

A Salesman is More than a Machine

Perhaps in years to come—when efficiency reaches its highest pinnacle, and some efficiency expert finds himself sorely in need of an occupation—he may attempt to make a machine to *sell goods*. To take the money and hand out the article requested.

A salesman uses his brains and imagination to find hidden sales features in his product and suggest them to customers.

If asked for a bottle of O-Cedar Polish to brighten the furniture he would mention the splendid results O-Cedar gives when used to bring back the original gleam to a piano or auto.

Or he would tell of the ease and thoroughness with which the O-Cedar Polish Mop polishes floors and woodwork.

Little points like these, a mere machine could never aspire to, but the modern salesman uses them for making sales, friends and profits.

Order from your Wholesaler

Channell Chemical Co., Limited
Toronto

CLEANS AS IT POLISHES

O-Cedar
Polish



Speeding Summer Sales with *Borden's* Milk Products

A good window display during the warm weather months suggesting the convenience of Borden's milk products will catch the eye of the prospective camper, picknicker and summer cottager and serve as a drawing card to bring them into your store for other purchases as well. This is one big reason why so many high-class grocers invariably feature Borden products during the summer months.

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

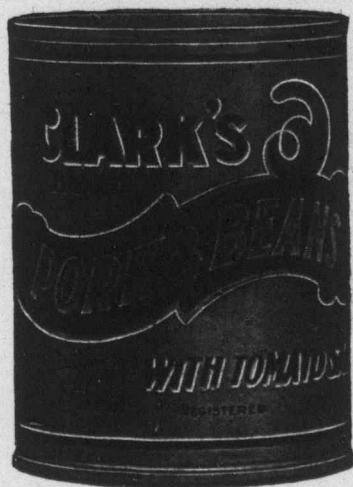
The Borden Co., Limited
Montreal



Borden's

**Canada's
National Milk**

CLARK'S PORK AND BEANS



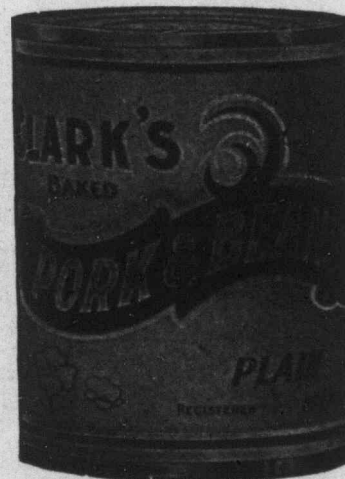
with Tomato, Chili or Plain
Sauce are as popular as ever
with the

CANADIAN PUBLIC

MADE IN CANADA

by Canadians and combining the
highest quality with the best reputa-
tion, they are far and away the

BEST SELLERS



SEE OUR LIST FOR "OTHER GOOD THINGS"

W. Clark, Limited

Montreal



WE are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouses.

We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.



J. ARON & COMPANY, Inc.
NEW YORK

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

NICHOLSON-RANKIN, LTD.,
Winnipeg, Man.

NICHOLSON-RANKIN, LTD.,
Edmonton, Alta.

NICHOLSON-RANKIN, LTD.,
Calgary, Alta.

NICHOLSON-RANKIN, LTD.,
Saskatoon.

NICHOLSON-RANKIN, LTD.,
Regina.

ALEX. F. TYTLER,
London, Ont.

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

LIND BROKERAGE CO., LTD.,
Toronto, Ont.

JAMES KYD,
Ottawa, Ont.

HENRY M. WYLIE,
Halifax, N. S.

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

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

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

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

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



Always Good

Royal Acadia Sugar can be depended upon to be 100% Pure and 100% sweet, a standard that never changes from one year's end to the other.

For every sweetening purpose you can recommend it to your customers with absolute assurance that it will uphold its reputation of "always good."

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

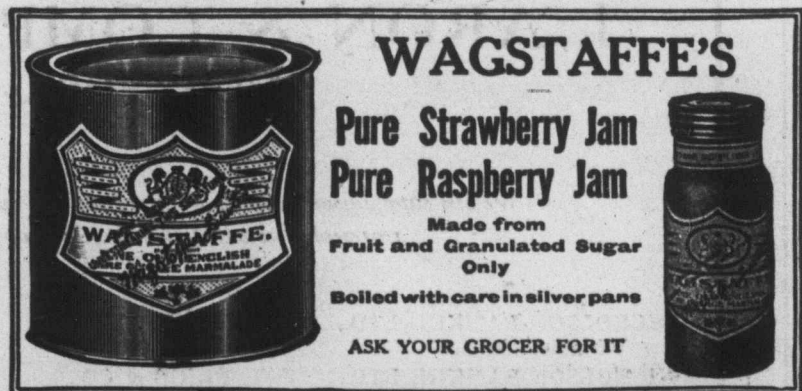
Wagstaffe's

New Season's

Strawberry Jam

1920

When you eat let it be the best



WAGSTAFFE'S

**Pure Strawberry Jam
 Pure Raspberry Jam**

Made from
 Fruit and Granulated Sugar
 Only

Bolled with care in silver pans

ASK YOUR GROCER FOR IT

NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

Your Profits Increase as Service Improves and Cleanliness Prevails

TRADER goes where it is most deserved by clean store, and clean merchandise. People pay more for such goods and service.

The most important step you can take in store improvement is to instal a Sherer Counter—the 100 per cent. counter. It will start new people coming to your store.

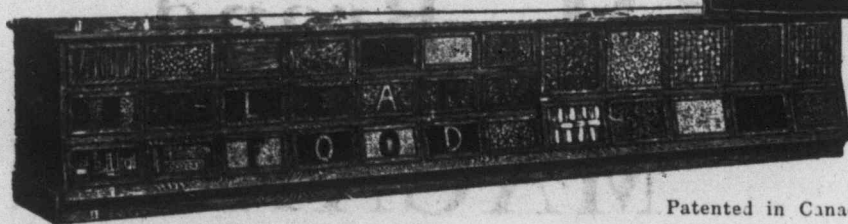
We make it easy for you to own a Sherer Counter—a special kind for every need. Write us today for full information and terms.

This is the famous Number 66
A general utility counter—It has made" thousands of stores.

SHERER GILLETT CO.
GUELPH, ONT.

"MADE IN CANADA"

By the Pound



Patented in Canada



No. 66 is a great favorite. 15 ft.-8½ inches long 33½ inches high. Has 31 Display Pockets and 31 Drawers. It is the great insistent salesman of the trade.

Sherer Gillett Co., Dept. 57
GUELPH, ONT.

Send us particulars and terms

Name.....

Town.....

Province.....

Why not a sample order!



More Macaroni than ever has been used this year.

Consequently folks might get a bit tired of the brands they're accustomed to.

A new brand of exceptional quality means more sales. The Superior flavor is DIFFERENT, the quality is s-u-p-e-r-i-o-r.

Now then—

Many of your older customers take your say so for a new brand.

Try out a sample order right now. For our part, we gladly commit our chances of continuing business to your verdict. Sizes—20 lbs., 10 lbs., and 1 lb. packages.



Superior Brand

MACARONI

Sole Selling Agents :
Sainsbury Bros.
TORONTO

Vancouver, B. C. 134 Abbott St.
Winnipeg, Man. 510 Confederation Life Building
Montreal, Que. 116 St. Nicholas Bldg.
Halifax, N. S. 223 Hollis St.

The Superior Macaroni Co., Limited, Toronto, Ontario

What is so-called "Pure" Jam?

ANY jam that contains not more than 10 per cent. of adulterant, under Government regulations, is allowed to be labelled "Pure Jam."

What is Lindners Special Blended Jam?

It is made from firm, ripe fruit and sugar, with an addition of apple jelly—slightly higher than the 10 per cent. set by the Government; it is honestly labelled to show what is in the package.

WHOLESOME? Nothing more so than fruit and sugar, absolutely clean-packed by 1920 methods.

Look at the color and texture!—"taste the taste," and then compare the price.

You will be S-A-T-I-S-F-I-E-D and so will your customers.

The new pack of

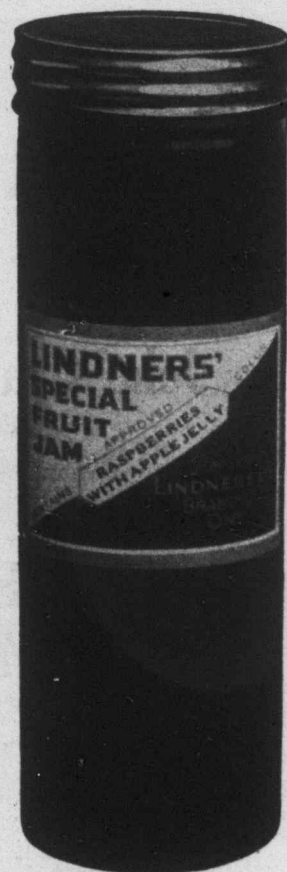
Lindners Special Blended Strawberry

is now ready. Order now—there is a big and ever-increasing business awaiting you on this line.

