Butter

Toronto.
BUTTER.—There is not much change in the butter market this week. Prices are very firm. Dealers are paying 51c per lb. for creamery butter outside. It is selling to the trade at from 54c to 55c. Creamery solids are selling at from 53c to 54c.

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

Cheese Selling At Easier Prices

Toronto.
CHEESE.—Slightly easier prices are ruling on cheese this week. Prices paid last week on the cheese boards ranged from 27c to 28c per lb. New large cheese is selling at from 31c to 31½c.

Cheese—

New, large	0 81	0 31½
Stilton (new)	0 84	0 34
Twins ½ lb. higher than large cheese. Triplets 1½c higher than large cheese.		

Moderate Demand Prevails For Margarine

Toronto.
MARGARINE.—There is a moderate demand for margarine these days, although at this season it does not sell as readily as in the Winter months when butter is dearer. Prices to the trade are unchanged.

Margarine—

1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Heavy Inquiry For Lard; Prices Firm

Toronto.
LARD.—The market for lard is very firm, quotations on the tierce basis being from 36½c to 37c. There is a very heavy demand for lard and shipments overseas are also very heavy.

Lard tierces, 400 lbs., lb.	0 36½	0 37
In 60-lb. tubs, ¼c higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Shortening is Selling Freely

Toronto.
SHORTENING.—Quotations on shortening ranged from 30¾c to 31¾c per lb., tierce basis. It is selling freely to the trade.

Shortening, tierces, 400 lbs., lb.	0 30¾	0 31¾
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Egg Quotations Show Advances

Toronto.
EGGS.—Advances are noted in the prices of eggs to the trade. Dealers

state that production has fallen off, but that consumption is still at a very high rate. New laids in cartons are selling at from 54c to 55c, and out of cartons at 50c. Some dealers are quoting selected eggs at 53c.

Eggs—

New laids, in cartons, doz.	0 54	0 55
New laids, doz.	0 50	0 50

Prices shown are subject to daily fluctuations of the market.

Poultry is in Heavy Demand

Toronto.
POULTRY.—Shipments of poultry to the Toronto market are on the increase. There is a good demand for all supplies and cold storage fowl is still supplying a good deal of demand. Ducklings and Spring chickens are readily bought. Prices on the same are very strong, and quotations generally show no changes from last week.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducklings, lb.	\$ -0 32	\$ -0 35
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 22	0 25
Fowl, over 4½ lbs.	0 28	0 28
Fowl, under 4½ lbs.	0 26	0 26

Prices quoted to retail trade:

	Dressed
Hens, heavy	\$ -0 30

WINNIPEG MARKETS

WINNIPEG, July 12—Hog prices still maintain their exceptionally high levels and there is no indication of any declines at the moment. Egg receipts are beginning to fall off and quality is very uneven—an increased export demand has had the effect of forestalling anticipated declines.

Hogs Unchanged; Market Firm

Winnipeg.
HOGS.—With the lowering of beef prices, prevailing quotations on hogs seem even higher in proportion. Cattle prices have dropped considerably, but no equivalent drop in hog prices is expected owing to the fact that there are a large number of very necessary by-products from hogs. Prices are steady at \$21.50 to \$22.

Big Range in Egg Prices

Winnipeg.
EGGS.—The grade of eggs coming to market varies greatly and there is therefore a long range in prices being paid. Country shippers are receiving anywhere from 30 to 50 cents per dozen for eggs. The market is firm with receipts commencing to fall off.

Butter Decline Failed to Come

Winnipeg.
BUTTER.—The anticipated decline in butter prices did not materialize with the opening up of the channels of commerce following the strike. The reason for this was an increased export demand. The movement of butter into storage has hardly commenced yet in Canada, though in the United States this movement is now nearly completed. The

Do., light	0 33	0 33
Chickens, spring	0 50	0 55
Ducklings	0 35	0 40
Turkeys	0 35	0 45

Fresh Fish Sells At Steady Prices

Toronto.
FISH.—There is a very fair demand for all fresh fish, and prices show few changes as compared with last week. Cod steak is selling at from 11c to 12c per lb., and market cod at from 9c to 10c. Lake herring, round, is selling at 10c per lb., and dressed at from 11c to 12c.

FRESH SEA FISH

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

FROZEN SEA FISH

Salmon—		
Salmon, Restigouche	0 25	

FRESH LAKE FISH

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

prevailing prices of 50 to 52 cents per pound represent a very high figure at which to put butter away in storage.