THERE IS NOTHING LIKE IT ON THE CANADIAN MARKET

Ask your grocery traveller what he thinks of Lindners—and then place your order.

Lindners Limited
Brampton, Ont.





You Can't Say You Keep the Best
Unless You Offer Your Customers

LANKA TEA

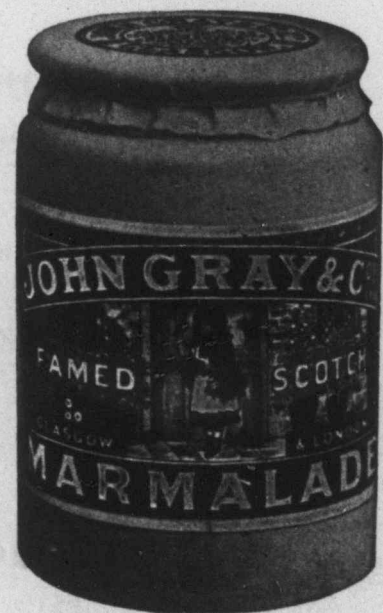
**JAMS
MARMALADES
PEELS**

John Gray & Co., Ltd., Glasgow

Established over a Century

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

**CONFECTIONERY
MARZIPAN
CHOCOLATE**

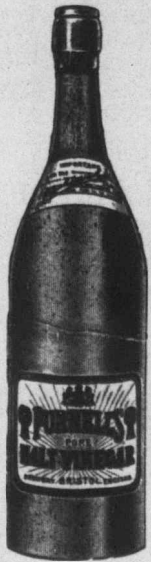


Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

PURNELL'S



England's Best PURE MALT
**VINEGAR,
PICKLES
& SAUCES**

SPECIALITY B V FRUIT SAUCE

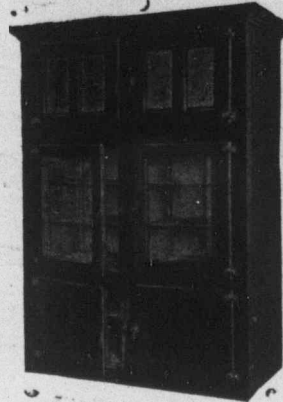
*Have Stood the Test of Time
Having Been Established since
1750*

Our Agents have a full
range of samples

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

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

EUREKA



Any grocer who owns a Eureka Refrigerator will tell you that it is absolutely reliable for keeping perishable merchandise in; that the consumption of ice is the lowest possible; that it displays his meats, butter, milk, etc., to the best advantage and refrigerates them perfectly. Could you want more? In other words, the Eureka Refrigerator is a continual source of satisfaction, and is most necessary for your business.

Your order can be filled without delay at the present time, as we have a full line of all Eureka grocers in stock.

Don't wait until the spring rush is on, or until our stock is depleted.

Order now and be assured of prompt delivery for the coming summer.

Eureka Refrigerator Co., Limited

Head Office and Factory: Owen Sound

Branches: Toronto, Hamilton, Montreal

**Y & S
STICK LICORICE**
in 10c Cartons



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

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

**A
Regular
Seller**



People who buy Marsh's Grape Juice once will find it an inviting selection again and again. Made from the pure Concord Grapes. Display a few bottles, at least, to assist you in profitable sales.

The Marsh Grape Juice Company

NIAGARA FALLS - ONT.

Agents for Ontario, Quebec and Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

It's Only a Matter of a Few Hours

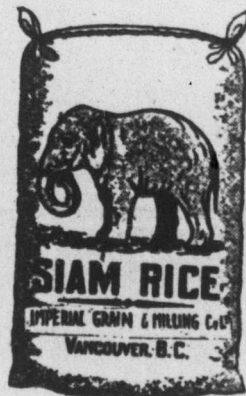
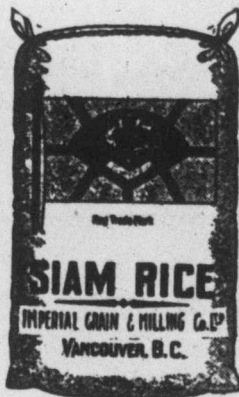


from the time the Herring is snatched wiggling from the icy brine of the North Pacific, till our cannery has dressed him in the

Wallace Tartan

**WALLACE FISHERIES LIMITED
VANCOUVER**

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



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

**A Sure
Business Bringer**

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

**Garton's
CUSTARD**

sold in tins and cartons of
handy shape and size.

Sole Agents
W. G. Patrick & Co., Ltd.
Toronto, Montreal

**COSGRAVE'S
PURE MALT VINEGAR**

Cosgrave's makes a neat display on your shelves. And its quality makes a fine impression on your customers. No waste when you handle Cosgrave's—and no complaints. We absolutely guarantee every bottle. Prices are standard and widely advertised—25c and 15c per bottle. Ask your jobber for Cosgrave's.

TORONTO VINEGAR WORKS, TORONTO



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

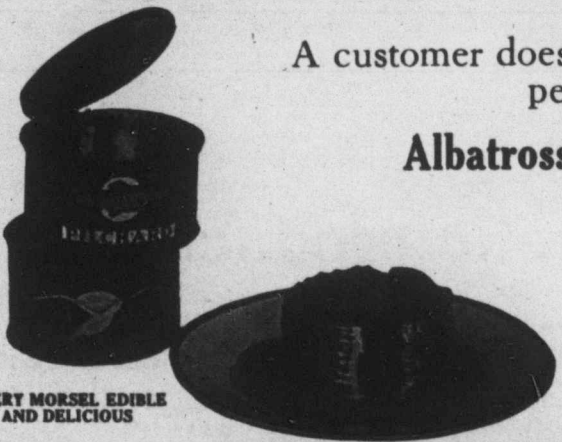
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Western Transfer & Storage, Ltd
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Man'g's. Agent
HEAD OFFICE: REGINA; SASK.
We undertake to place your goods both on the Wholesale and Retail market and produce the fullest results. We have done it for others and can do it for you.
PRITTY—for Energetic, Live Representation

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables

Donaldson-Phillips Agencies
Limited
Selling Agents Brokers
FLOUR, CEREALS, SEEDS
124 Pacific Bldg. - Vancouver, B.C.




EVERY MORSEL EDIBLE
AND DELICIOUS

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


Albatross Pilchards Are Worth Their Price

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd. Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.




"Yes, send me 'Red Arrow' Biscuits again, I was pleased with the last."

Mr. Grocer—It invariably works out like this.



Made in
Vancouver



Made in
Regina

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfrs. Agent and Importer
Groceries and Chemicals

Special, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.

346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

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

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
 Edmonton
Calgary Saskatoon

We work The Retail Trade

THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers
first-class service.

Get this result-producing Organization behind your product

The house of Donald H. Bain Co. offers manufacturers and jobbers a highly specialized selling organization with an incomparable record for producing big results and a long list of satisfied clients to prove it.

The Best in the West

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG

Branches : REGINA SASKATOON EDMONTON CALGARY VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E. C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

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.

C. DUNCAN & SON

Manufs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

In Writing Advertisers Please
Mention This Paper.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and
Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. | 16 Board of Trade Bldg.
Winnipeg, Man. | Calgary, Alberta

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Service

Reliability

Integrity

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

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

WHEN WRITING ADVERTISERS KINDLY
MENTION THIS PAPER

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants

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

SALES FORCE

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

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

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

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

C. B. Hart Reg.
Montreal

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

Donald H. Bain Co.
Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

CHADWICK & COMPANY -
COMMISSION BROKERS
34 DUKE ST.
TORONTO

ONE
GOOD LINE
OF
FOOD PRODUCTS
WANTED

EXCELLENT MARKETING FACILITIES

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

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO and OTTAWA

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

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



32 Front
TORONTO

St. West
CANADA

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

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL

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

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lbs. boxes
WRITE US FOR PRICES
Sole Canadian Distributors
Dominion Sales Company
Southam Bldg. Montreal, P.Q.
Our Agents:
C. T. NELSON E. U. GIBSON GAETZ & CO.
Victoria, B.C. Winnipeg, Man. Halifax, N.S.

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



Serious shortage of
paper making mater-
ials. Very high prices
now.
Send for catalog of
"Climax" Steel
Balers
Made in 12 sizes.
Climax Baler Co.
HAMILTON, ONT.

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO

PAUL F. GAUVREAU WHOLESALE BROKER

Flour, Feeds and Cereals

85 St. Peter Street, - QUEBEC

I am buyer of Peas and Beans of all kinds
Mail Samples and Prices

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

A. H. M. HAY

*General Produce & Lumbermen's
Supplies*

Phone 5311
Residence 6383

80 ST. PETER ST.
QUEBEC

MANUFACTURERS O. M. SOLMON

Importer—Exporter

Leaving for Europe July 3rd

An opportunity to establish your products on the
European market
Write or wire immediately.
7. McGill College Ave. Montreal

TELEPHONE MAIN 7143 ST. ARNAUD FILS CIE. GROCERY BROKER

Importateurs & Exportateurs Pois et Feves Produits Alimentaires	Importers & Exporters Peas and Beans Food Products
--	---

ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED

For Food Products, Confectionery, etc.
For the Dominion. Best References.

JOYCE CO., LTD.

307 St. James Street, Montreal

WANTED

Agencies for food products for the
City of Montreal, best references

SILCOX & DREW
39 NICHOLAS ST., MONTREAL

"VETERINOL"

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

Horse Users Enquire About It.

Manufactured by
THE COMMERCIAL COMPANY LIMITED
MONTREAL

SHEELY-MOTT COMPANY

Sole Selling Agents
3 St. Nicholas Street MONTREAL

BRITISH GUIANA

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

McDAVID & CO.

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

CAR PURE MAPLE SUGAR FOR SALE

Write or wire for quotations. Also
dealers in PEAS, BEANS, MAPLE SYRUP.

CANADA PRODUCE CO.

171 St. Paul St. East Montreal

Say you saw it in Canadian

Grocer, it will identify you.

Belgo. Canadian Trading Co. "Regd."

Import and Export
General Distributors

We are open to represent Manufacturers or
Growers of Foodstuffs.

103 St. Francois Xavier St., MONTREAL

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

CANADIAN PRODUCTS EXCHANGE, LTD.

Grocery, Confectionery and
Drug Specialties

702 Robie Street, Halifax, N.S.

SYDNEY and CAPE BRETON

business is worth your special consideration.
Get best results by appointing a resident broker
to look after your interests. Nine years con-
nection. All references. Write.

R. E. McCONNELL,

Manufacturers Agent and Grocery Broker,
Sydney, N. S.

ACID PHOSPHATE for SELF-RAISING FLOUR MANUFACTURERS

BUY FROM THE MANUFACTURERS

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

CABLES: "CORNCRAKE"

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

Use the Albion Silky Cotton Cords

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

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



Canada Beaver Brand Brooms

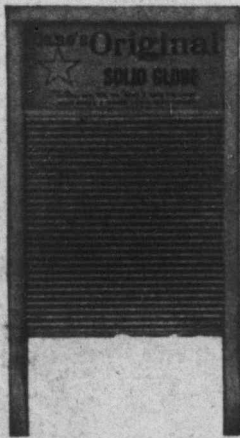


ATISFACTION and unusual wearing qualities are built into every Canada Beaver Brand Broom. They are made by experts in the following grades—
 Household Brooms—10 different grades.
 Toy Brooms—8 different grades.
 Whisks—10 different grades.
 Warehouse Brooms—a specialty.

The Canada Broom & Brush Co.
 Limited
 Ridgeway, Ont.

Sales Manager—M. Webber, London, Ont.
 Western Sales Agency—Messrs. Nicholson-Rankin, 707-708
 Confederation Life Building, Winnipeg, Man.
 Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front
 St. West, Toronto, Ont.

Cane's Washboards Built to last a lifetime



Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

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

The profit from this first order will convince you that Cane's Washboards are worth handling. Write to-day.

Wm. Cane & Sons Co.
 Limited
 NEWMARKET, ONTARIO

Cow Brand Baking Soda

Superior Strength



Greater Economy

is the best selling Baking Soda on the market. You'll find it a remarkably good seller. Its superior strength and great economy make it a general favorite.

Stock up with Cow Brand. Its reputation sells it and the profit margin is excellent.

Church & Dwight, Ltd.
 MONTREAL



O.K. SAUCE

FINALITY IN
FRUIT SAUCE

as a palate pleasure
and a true digestive

*As supplied by Warrant of Appointment
to the House of Lords.*



Sole Proprietors:-

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

Sales Agents:

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

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

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

REPRESENTATIVES:

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

Sell the Best

"**B**BETTER be sure than sorry."
BOCEAN Blue is the highest
standard attainable in a Laundry
Blue.

True, it sells for only a few cents a
packet, but nothing has been sacrificed
to bring it down to a popular price.

As you want to please ALL your cus-
tomers sell them

OCEAN BLUE

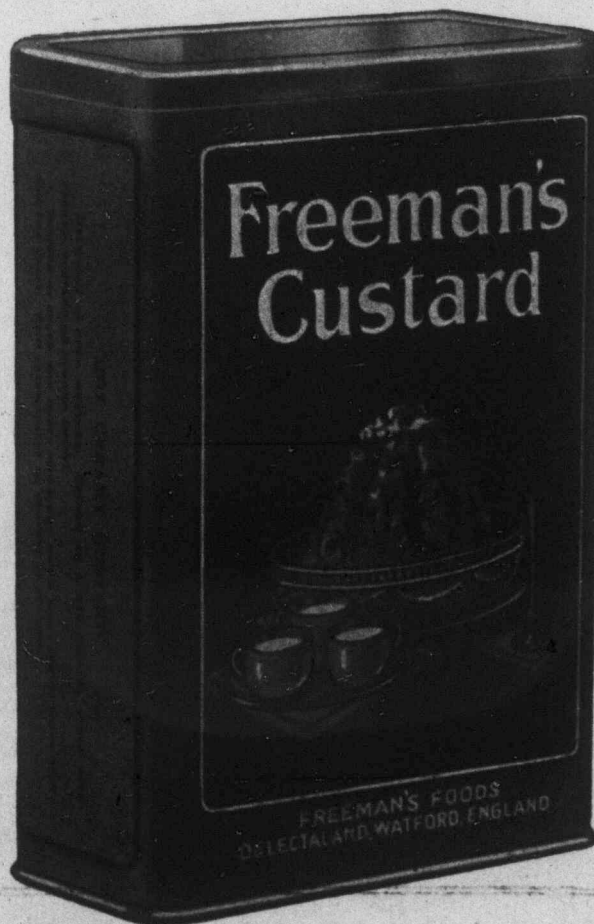
In Squares and Bags

Order from your Wholesaler

HARGREAVES (CANADA) Limited

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

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



Now is the Time

to feature *Sardines*—the ideal answer to the busy housewife's summer meal problems. But to insure repeat sales and customer-approval be sure you sell

King Oscar Brand Sardines

the finest and most popular of Norwegian Sardines, packed in pure olive oil.

Order from your wholesaler.

Canadian Agents:

John W. Bickle & Greening
Hamilton Ontario

DOUBLE SATISFACTION



"It has the Nip"

White Swan Mustard will be found to give entire satisfaction for those customers who desire a well flavored and strong mustard—just the thing for picnics and outings these days. It is also satisfying to the thrifty merchant as it costs less than imported mustard and we feel sure you will find it a profitable seller.

Made in our Canadian factory. Put up in attractive packages: ¼ pound, \$2.25; ½ pounds, \$4.00.

At all Wholesale Grocers.

**White Swan Spices & Cereals
Limited**

Toronto

Canada



Pure and Wholesome is APRO

A more delicious and digestible Oil for making Salads, Mayonnaise Dressings, etc., derived entirely from Apricot kernels.

W. J. BUSH & CO. (CANADA) LIMITED
NATIONAL CITY, CALIFORNIA, MONTREAL, TORONTO

DIRECT

SHIPPERS



Field & Co

(F.M.) LTD.

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

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

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

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

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

Obayo Real Sardines

will bring

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

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

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



"FULCREEM" CUSTARD POWDER

In 3 pint packages, half pound tins
and one pound tins. All Flavors

Fulcreem, Egg Substitute Baking Powder, Yorkshire Pudding Powder, Etc.

Highest Award obtained
Paris Exposition, November, 1919

Quality Supreme

*The Most Attractive Package on the Market
Good Profits*

PLAISTOWE & CO., LTD.

LONDON, ENGLAND

Ask your jobber or write to

F. MANLEY

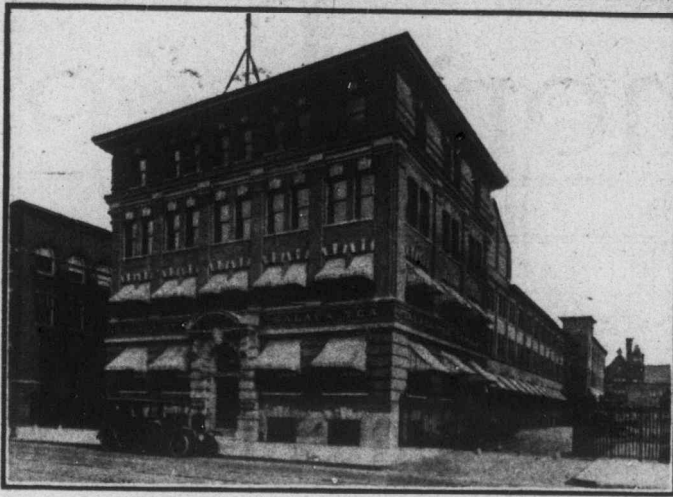
323 Garry Street, Winnipeg, Man.

J. A. ROBERTSON

23 Jordan Street, Toronto, Ont.

MESSRS. C. E. JARVIS & CO.