Frozen Salmon Off the Market

Winnipeg.
FISH.—Frozen salmon is temporarily off the market. Supplies are coming forward freely of all lines of lake and sea fish, and the demand is good. Prices are remaining steady.

LAKE FISH

Whitefish (fresh), lb.	0 13
Whitefish (frozen), lb.	0 12
Pickercel (fresh), lb.	0 14
Fresh Trout	0 20
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09½
Speckled Trout, lb.	0 35

SEA FISH

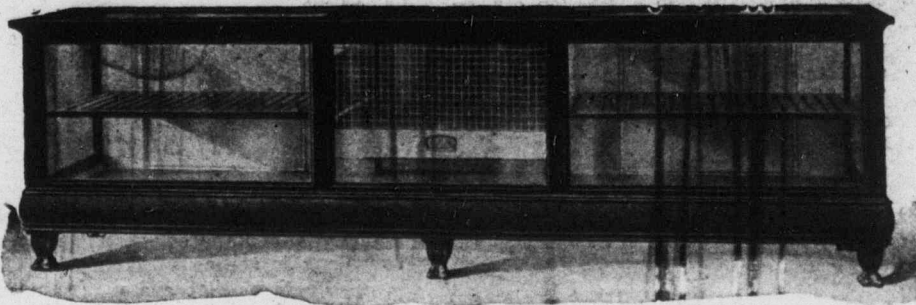
Fresh Halibut	0 20
Frozen Halibut, lb.	0 20
Fresh Salmon, lb.	0 28

OTHER ONTARIO MERCHANTS CLOSING

Wednesday half-holiday will be observed in Princeton during the months of June, July and August. The bank, stores and all places of business will be closed at noon on that day.

Beginning July 3rd and continuing until September 25th, places of business in Beaverton will close at 1 o'clock p.m. Thursday.

Stanley Morden, of Chatterton, has sold out his grocery business and disposed of his property to Mr. Frederick and will go to live at Forget, Sask.



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Merchants Everywhere Want this Splendid Sales Bringer

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And when you buy—buy
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ARE QUALITY PRODUCTS

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57

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Man Left You, Did He?

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

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

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

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

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

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Your Customers appreciate that fact



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You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

COSGRAVE'S PURE Malt Vinegar



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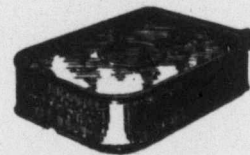


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Special Quotations upon Application.

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FISH FOOD

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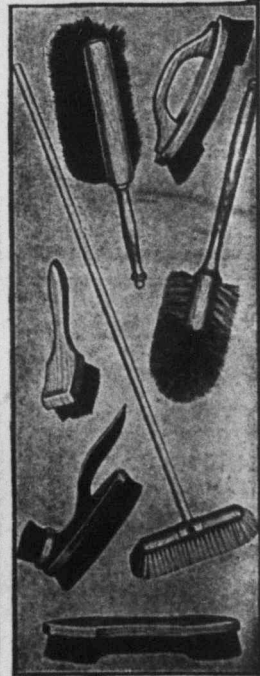
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KEYSTONE



HOUSEHOLD BRUSHES

There is a "Keystone" Household Brush for every conceivable use. The purpose of the brushes vary, but the quality is the same—"Keystone" quality that insures long and satisfactory service. When you sell "Keystone" Brushes repeat orders are a certainty.

For prices, etc., write

Stevens-Hepner Co.

Limited

Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO. Limited
PORT ELGIN, ONTARIO

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme NOW

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



Order from your
wholesaler or

Cie Canadien Importations
140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town

MACDONALD'S Popular Brands

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

Plug Smoking

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

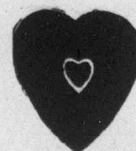


Trade Mark
Registered



Plug Chewing

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



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years

Incorporated.

MONTREAL, QUE.



If Your Customers Only Knew

the wonderful curative properties of

MATHIEU'S NERVINE POWDERS

where headache, neuralgia, and other nerve troubles are concerned they would never be without a packet or two in the house.

It's up to you to get them acquainted. And you'll find Mathieu's a good profit-maker.

J. L. Mathieu Co.
SHERBROOKE, QUEBEC

VOL-PEEK 15¢



MENDS HOLES IN
POTS & PANS IN
TWO MINUTES
WITHOUT TOOLS

Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, \$2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Creating and operating Vol-Peek Mfg. Co.)

KING GEORGE'S NAVY

CHEWING
TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler
to ship you.