Duncan Bldg., Pender Street West, Vancouver, B.C.



SALADA TEA COMPANY OF CANADA LTD.
 459-463 King Street West (Near corner Spadina Ave.)
 TORONTO

*Finest Tea-packing plant in America
 Perfect cleanliness and ventilation*

**Rest Rooms, Club Room, Smoking Room,
 Restaurant and Garden for use of Employees.**

**MAKE THIS YOUR EXHIBITION
 HEADQUARTERS**

Our standing invitation

We cordially invite any grocer to visit us at our new Toronto warehouse and inspect the methods of blending and packing "SALADA."

If in town at any time, do us the honour of calling to register your name and we promise you that you will be interested in the unique processes employed in our business as well as in the modern appointments throughout the premises.





Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.
Manufacturers of
 Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
 Wellington Mills, London, S.E.1., Eng.

Agents:
 F. Manley, 323 Carry Street
 Winnipeg
 Senkey & Mason, 839 Beatty Street,
 Vancouver.

CURRANTS

CHOICE VOSTIZZA—DIVINA BRAND
 CHOICE GULF—POMONA BRAND
 CHOICE PATRAS—FLORA BRAND
 FINE PATRAS—DIANA BRAND
 CHOICE AMALIAS—IONIA BRAND
 FINE AMALIAS—AMELIA BRAND
 G.A.S.D. PYRGOS—JUNON BRAND
 PROVINCIAL—MINERVA BRAND

Quotations F.O.B. Toronto. Prices on Application.

CHADWICK & COMPANY
 BROKERS

34 DUKE ST. TORONTO

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

LEMON BROS.

OWEN SOUND ONTARIO

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

The Publisher's Page

TORONTO JULY 16, 1920

E. J. Dodd writing from London says

At the Canadian Exhibition, Canadian Grocer and the other MacLean business and technical newspapers and magazines and The Financial Post were displayed at the stand of the Department of Overseas Trade and that quite a number of copies were sold, mainly to persons interested in buying from Canada. One of these was a member of the staff of the Russian Trade Ambassador, M. Krassin, who made special enquiries and asked if he might be allowed to follow up the reading of the papers by a call on the MacLean Newspapers' London office. It is difficult to know just what is going to happen in Russia, but one thing is certain, Russia cannot get on a normal producing basis without machinery, plant and industrial brains. The Jews, who are controlling Russia, know this and there are bound to be developments favorable to Canada.

Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

London, England

Summer Campers Drink Tea

Campers and cottagers drink a lot of Red Rose Tea. Hot or cold, tea is the favorite beverage—in the bush or by the shore.

Make the most of the summer tourist trade. Red Rose Tea is stronger and richer in flavor than other teas, and makes a most satisfactory brew in the camp-fire tea-pail. Tell them—and increase your sales.



T. H. Estabrooks Company, Limited

ST. JOHN, MONTREAL, TORONTO, WINNIPEG, CALGARY, EDMONTON
ST. JOHN'S, Nfld., and PORTLAND, Maine

How Taylors Sell "Norse Crown"

"Norse Crown" Sardines

We have been fortunate in securing a consignment of the celebrated "Norse Crown" Sardines. These Sardines are selected and packed with the most fastidious care. They are packed in the finest olive oil obtainable. From the fishing net to the tin every operation is conducted under the most hygienic conditions. We sell this brand to you under our positive guarantee of satisfaction. "Norse Crown" Sardines, per tin

30c

The advertisement on the left from a Sudbury, Ont., newspaper shows how one aggressive retail firm is pushing sales of the celebrated

"Norse Crown" Sardines

"Quality Will Tell" is our slogan. You are always sure to please your customers when you sell them "Norse Crown." Try the Taylor plan.



The Oversea Export & Import Co., Ltd.
NORWAY

Sole Agents for Canada and Newfoundland

Stewart Menzies & Co.

32 Front St. W.

Toronto

Keen's Mustard



SELL WHAT YOUR CUSTOMERS ASK FOR

During the war your customers have been frequently disappointed

IN NOT BEING ABLE TO GET KEEN'S

We are glad to announce that difficulties are gradually being removed and larger supplies will be forthcoming.

KEEN ROBINSON & CO., LTD. Mfgs. of Keen's Mustard
amalgamated with

J. and J. COLMAN, LTD. Mfgs. of Colman's Mustard

Dominion Agents:

MAGOR, SON. & CO., LIMITED
191 St. Paul St.
Montreal

30 Church St.
Toronto

Summer Beverages

REFRESHING



DELICIOUS

S. G. BENDON UTILITY CO. SELLING AGENTS - ST. NICHOLAS BLD., MONTREAL

Non-Alcoholic

Now is the time to make big sales and extra profits

For Camping Parties Picnics Tourists

Packed 1 dozen to case. Freight prepaid on 10 case lots

Order from your wholesaler

REPRESENTATIVES WANTED FOR TORONTO, WINNIPEG AND VANCOUVER

S. G. BENDON UTILITY CO.
St. Nicholas Bldg., MONTREAL

CANADIAN GROCER

VOL. XXXIV

TORONTO, JULY 16, 1920

No. 29

Vancouver Merchants Protest Against Sending Monthly Report

The Order of the Board of Commerce Meeting with Opposition—
"Organization is the Safety Valve" Says Secretary of R.M.A.

By Staff Correspondent

VANCOUVER—(Special)—A great deal of opposition is evident among the Vancouver retailers to the questionnaire that is now mailed by the Board at Ottawa. As the secretary of the R.M.A., Vancouver, puts it: "After holding up the retailer to contempt and scorn, after attempting to destroy the public confidence in the retailer and hounding and harassing him on every possible occasion, this expiring body, the record of which is one of pandering to prejudice and fanning the air, a body whose very status is in serious question—this body, I say, takes a last contemptuous kick at the retailer, and with its dying gasp insists on a rigid enforcement of its latest annoying futility, the questionnaire."

According to Mr. Hougham, the secretary of the B.C. R.M.A., the whole secret of the retailer getting proper recognition of his rightful place in the community scheme-of-things is in thorough organization. "As an example of the difference between organized weight and semi-individual effort I would like to draw to the attention of Canadian Grocer readers," said Mr. Hougham, "the stamp tax as affecting patent medicines. For several years, in fact, ever since this tax was put in effect making the retail druggist and general merchant, lick and affix the necessary stamps on each individual package of the medicines, etc., listed, a strenuous complaint has been made to the Government both from the various local associations and the individual druggists. Was any cognizance taken of their protest? There was not. The Government simply stated that the tax was absolutely necessary as it stood, etc., etc. However, this spring, while things were being reorganized any way, the Government was prevailed upon to change the arrangement—and making it necessary to have the stamps affixed by

the producer or importer at time of preparing the package for marketing. Now what I would like to know—and what the trade would be interested to know—is, what happened to this tax between May 19 and June 17 in this year of our Lord? The stamp affixing regulations as revised, stepped on a different set of corns, and instructions were whispered into Government ears by a stronger organization than the retailers had been able to muster—AND THE TAX CAME OFF ALTOGETHER. The moral to the retailer is quite obvious—ORGANIZE.

Believes in United Effort

"While the grocer is getting it 'in the neck' the druggist sits back and says, 'well, really—this does not affect me,' and when the druggist is faced with an imposition the hardware merchant sits tight, but this spirit has simply got to be dug under. What is the druggists' problem this month, is more than likely to be the grocers' next month. We must all strive for more solidarity—not as grocers' or druggists' or butchers', but as RETAILERS. The time is fast approaching when we retailers must start strong propaganda, demonstrating our place in the community life; we must prove our right to exist, and with that proven—be strong enough to protect ourselves as retailers from the vexatious impositions and ignorant experiments of politicians—both within and without the Government. Our fellow retailers in the State of Washington have retained an excellent speaker, well informed on merchandising and community problems whose sole duty it is to cover the state, addressing meetings of farmers and bankers, manufacturers and labor bodies, educating these classes to the rightful place in the system of present day living occupied and filled by the retailer. In my estimation the retailers in Canada could well employ some means to educate the public to their right to exist."

R.M.A. Notes

The R.M.A. in Vancouver printed in full, giving the text of the luxury taxes as outlined in the budget speech, and had it in the mails 48 hours before the local Inland Revenue officers had their telegraphic instructions.

* * *

Many B.C. merchants are refusing to fill out the questionnaire sent out by the Board of Commerce. The following resolution was passed by the Vancouver R.M.A., grocers' section:

"This meeting of Retail Grocers of the Vancouver Branch of the R.M.A. of Canada, protests emphatically against the action of the Board of Commerce requiring retail grocers to fill out the monthly statement of staple commodities as per the form submitted by them for that purpose, for the following reasons:

1. That the attempt to supply the information called for would necessitate the employment of expert help, which, from an expense standpoint, would be prohibitive and would further enhance the cost of commodities to the public.
2. That it is impossible to arrive at an accurate statement of quantities purchased.
3. That in many of the commodities specified, prices are constantly changing during the period specified, i.e., during the month.

* * *

A grocer from Blue River, B.C., who is required to remit his taxes to Vancouver, protests that he is again taxed when buying the money order to make the remittance.

* * *

To show to Vancouver and New Westminster the size of the class in the community known as RETAIL MERCHANTS, the combined associations of the R.M.A. in Vancouver and New Westminster—all branches—will hold a monster picnic at New Westminster on August 11. The committee comprises a druggist, a butcher and a grocer.

Has the Right to Fix the Resale Price

This is Manufacturer's Privilege, Claims the Board of Commerce
—May Decline to Sell to Anyone as He Desires—Wholesalers
Rights in Uniting in Their Own Interests—Failure of Proceedings
—Complete Decision of Board of Commerce.

OTTAWA (Special) — Canadian Grocer presents herewith to its readers the full decision of the Board of Commerce in the famous Wholesale Grocers case on which evidence was taken in Hamilton and Toronto early in the year. It is signed by Commissioners W. F. O'Connor, K.C., and James Murdock, both of whom have since resigned. As this judgment is an important one, it is suggested that the trade keep the issue on file for reference purposes. The decision follows:

"These proceedings were instituted on the 28th day of January, 1920, upon complaint raised at the instance of the Attorney General of Ontario. On the 26th day of March last this Board, after hearings at Hamilton and Toronto which consumed eight days, rendered an interim decision. The complaint involved charges as combinesters against (1) certain retail grocers at Hamilton, (2) certain wholesale grocers of the same place, (3) certain manufacturers variously located throughout Canada, (4) The Wholesale Grocers' Association of Canada, (5) The Wholesale Grocers' Association of Ontario, and (6) the members of such associations.

"The charges against the retail grocers clearly failed in proof and was withdrawn at the argument. It was dismissed by the interim decision of the Board.

"The Board, however, expressed its willingness to grant leave to the Attorney General, pursuant to the Combines and Fair Prices Act, 1919, to prosecute, criminally, all associations and persons concerned if he considered that he could succeed in criminal proceedings.

Combines Not Always Detrimental

"Since such interim decision was rendered the Board has made quite extensive further enquiries by questionnaire and personal visit and examination of the business premises, stocks, and mode of conducting business, respectively occupied, held and adopted by the wholesalers and others involved in the charge made or supporting such charges. The Board had intended, as well, before it would pronounce final judgment, to hold public sessions at Edmonton, Vancouver, Montreal and Halifax, and to thoroughly probe and analyse from a Dominion point of view the many hundreds of resale price fixing arrangements and common fixed price agreements which have been secured by it as the result of its examination by questionnaire before and since the hearings before mentioned at Hamilton and Toronto. The Board de-

sired to inform itself as to the costs as well as the prices of those manufacturers who are complained of as combinesters upon the erroneous theory that mere combination upon a fixed resale price or to preserve a common price is unlawful and can be prohibited. Counsel for the complainant in these proceedings had conducted his share of them upon a theory (clearly inconsistent with the Statute under which the Board operates) that mere combination is, in itself, prohibited, whether or not deemed by this Board to be to the detriment of or against the interest of the public. The Statute declares in quite plain terms that the expression "combine" as used therein "shall be deemed to have reference only to such combines. . . . as have, in the opinion of the Board of Commerce of Canada. . . . operated, or are likely to operate, to the detriment of or against the interest of the public, consumers, producers or others." There is a clear recognition here of the principle which British law has always recognized and which United States law has come to recognize, that combines (which in most cases are mere agreements) are not per se unlawful, much less inimical, merely because they exist. There is a possibility in particular cases of their being harmless or even beneficial, so in every case the Board is required to examine into their character and to approve or condemn as the interest of the public seems to require.

The Board's Difficulties

"The board regrets its inability to have proceeded as far as it had intended to go before pronouncing this judgment. Some of the reasons which have prevented the Board from concluding certain instituted investigations, including that necessary to give judgment which would have Dominion wide operation as to matters like unto those arising for determination in these proceedings, are detailed in the Annual Report of this Board which is now before Parliament. In addition the Board has been attempting, for nearly four months, to operate without a Chief Commissioner. It was impossible for the two remaining Commissioners of the Board to leave Ottawa for the length of time necessary to hold sessions of the Board in Western Canada and elsewhere as intended. The Board, therefore, is compelled to give judgment upon the materials placed before it at Hamilton and Toronto, and upon such further information as it has been able to gather since the hearings in the mentioned cities.

The Selling Direct Problem

In its interim decision in those proceedings the Board has already indicated that reliance had been placed by Counsel on behalf of the Attorney-General upon the mere making or existence of the alleged combines, agreements or arrangements and that no satisfactory proof had been submitted as to the fairness thereof or as to the matter of detriment to or the interest of the public. Nothing, in fact, was put before the Board except the fact that certain agreements had been made. The wholesale grocers of Canada, for instance, had formed an association and afterwards, without any concealment, acting under a Dominion charter, had proceeded in unison to discuss and agree upon certain common lines of action—not to enhance prices, nor anything like that—but to advance their own interests by the securing of preferences from manufacturers for themselves as exclusive distributors. They asked the manufacturers to establish and maintain as a selling policy the practice of selling to the retailer through the wholesaler as a distributing medium, and they frankly told the manufacturer in effect, that if he continued the practice of selling first to the wholesaler (who bought in the expectation of being able to resell to the retailer) and also sold to the retailer (thus supplying direct the anticipated source of demand from the wholesaler, wholesalers would discontinue doing business with him. The evidence that the Dominion association went the whole distance as just stated is not as strong as that the Ontario association did so, and that various wholesale grocers, members of the several associations, did so. But, for the purposes of argument, let it be assumed that each association so acted. There can be no question that individually or collectively, traders are entitled to advance their own several or collective interests except when such action is by law prohibited as against the interest of the public. Whether the action of these wholesale grocers, either in association or otherwise, was against the interest of the public is matter of fact, and thus matter calling for proof. The testimony of many witnesses (manufacturers and wholesalers mostly, but including some retailers) produced on behalf of the complainant was to the effect that actual experience had demonstrated that the most economical mode of distributing the commodities usually sold by wholesale grocers was through the wholesale grocer, and that, apart from the claimed unfairness of the practice of manufac-

turers in selling direct to the wholesalers' actual or anticipated clientele, the reduction in the gross sales of the wholesaler thereby caused, increased the wholesalers general operating costs and necessarily caused a general enhancement of the wholesalers costs and, ergo, his prices.

"This evidence appeals to one's reason. It proceeds from the complainant's witnesses. Counsel for the Attorney-General was necessarily driven to the attempt to prove much of his case out of the mouths of those against whom he was acting, but there is the evidence and with nothing in the case to cut down its effect. From its own investigations, so far as they have gone, and its knowledge and experience, the Board is impelled to accept this evidence unreservedly as true. How, then, can it be contended that the forming of the associations mentioned and the endeavoring by the associations or their members to secure for bona fide wholesale grocers, whether or not members of such associations, or even for members exclusively, privileges such as mentioned, is detrimental to the public.

Privilege of the Manufacturer

"The manufacturers were not to be compelled to sell only to wholesalers. They could sell to any other class at their own will, but if they elected to sell to any of another class than wholesale grocers (for instance, to retailers or to mere specialty jobbers who, evading and denying any obligation to serve the whole community, as does a wholesale grocer, fix upon a dozen or so profitable lines as desirable and buy and resell them in congested districts only), the manufacturer was to be left to secure his needed distribution from those whom he, to the detriment of the wholesale grocer class, favored.

"Practically the same question as that being discussed arose in Ontario (reported in the case of *The King v. Beckett*, 20 O.L.R. 401) in the year 1910. The decision in that case was in favor of the Wholesale Grocers' Association. Nothing like what was proved in the case of *Rex v. Elliott*, 1905, O.L.R. 646, was proved before this Board. In the case of *Rex v. Elliott* there was proof that a coal dealers' association, which was seeking to secure and maintain for itself the exclusive privilege of selling coal, refused membership in the association to bona fide coal dealers on the ground that there was not sufficient trade available to render the admission of further members advisable. Like conditions were disclosed in the case of *Rex v. Master Plumbers*, 14 O.L.R. 295.

Are Not Wholesalers Says Board

"No evidence whatever was submitted before this Board to prove that either Association in question had rejected the application for membership of any person whom, upon any solid ground whatever, it could be argued was a bona fide wholesale grocer. The suggestion that such had been, led the Board to make visits in person to the premises of

those who stated that they had been unable to obtain membership in the Associations or who had been discriminated against in their buying, being, notwithstanding, wholesale grocers. The Board is absolutely satisfied as the result of these visits and inspections that the persons claiming to be wholesale grocers are not wholesale grocers at all.