Rock City Tobacco Co., Ltd.

Upton's Orange Marmalade



Absolutely Pure

All the goodness of Rich, Juicy Oranges and Pure Granulated Sugar—nothing added.

Its delightful flavor and uniform high quality can always be depended upon.

Canadian housewives all over the country are finding new and delicious uses for Upton's Orange Marmalade.

Note—Our latest Recipe Book, "New Ways to Use Orange Marmalade," just off the press. Write for a supply for your customers.

The T. Upton Company, Limited

HAMILTON, CANADA

Selling
Agents:

S. H. Moore & Company
TORONTO, ONT.

Rose and Laflamme, Limited
MONTREAL, QUE.

Gaetz & Co.
HALIFAX, N.S.

Schofield & Beer
ST. JOHN, N.B.

Cowan & Co.
ST. JOHN, NFLD.

Scott Bathgate & Co.
WINNIPEG, MAN.

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

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

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

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

*SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND*

Bankers: ROYAL BANK OF SCOTLAND

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY MARZIPAN CHOCOLATE



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

CENTURY SALT



A sparkling white salt refined to the utmost possible point of purity. Well advertised. D deservedly popular.

SIFTO SALT



Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

Package Soda, like
COW BRAND
has the guarantee
of a responsible manufacturer



Don't have the housewife spoil good flour by the use of an inferior soda. Poor Flour can be improved by using a good reliable Baking Soda like Dwight's Cow Brand.

Analysis shows Cow Brand to be 99% Pure Soda

Church & Dwight, Ltd.
MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

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

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.		Per doz.
Blackberry		\$3 35
Currant, Black		3 95
Pear		3 20
Peach		3 25
Plum		2 95
Raspberry, Red		3 95
Apricot		3 50
Cherry		3 45
Gooseberry		3 35

"AYLMER" PURE ORANGE MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

		Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case		\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case		0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case		0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case		0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case		0 97 1/2
1 1/2's (20 oz.) Plain, per doz.		1 25
Tomato or Chili Sauce		1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case		1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case		1 52 1/2
2 1/2's Tall, Plain, per doz.		2 00
Tomato or Chili Sauce		2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.		

CATSUPS—In Glass Bottles

		Per doz.
1/2 Pts., Aylmer Quality		\$1 90
1 Pts., Aylmer Quality		2 35
		Per jug.
Gallon Jugs, Aylmer Quality		1 52 1/2
		Per doz.
Pints, Delhi Epicure		2 70
1/2 Pints, Red Seal		1 45
Pints, Red Seal		1 90
Qts., Red Seal		2 45
Gallons, Red Seal		6 45

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 35
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans

7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 66
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

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

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.90; 2s, \$9.35; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$8.95.	
English Brawn—1/2s, \$2.85; 1s, \$4.45; 2s, \$8.95.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.45; 2s, \$8.95.	
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—1/2s, \$2.90; 1s, \$4.85; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—1s, \$6.95; 2s, \$11.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.35; 2s, \$11.95; 6s, \$45.00.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.95; 2s, \$9.25.	
Cooked Tripe—1s, \$2.85; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.25; 2s, \$4.45.	
Stewed Kidney—1s, \$4.40; 2s, \$8.45.	
Mince Collops—1/2s, \$1.90; 1s, \$3.75; 2s, \$6.75.	
Sausage Meat—1s, \$3.85; 2s, \$7.90.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.75.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.85.	
Jellied Hocks—2s, \$9.45; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$5.95; 1s, \$9.95.	
Boneless Turkey—1/2s, \$5.90; 1s, \$9.90.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.	



What Dreams are Made of

There may be horrid dreams following big "helps" of mince pie or plum pudding, but only lovely ones come after a dinner where Jell-O is the dessert.

This isn't "foolishness," but good, sound sense, for

JELL-O

is as wholesome as it is good to eat and beautiful. There are six flavors of Jell-O—all pure fruit flavors.

The Genesee Pure Food Company of Canada, Limited
Bridgeburg, Ont.

Made in Canada

THE MOST DELICIOUS CATSUP

Which will not spoil is made from

PARKE'S
Catsup
Flavor
and
Preserver



A concentrated extract of spices which produces a natural bright, red color catsup that will keep for all time.
NO ADDITIONAL SPICES ARE REQUIRED.
RETAIL PRICE, 25c PER BOTTLE.
One bottle is enough for a bushel of tomatoes.