"Much was made of the fact—the undoubted fact—that traders, who, before admission to the Wholesale Grocers' Association, had found it difficult, to buy from certain manufacturers, had, after admission, much less, if they had any, difficulty. Many manufacturers, it was proved, establish a selling policy of dealing only with wholesale grocers. When they received an order their first task is to discover whether the attempted buyer is a wholesale grocer. They keep lists on their premises of the wholesale grocers known to them. No case was established of any manufacturer confining his wholesale grocers' list merely to members of any Association, nor was there any evidence of communication from the Associations to the manufacturers asking them to confine the making of sales merely to members of either of the Associations. It is a perfectly understandable matter that manufacturers who desire to deal only with wholesale grocers would save themselves considerable trouble by resort to the membership lists of the Wholesale Grocers' Association when in doubt whether a particular buyer was or was not a wholesale grocer. But the evidence was all to the same effect—that the manufacturers' lists of their vendees contained many names of wholesale grocers who were not members of the Associations as well as the names of those who were members of the Associations.

Manufacturer May Decide His Selling

"A matter to which the Board might profitably make reference is that it was convinced, upon a reading of certain of the exhibits put before the Board, that certain manufacturers, upon receipt of orders from persons who, according to the selling practice of the manufacturer, would not be considered wholesale grocers, had been accustomed to assign other reasons than the fact of their adoption of the mentioned selling policy as their reasons for refusing to deal with the attempted buyer. This, the Board has no doubt, proceeds from an erroneous conception in the minds of some manufacturers that they really have not a legal right to determine upon a selling policy and to adhere to it. So they give such reasons as "limited production" or "overplus of orders," as their reason for refusing the business.

"It is the Board's opinion that a manufacturer has, in a law, the right to determine upon such selling policy as seems to him fit, to adhere to that selling policy, and to refuse to sell to those who will not give adherence to such selling policy. The fact, which the Board does not doubt, that manufacturers have assigned other than their real reasons for refusing to deal with certain per-

sons, does not make the law any different from what the law really is. In the opinion of the Board the result is that certain manufacturers have justifiably acted for unjustifiable reasons.

May Appeal to Supreme Court

"The Board is well aware that in all probability differences of opinion will arise as to the wisdom of its conclusion concerning the matters just dealt with and as to the soundness of the law just propounded. It is fortunate, therefore, that an appeal lies to the Supreme Court of Canada from the Board's conclusions as to the law, and in the event of such appeal being taken the Board will expedite it.

"The law involved in the Board's conclusions has been, recently, much discussed in the Supreme Court of the United States in the *Colgate* and *Schrader* cases. In the first-mentioned of these cases it seems to have been established that a manufacturer may establish his selling policy and refuse to deal with those who do not adhere to it. In the second-mentioned of these cases the Court seems to have added the qualification "but the vendee, if he agrees with the manufacturer to maintain the selling policy, commits an offence against United States statute law." The United States statute in question, however, is entirely unlike the *Combines and Fair Prices Act*, 1919, and the Board is unaware of any statute or authority which declares or expounds that the actions of the associations mentioned or their members have been unlawful. This is, of course, apart from the question of detriment to the public.

The Macdonald Case

"As to the complaints against the manufacturers and against the associations and the members of the associations in combination with such manufacturers that resale prices and common fixed prices have been agreed upon and maintained, it was admitted by Counsel for the Attorney General that a number of the manufacturers against whom complaints had been raised should be discharged from blame. Those who should be discharged from blame were not identified. Neither were those whose alleged wrong doing should be pronounced upon by the Board. Three or four only were mentioned. Among those mentioned was W. C. Macdonald, Reg'd., who, in the words of counsel, "yielded to the importunities of some of the wholesale grocers and changed its selling policy." The evidence of the company was, however, that they had decided upon their own selling policy uninfluenced by the representations made and after a thorough canvass of the whole situation with their own selling agents. But, apart from this, there was an entire lack of evidence that whatever Macdonald & Company did, or whatever they agreed to do, and with whatever persons or organizations they had made the agreement, there had been any detriment to the public or detriment except to the private interests of particular in-

(Continued on page 36)

Bonusing Clerks Increases Interest

Smith Chapple, Ltd., Chappleau, Ont., Places Emphasis on Quality in All Lines—Collects His Accounts Bi-Monthly—Makes Heads Partners.

A SYSTEM of bonusing or commissioning his clerks, having everything that a customer wants and having it in quality, making each departmental head responsible for his department and making him a partner in the firm as well—those are some of the main features of the splendid business conducted by Smith, Chapple, Ltd. of Chappleau, Ont. Not less important is the plan adopted by this firm of collecting their accounts on the 1st and the 15th of each month. They have explained to their customers that to get goods at the best prices requires money, ready money, and if they do not pay their bills it is impossible for the firm to get the best that is on the market at the lowest prices. In Smith, Chapple, Ltd., there are nineteen salespeople, though the town is a very small one.

Each Department a Separate Store

"Each department in this store," said Mr. Chapple, to a representative of Canadian Grocer, "is run separately; each head is responsible for the success of his department. Each department is checked up every month and

allowed so much money for stock. Every head of a department is a partner in the company and is additionally bonused. The commission or bonus system among the clerks is only worked previous to Christmas sale." Mr. Chapple, who is the general manager of the firm, says he believes this is one of the plans in operation in the store to which he might attribute a good deal of its success.

Have Everything and in Quality

"Having everything and having it in quality is one of the factors that has contributed largely to the success of this firm," said Mr. Chapple. "Quality is a winner. I spend a good deal of my time in front of the counter, not behind it, acting especially on busy days as a floor walker." In this way Mr. Chapple feels that he becomes personally acquainted with his customers and shows them that he takes a personal interest in seeing that their wants are satisfied by the clerks behind the counter.

Prompt Payment of Accounts

"We do a credit business," said Mr. Chapple, in explaining their method of

financing the business, "but prompt payment of accounts is never lost sight of. That is essential. Every account must be settled the first or the fifteenth of every month. I have found that nearly every customer I have lost is by being lenient with them in the matter of the payment of their account. We would later be forced to deal harshly with them and would lose them, and probably, part of their account which would be outstanding. I have never had much trouble in showing the public that the semi-monthly rendering of accounts was our system and that, if they wanted the best value they must co-operate in helping to carry out this system of bi-monthly payments. But when we weaken we lose prestige, and, with the loss of prestige we often lose a friend."

Department Head Does Buying

Mr. Chapple went on to explain that each departmental head was responsible for the buying of that department, with more or less a supervision by himself. The buying from jobbers' lists he does himself. Mr. Smith is not actively engaged in the business.

No Restriction on Trade with Russia

Door Wide Open, Minister of Trade and Commerce Tells the House of Commons—Considerable Business Passing

OTTAWA—(Special.) — The question of Canadians being allowed to transact business with Russia came up in the House of Commons prior to dissolution. Following from "Hansard" covers the question and answer:

Joseph Archambault (Chambly and Vercheres): "My attention has been directed to an article which appears in the Montreal Gazette of this morning and which contains the following headlines:

"Martens must be Deported from U.S. on Purchase There." Canada Secures Trade which U.S. Government will not allow American to take."

"The article in question goes on to state that Mr. L. C. A. K. Martens, commercial representative of the Soviet Government in the United States, has signed a contract with a Canadian firm for the shipment to Russia of several million dollars' worth of food-stuffs, agricultural machinery and railroad equipment, and that the negotiations for this contract were carried on by Premier

Lloyd George and Mr. Gregory Krassin, Soviet Minister of Commerce and Russian representative in London. I desire to ask the Government, first, whether trade has been resumed between Canada and Russia; secondly, whether the Government are aware of this large contract in question; and thirdly, if so, whether it is true that the negotiations were carried on by Premier Lloyd George."

Rt. Hon. Sir George Foster (Minister of Trade and Commerce): "In answer to my hon. friend, I may say, first, that there are no restrictions as regards trade between the people of Russia and the people of Canada. Any Canadian is at perfect liberty to make any arrangement he pleases in the way of trade with any Russian, and this Government does not grant any more facilities to one than to another. It is perfectly free and open to the people of the two countries to make any arrangement they desire as regards trade. In the second place, I may say that no negotiations have been carried on Governmentally, although I may inform the House that I have been

asked whether there is any objection to such trade being carried on, and I have answered that there is not. As to what contracts have been made,—that is a matter with which the Government has nothing to do, and in regard to which, therefore, it has no special information; but it is currently stated that considerable contracts have already been entered into."

S. F. BOWSER & CO., INC., HOLD ANNUAL CONVENTION

S. F. Bowser & Co., Inc., held their sixth annual convention at Fort Wayne, Ind., on June 28 to July 2 in honor of the 1919 members of the Pacemakers Club. The convention was held for the benefit, inspiration, and entertainment of the sales force, everything possible being done to make it a success. Aside from the general spirit of "loyalty and patriotism" which was in evidence at every meeting, there were two specific demonstrations which were interesting. As a surprise to the factory force the salesmen pinned on the bosom of each workman a unique badge of honor! The purpose was, of course, to secure a better understanding between the man on the "firing line" and the producer. A gasoline filter demonstration was made. This was the largest convention ever held by the company and was successful from every viewpoint.