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

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

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

HOLBROOKS

Imported
WORCESTERSHIRE
SAUCE



Made and Bottled in England

The first taste of Holbrooks convinces the user that here, indeed, is a Sauce that is "different" — a sauce with a piquancy and a zest to tickle the taste of the connoisseur.

A display of Holbrooks, backed by a little selling effort, will put dollars in your cash drawer.

Try It.

Holbrooks, Ltd.
Toronto and Vancouver

The Demand Is There

When your customers order thirst-quenchers and find you do not stock them—a sale is lost. Take advantage of this demand by laying in a stock now and recommending

O'Keefe's

GINGER ALE

O'Keefe's is well and favorably known. Quality backed by liberal publicity makes it an easy proposition to sell. Besides—O'Keefe's Beverages bear a liberal margin of profit and are repeat-ers.

It will pay you to enquire about the O.K. Brands:

Special Pale Dry Ginger Ale, Belfast
Ginger Ale, Sarsaparilla, Cola,
Lemonade, etc.

O'Keefe's, Toronto

Phone Main 4202

What's Wanted

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

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

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

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

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.50; Vermicelli Tomato, \$1.50; Soups and Bouilli, 6s, \$15.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, tall, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (tall), \$2.50; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.45; 1s, \$3.40; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.35; 2s, \$4.95.
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.
Tongue, Ham and Veal Pates—½s, \$2.30.
Ham and Veal Pates—½s, \$2.30.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—¼s, 75c; ½s, \$1.40.
Plum Pudding—½s, \$1.95; 1s, \$3.85.
Potted Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Potted Tongue—¼s, 75c; ½s, \$1.40.
Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Devilled Tongue—¼s, 75c; ½s, \$1.40.
Veal—¼s, 75c; ½s, \$1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.
Ox Tongue—1½s, \$20.00; 2s, \$24.95.
Lunch Tongue (in glass)—1s, \$11.95.
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Mincedmeat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.90.
Ham (in glass)—¼s, \$2.90.
Tongue (in glass)—¼s, \$2.90.
Venison (in glass)—¼s, \$2.90.
Meats, Assorted (in glass)—\$2.90.
Chicken Breast (in glass)—¼s, \$3.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—½s, \$1.35; 1s, \$1.90; 3s, \$3.25.
Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

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

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM
Hotel \$18 50
Household size 8 25
Small size 5 75
F.o.b. Ontario jobbing points, east of and including Port William. Freight allowance not to exceed 50c per 100 lbs., to other points, on c-case lots or more.

THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—
Boxes Cents
40 lbs., Canada Laundry ... 0.10
40 lbs., 1-lb. pkg., Canada White or Acme Gloss.... 0.10½
4 8lbs., No. 1 White or Blue Starch, 3-lb. cartons... 0.11
100-lb. kegs, No. 1 white .. 0.10½
200-lb. bbls., No. 1 white .. 0.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0.12
48 lbs., Silver Gloss, in 6-lb. tin canisters 0.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes 0.13½
100 lbs., kegs, Silver Gloss, large crystals 0.11½
40 lbs., Benson's Enamel, (cold water), per case... 3.25
Celluloid, 45 cartons, case... 4.50
Culinary Starch
40 lbs. W T Benson & Co's Celebrated Prepared 0.11½
40 lbs. Canada Pure or Challenge Corn 0.10½
20-lb. Cases Refined Potato Flour, 1-lb. pkgs. 0.16½
(20-lb. boxes, ¼c higher, except potato flour)

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
Perfect Seal Jars, 3 lbs. 1 doz. in case \$4.00
2-lb. tins, 2 doz. in case.... 6.15
5-lb. tins, 1 doz. in case.... 5.75
10-lb. tins, 1 doz. in case... 6.45
20-lb. tins, ¼ doz. in case... 5.40
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs. \$0 07½
Half bbls., about 350 lbs... 0.08
¼ bbls., about 175 lbs.... 0 08½
2-gal. wooden pails, 25 lbs. 2 45
3-gal. wooden pails, 38½ lbs. 3 85
5-gal. wooden pails, 65 lbs... 5 90

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... 0 95
5-lb. tins, 1 doz. in case.... 6 55
10-lb. tins, ½ doz. in case... 6 25
20-lb. tins, ¼ doz. in case... 6 20
(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL
Toronto Montreal
Pints, 2 doz., case... 12 00 12 00
Quarts, 1 doz., case 11 50
Gallons, ½ doz., case 20 25
Fives, case 30 00