Why of Different Grades Canned Peas

There are Different Sizes and These Drop Through Sieves—Complete Story of the Canned Pea from Seed to the Can—Information that Every Grocer Should Know.

The accompanying article on canned peas is written by a man who is thoroughly familiar with canning of this wholesome vegetable. It should be carefully read by every merchant and clerk as well as everyone connected with the grocery business so that customers may be given correct information and authoritative advice when they are purchasing a tin of peas.—THE EDITOR.

FEW people have any knowledge of the many interesting features surrounding the canning of peas, and if more people understood the subject there would be no one who would feel reluctant about buying and eating them.

It is for the purpose of acquainting more people with the many interesting features of the processes of the canning of peas that this is written.

The writer feels that thousands of people refrain from eating canned peas mainly for two reasons. First a large number of consumers hold a natural but wholly unwarranted prejudice because they are canned peas, and secondly thousands of people are entirely at sea as to what kind of peas to ask for, though they have a very clear idea of what they want, and the grocer or clerk is not always able to help them out. Many people buy one can of peas which are delicious; the next can is a disappointment—the peas are either too large or too small, and they cannot understand the reason because they are all the same brand.

Let us consider the canning of peas from the seed to the consumer. There are many varieties of peas used for canning, but only two types, the smooth round pea known under the trade name of Alaska, and the large wrinkled type of which there are several varieties, among them Advancers and Horsford's Market Garden.

Nearly all the pea seed is grown for the canner by large seed companies, who specialize in this line, and most of the seed is grown in northern localities. A crop is planted for seed and carefully watched so that any kind of pea that is not true to name may be removed. The seed is carefully harvested, cleaned, hand-picked, then delivered to the canner who supplies all seed to the growers so that all will have true varieties.

Contracts With Growers

Contracts are made by the canning companies with many growers. Each of them agrees to grow several acres of peas and agrees to plant and harvest them as directed by the canner.

The canning of peas will usually last

from 30 to 40 days, and in planting the peas a certain number of acres must be planted each day, so that all will not be apt to mature at the same time.

When the small pods begin to form the different fields are watched closely by a man who devotes his whole time to this work, and when a large percentage of the pods are well filled out, the grower is ordered to cut and deliver the peas to the threshers or viners of the canner, some of which are located near the farm and others at the cannery. Many of the pods have not any peas in them, but if the peas were not harvested until all the pods were filled out the earliest ones would be hard and yellow. Then the peas are brought to the viner, they are fed into this machine, which whips them around until the pods are opened and allow the green peas to fall out, and then the vines are carried away by long belts to be used as feed for cattle, and the peas roll down into boxes to be weighed up for the grower (for the grower is paid for shelled peas, not for the vines.)

How Peas are Graded

The peas are now passed into a carrier which carries them to the upper storey of the cannery where they are emptied into a cleaning machine, which shakes and blows out the pieces of pods, weeds, stems, etc., and from this cleaner they are passed into a washer, through which they are forced, while a constant stream of clear cold water gives them a most thorough washing. They are now passed into a grading and sifting machine. This grader is supplied with four screens or sieves, each having holes of different sizes. The peas which pass through the smallest sieve are known to the canner as No. 1 size, and labelled out as "Extra Fine Sifted"; those which pass through the next large sieve are No. 2, labelled out as "Sweet Wrinkle" peas; the next sieve, No. 3, labelled "Early June" peas; the next sieve, No. 4, labelled "Standard" peas. You see every pod has peas of different size in it and not all pods are the same size. In order that you may not become confused, we will follow the peas through and then we will speak of the different grades again.

When the peas come from the grader each grade is run out into a belt to a cleaning machine, which removes mostly all the broken peas, pods, hulls, etc., which passed the first cleaner as all the peas are now the same size on each machine, but no machine is perfect and therefore the peas from each machine are allowed to pass over wide belts in a continuous procession, and neatly dressed women watch carefully for any foreign substance, broken or yellow peas. From the belt the peas are run through an-

other revolving washer, where they receive a second bath from a constant stream of clear cold water. From this washer they are taken to a large cylinder of boiling water. This is called a blancher, but is what you would call a parboiler, for when peas are blanched they go through the same process as when vegetables are parboiled, only that soda is never used. The peas are blanched to remove the sticky coating to eliminate the raw, rank taste so common to green vegetables, and to make them tender and juicy.

Each grade is of course blanched separately, and care is used in this and the filling process to keep each size separate.

Still Another Bath

From the blanchers the peas are passed into a revolving washer and given the third and final bath in clear cold water. From this washer they are placed in the filling machine, which fills just the correct quantity into each can and then puts into each can the proper amount of brine. This is made up of sterilized water, sugar and salt, and no canner would think of using anything but the very best table salt and granulated sugar. The cans now pass in a continuous procession to the sealing machine where they are sealed air-tight and then piled into large iron baskets and taken to the retorts (which are large iron kettles) and after three of these baskets are lowered into a kettle, the top of the kettle is clamped down tight and live steam turned into it, so that the temperature is brought up to a higher degree than boiling water. After being thoroughly cooked in this manner the cans are quickly cooled by placing in cold water, and from there they are taken to the warehouse where an ingenious little machine places a label on each can at the rate of about fifty cans per minute.

May be Harvested and Canned Same Day

It would be quite easy to arrange the handling of peas so that peas growing in the field Monday morning would be canned and loaded into the cars before night, and could reach the wholesale grocer by Wednesday.

In all the process of canning peas, not once have they been touched by hand, and they have been subjected to three washings in clear cold running water and handled in the most sanitary manner in machines and vessels that are kept as clean as water will make them and you will find this to be true if you visit any up-to-date factory.

(Continued on page 48)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

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

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1183 Broadway (corner 26th Street), New York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

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

SUBSCRIPTION—Canada, \$4.00 a year; Great Britain, South Africa, and West Indies, 16s. a year; United States, \$4.50 a year; other countries, \$5.00 a year. Single copies, 15c. Invariably in advance.

PUBLISHED EVERY FRIDAY

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

VOL. XXXIV. TORONTO, JULY 16, 1920. No. 29

THE WAY OF RADIALS

MAYOR CHURCH of Toronto, wants to spend millions to build Radials to develop Toronto to a population of one million. The representatives of the surrounding towns and villages want them for the same reason. Neither explain from where the population will come. If the big cities are to be built up the population must come from the towns and villages. If the latter are to grow to the figures in Sir Adam Beck's fairy tales, the people must move from the farms. This is exactly what a Farmer-Labor Government does not want. The farmers want to keep the people on the farms and the city laborers do not want to increase local competition.

The back-bone of the towns and villages is the local business people and they certainly do not want to be taxed to send villagers to the city to do their shopping, or to reduce their local field by moving their population to the big cities. E. M. Trowern, Secretary of the Retail Merchants' Association makes this view very plain. He might have gone further and shown that having numerous happy and prosperous business centres near by makes rural life bearable. The absence of it is what makes Western conditions so hard. The U.F.O. speakers recognize this by the constant effort they are now making to interest the townspeople. With these facts in mind, one wonders just who are to be benefitted

by the millions it is proposed to spend on Radial developments.

THE NIAGARA FRUIT CROP

A SHORT time ago a violent hail storm hit a section in the Niagara Peninsula and did considerable damage to the fruit crop in that section. The Ontario daily newspapers ran lengthy reports of the extent of damage done to the fruit crop in the Niagara Peninsula, using scare-line headings and getting the trade as well as the general public, worked up over a possible shortage in what otherwise was looked forward to being a good crop of fruit this year.

As reported in last week's issue, Canadian Grocer made particular investigation, and found that the storm was very local, that it only touched a small section of the peninsula, and that the damage done to the fruit crop, while severe in the spots that the hail hit, will have little bearing on the fruit crop as a whole and on the canning industry.

This once again shows the importance of the service given to the trade in Canada by the business press. Before printing an article of this kind the business papers make it a point to verify the early information, and give the retail trade the actual facts so that they will be familiar with the matter when talking to their customers.

Like the first report of Mark Twain's death, the information sent out by the daily newspapers was very much exaggerated.

EDITORIALS IN BRIEF

WITH potatoes averaging in price around three to five cents each, that time honored custom of using a spud as a stopper for an oil can has generally found a place with the "what we used to do." There is one grocer who has recently introduced the novelty of a gum drop as a stopper for the oil can. He says it is cheaper than the potato, but with sugar around twenty-three cents per pound, we doubt it.

* * *

THE early closing movement is meeting with a great deal of success, especially throughout the Western Provinces. In this as well as any other good cause there are always a few who are only too glad to take every opportunity to break the by-law. The latest comes from a Western city where apparently there are some merchants who have been doing business after closing hours by utilizing the telephone service. The city officials are putting through an iron-clad definition of the word closed which will leave no room for doubting its meaning.

Improved Service in Spite of Advancing Costs

Paper Up 300%—Engravings, Wages, Mechanical Supplies, Etc., Have Made Big Jumps—Plans Laid for Further Development in Service to Subscribers.