INFANTS' FOOD
MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Doz.
1 lb. \$4 00
½ lb. 2 00
Robinson's Patent Groats—
1 lb. 4 00
½ lb. 2 00

NUGGET POLISHES
Doz.
Polish, Black, Tan, Toney Red and Dark Brown \$1 15
Card Outfits, Black and Tan... 4 15
Metal Outfits, Black and Tan... 4 85
Creams, Black and Tan..... 1 25
White Cleaner 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH
Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 00
Currency, 12s 1 00
Stag Bar, 9s, boxes, 6 lbs. ... 1 08
Pay Roll, thick bars 1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
Shamrock, 9s, ½ cadd., 12 lbs., ¼ cadd., 6 lbs 1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1 12
Forest and Stream, tins, 9s, 2-lb. cartons 1 14

Canned Fruits

Supplies of all kinds of Canned Fruits are almost exhausted. The incessant European demand has cleared this continent of nearly everything in the way of fruits. The prices in consequence have reached unheard of figures and what little stock is left will go out easily at the prices now asked.

We have a limited quantity which we offer subject to unsold.

Monarch Green Gages H.S.	2 ^s	2.75
Monarch Lombard Plums H.S	2 ^s	2.35
Monarch Red Raspberries H.S.	2 ^s	4.25
Aylmer Red Raspberries H.S.	20 oz.	3.25
Commander Pears L.S.	2 ^s	2.75
Ibex extra choice Apricots	2½	4.50

SEND US AN ORDER

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

Ask Your Jobber for

"STAR" BRAND

COTTON

WRAPPING TWINE

"Manufactured in Canada"



CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler 1598 Delorimier Ave. Montreal

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



OAKEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

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

LONDON, S.E., ENGLAND

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

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3 1/2 lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal BABBITS

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

JELL-O
Made in Canada

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

JELL-O ICE CREAM POWDERS
Made in Canada

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

BLUE

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

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

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

(Unsweetened Chocolate)

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

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes	0 32
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case.	0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

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

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

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/2s, 4-lb. box, 35 boxes in case, per lb.	0 41
Nut Milk Chocolate, 1/4s, 4-lb. box, 35 boxes in case, per lb.	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb. .	0 38
Nut Milk Chocolate, 6-cent squares, 20 squares to cake, packed 3 cakes to box, per box	\$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 25

MISCELLANEOUS

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

5c LINES
Toronto Prices Per box

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

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. .	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. .	0 95

Bartlett Pears

This Delicious Fruit is now coming freely in Car Lots.—Orders for large or small lots solicited.

—Also—

Cantaloupes
Elberta Peaches
Plums

Oranges, Lemons and Bananas

As well as all the different
Local Fruits

White & Co., Ltd.

Toronto

The Quality House

CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS
CALIFORNIA FRUITS
PEACHES—PLUMS—APRICOTS
WATERMELONS—NEW POTATOES
TOMATOES—CABBAGE
ORANGES—GRAPEFRUIT
LEMONS
BANANAS A SPECIALTY

The House of Quality

HUGH WALKER & SON

GUELPH

Established 1861

ONTARIO



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the

WATFORD MFG., Co., Ltd.

Delectaland, Watford,

England

Freemans
FOOD PRODUCTS
Watford
188

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices *right*. Quality as usual.

Walter Woods & Co.

Hamilton and Winnipeg

EVERY DOG OWNER
throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for
those in your town?

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

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

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

SOLE AGENTS FOR CANADA

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

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BUYERS' MARKET GUIDE

Latest Editorial Market News



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Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

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

60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
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Branch 2179
J. E. TURTON, Board of Trade Building, Montreal

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Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 463 St. Paul St.,
(Place Royale), Montreal.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

BEANS
Handpicked or Screened
in car lots
Ask for quotations
Geo. T. Mickle, Ridgeway, Ont.

LONDON GROCERS TO HOLD PICNIC

The London, Ont., grocers are holding their annual picnic at Port Stanley on Wednesday, July 30. This picnic has always been one of the feature picnics of the year, and with the arrangements that are being made this year it promises to outshine the events of other years.

HAMILTON GROCERS' PICNIC AT WASAGO BEACH

The grocers of Hamilton held their annual picnic at Wasago Beach on Wednesday of this week. A full report of this picnic will appear in next week's issue.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

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



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us.
Top market prices. Cash payment.
Write or phone.

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

Phone 1577

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
SIX TIMES THE LIGHT - ONE THIRD THE COST
MANUFACTURERS R.M. MOORE & CO. LTD. VANCOUVER B.C.
Stores, Halls, Homes, Farms, Every Style of Building

DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

STEPHEN LOWRIE

25 Powell St., VANCOUVER, B.C.,

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy
Parafine boxes for bulk Pickles,
Mince Meat, etc.

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

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

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

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

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

POSITIONS WANTED

YOUNG MARRIED MAN WITH A THOROUGH knowledge of the grocery business, capable of managing and buying, can also trim windows, desires a position in a good grocery business where an advancement can be obtained. Box 688, Canadian Grocer, University Avenue, Toronto.

WANTED

WANTED—PARTNERSHIP, OR WOULD BUY a small business, September next. Capital to invest, \$1,500. Advertiser has had long experience in grocery and general store business. Good references given and required. Apply Box 692, Canadian Grocer, 143 University Ave., Toronto, Ont.

BRITISH IMPORTER WANTS CANADIAN manufacturers of chocolate and all canners of fruit, fish, etc., in fact any live grocery lines, who on large cash orders will give sole British agency for their goods to send me quick particulars of their product or products. Maybe this may interest you. Write Mr. H. L. L. Dalton, "Roturna," College Road, Moseley, Birmingham, England.

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

WANTED

JUTE

SUGAR BAGS

AND COTTON LINERS

E-PULLAN

TORONTO

THE "WANT" AD.

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

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

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

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

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

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.

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; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

FOR SALE

A DRY GOODS AND GROCERY BUSINESS IN Sault Ste. Marie. Well located, corner store, did nearly \$60,000 of a turn over last year. Sales higher this year so far. Poor health the reason for selling. For particulars apply 314 Wellington St., Sault Ste. Marie, Ont.

FARM AND STORE FOR SALE—GOOD LOCATION, twelve miles west of Cochrane. For information write Glen Lovell, Hunta, Ont.

FOR SALE—GROCERY BUSINESS AND PROP-erty, Danforth district. Solid brick, extra bright corner store, 3 comfortable apartments, hot water heating, also garage. First-class residential district. Weekly turnover about six hundred and fifty, and steadily increasing. Wheel delivery. No orders solicited. Cash required on property four thousand, and for stock and fixtures about twenty-five hundred. Move quick if you want a good one. For particulars, Box 694, Canadian Grocer, 143 University Ave., Toronto.

SASKATCHEWAN—ESTABLISHED GENERAL business with post office and telephone; stock approximately five thousand, fixtures approximately one thousand, property thirty-two hundred; well settled, Canadian and American settlers farming on a large scale; splendid opportunity if you can put up between four and five thousand; terms on balance to responsible parties; must be sold at once; owner in poor health and wishes to retire. Box No. 676, Canadian Grocer, University Avenue, Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

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By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Westmount, Montreal, Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



This will appeal to your trade
these warm Summer Days.

DAVIES Quality Thick Bologna makes a tasty and inexpensive lunch—is fine for sandwiches—is easily served and represents a hundred per cent. food value.

Dealers find it a sure and steady seller. It's a **wasteless** food product—can be sliced from end to end on the cutting board and nothing has to be thrown away. Your customers will like it not only because it sells at so reasonable a price, but because it makes a really **delicious** luncheon dish.

*Now is the best time to feature this quick
selling product. It will bring you
good business and steady
repeat orders.*

Order
Today

THE DAVIES COMPANY
WILLIAM DAVIES LIMITED
TORONTO

Order
Today

Montreal

Hamilton



The Big Thing in the Store

The easiest idea in the world that the boss has to "sell" to his clerks is the use of the Dayton Automatic Scale. The biggest hit he can make with his customers is to put them in—and enough of them.

It's the up-to-date "square deal" store that gets the business. Nothing stands firmer for the square deal than the Dayton Automatic Scale. Square to the owner. Square to the customer. Stopping the ruinous down weights. Satisfying the customer because it is visibly just.

Dayton Computing Scales

Made in Canada--"If it's a Dayton, It's Right"

Makes calculations of fractional weights and values for you instantly and absolutely correct. The longest lasting and most sensitive commercial scale in the world. Our sales this year show an increase of 70% over same period last year—our deliveries have increased over 200%. Shows that hundreds of successful merchants are buying them. How about you?

We have a Time Recorder for Retail Stores—thousands are in use. It tells you the exact time of the coming and going of each employee, and the exact time of the opening and closing of your business. Many a customer has been lost because your store wasn't opened on time.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON, Vice-Pres. and Gen. Mgr. Also at Montreal, Winnipeg, Vancouver