DURING the past five or six years the retail trade has been faced with a long series of advances in costs, which meant many readjustments of selling prices to the consumer.

Newspapers, such as CANADIAN GROCER, have had similar difficulties to contend with. Merchants know how cost of paper has advanced. They are large buyers of wrapping paper and paper bags themselves. Our experience indicates that paper has increased in price at least 300% during the above-mentioned period. The general world-shortage in paper and the big demand on Canadian pulp and paper mills has been one of the big reasons for this advance. In some of the Western Canadian cities there has at times been a famine in paper, and in the United States many periodicals have had to conserve it against their will. One large national United States weekly, for instance, has not been sending any papers to Canada for the news stands for many weeks, and have had to be content with supplying the regular subscribers. In fact they are not going after new subscribers in Canada.

ENGRAVINGS UP 200%

The making of engravings for illustra-

tion purposes has increased an average of 200% in cost. All mechanical supplies such as ink, presses, type metal, etc., have gone up similarly.

An increase of 108% has been made in wages in the mechanical department of the MacLean publications.

There has been an increase in rentals of about 100%.

On January 1, next, the postal rate on papers like CANADIAN GROCER will be increased 200% and in 1922 the increase will be 500% over what it is at present.

During the past year CANADIAN GROCER has greatly increased its editorial service in spite of advancing costs. Market reports are now being received from practically all the large and important centres in Canada, many of them coming by wire. We have opened our own office in Vancouver in order to keep close to the trade and give our subscribers a better service. Our representatives are continually calling on merchants from one end of Canada to the other investigating their methods for conducting their businesses along aggressive lines. Plans in preparation include a still further development in editorial service in the future.

Stocks, Sales, Turnover Help

Very Meaty, Thoughtful Letter, from Practical Grocer.

Written By HENRY JOHNSON, JR.

HAVING in mind the fact that heavy stocks and slow turns are elements of unusual danger at this time, this letter comes in pat:

Dear Sir: I have enjoyed your trade talks very much, especially the ones bearing on the size stock to carry in proportion to the sales, and along these lines I would like to put a few questions. I have charge of a grocery store here, except the financial end, so am responsible for the buying, size of stock and its arrangement, etc. The stock is straight groceries, and last year we did \$131,000 business. So far this year—to June 1—the business has reached \$57,600, and the largest months are yet to come, so it looks like a nice increase this year.

The stock January 1st inventoried \$26,000 but since then I have reduced it considerably. But now it is up again, due to the receipt of a car of flour. How does that stock, in your estimation, compare with the sales? Another thing: the three groceries here buy their mixed (shelf) goods in pool cars to avoid an enormous local rate on this branch line, so that makes the stock volume fluctuate somewhat as we buy a lot of goods at a time.

What you say about cutting down sales, space would be very appropriate here. The store is too large, but as Mr. Blankson has had it as it is for some twenty-five years, he can't see it made smaller.

I also want to ask you about a buy I made last month. I bought about half a car of stuff—mostly fruit—dried and canned. Do you think that will be a "boner"? Some articles, the vegetables and preserves, were priced, and the others are SAP.

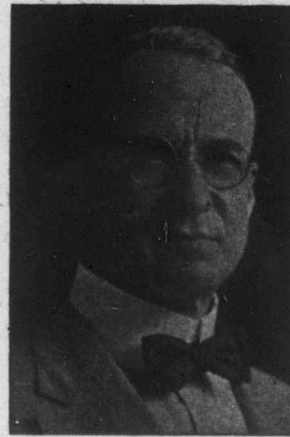
Mr. Blankson does a credit business, with care, of course, as to who gets it, and has a lot on the books, depending mainly upon the price of wool. All the grocers here are still on the credit basis, but more talk is heard of cash all the time. What do you think is the best plan for groceries, where a big proportion of your customers are ranchers and stockmen?

We handle our business with two men, including myself, and the other fellow does the delivering too, Mr. Blankson only keeps the books. Often we could use another clerk, but most of the time some of us would be idle. Is it better to be rushed once in a while or have more help? Seems to me a few busy men give a better impression than many men and some of them loafing.

Your very truly,

Figures on Actual Stock-Turn

The question of turnover must always be studied from the standpoint of a mer-



HENRY JOHNSON, JR.

chant's own store, in relation to his own environment. For a man runs his own business primarily and his outlook must ever be from behind his own counter.

A man located in Chicago, Seattle, San Francisco, Toronto, can turn his stock about as often as he likes. He is in intimate contact with his wholesalers.

He can order supplies daily. But a merchant in Nome, Alaska, cannot do that. He may be doing very well if he makes two or three complete stock turns a year. Proximity to or distance from sources of supply are vital factors in the problem of developing fullest efficiency.

This correspondent is on a branch line, located in a small town. I do not know just what service he can depend on nor what the difference in cost between cars and less than cars actually is. So I cannot lay down any hard and fast rules. It may be useful to indicate what stock can be carried, based on good business practice, for various speeds of turnover.

Last year he did \$131,000. Taking 20 per cent. as the average normal speed, it will require stock of \$8,733 for twelve turns a year, \$10,480 for ten turns, \$13,100 for eight turns, and \$17,466 for six turns.

This year so far he has run along at the rate of \$138,000. On that, he can carry \$9,216 for 12 turns, \$11,059 for ten turns, \$13,824 for eight turns, and \$18,432 for six turns.

Stock Too Heavy From Any Stand-Point

It seems unreasonable to think that a stock of groceries in his section should be turned less frequently than six times a year. So on the slowest basis this man is carrying \$8,000 to \$9,000 worth more goods than he should carry; and that is a lot of money to have tied up in goods which lie idle.

I incline to the opinion that a turnover of eight times is readily attain-

able, provided the boss or manager (or both of them) is mentally alert—not too lazy to make constant, diligent use of the want book. And stock of between \$13,000 and \$14,000 will provide amply for eight turns, thus releasing between \$12,000 and \$13,000 which can be put into securities where it will yield seven or eight per cent., which works while he sleeps, and the release whereof will enable him to keep his stocks in much better shape.

This is altogether aside from the fact that surplus stocks are dangerous just now—not always specifically, perhaps, but so generally that the safe course is to travel as lightly as possible from now onward. I put it this way because it would be ridiculous for me to try to say that the special line of commodities about which he asks will turn out to be a bad speculation. The point is that the general tendency to-day is downward. Thus, in view of the well-known dangers of speculation at any time, the present is peculiarly dangerous for taking chances. The man who carries a light stock to-day and keeps as much capital liquid as possible is the one who will be continually in position to buy at the new low levels as prices recede. He will beat the speculator seven ways for Sunday—or better.

Deflation and Failures Interlock Concurrently

I quote the following from Bach's Review, one of the oldest, sanest current reviews of financial New York:

"Economic records demonstrate that after a long period of prosperity, during which there have been comparatively few failures, if conditions during that period have become much inflated, a crop of failures must inevitably be looked forward to, and until a large crop in these has been harvested, there can be no permanent improvement.

"All this because during prosperity periods unwise, venturesome and inefficiently capitalized movements spring up under impractical or speculative leadership. All goes well while prosperity lasts, but when the test of reversing conditions comes, these shakey concerns must collapse. Consequently, from a rather ghoulish point of view, a large harvest of failures is watched for and rejoiced in as marking the low point of depression as an indication of eventual business health and renewed future prosperity based on stable conditions.

"Naturally, the low point of failures would mark the high point of expansion and an increase of failures thereafter would indicate the beginning of the deflation process. Dun's report of failures in May (574) does not clearly indicate

(Continued on page 36)

Getting the Attention of Children

The Paquet Company, Montreal, Installs a Simply Constructed Fountain to Attract and Amuse the Young Folks.

AS a means of attraction, a fountain has been placed at one end of the grocery department in the Paquet store, Montreal.

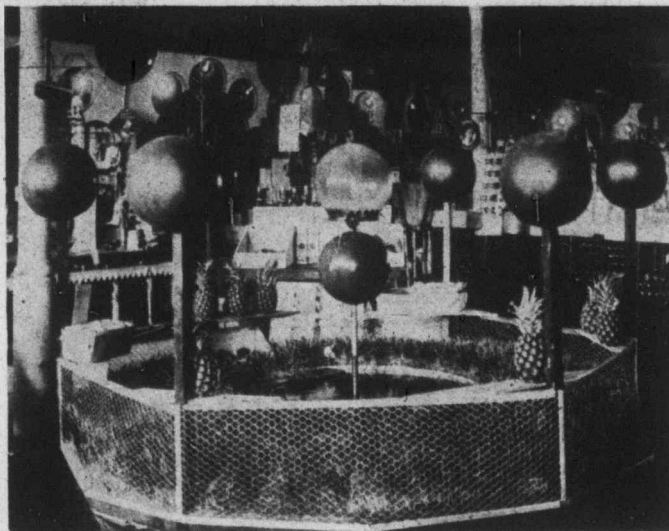
A circular basin of six feet in diameter by 12 inches deep, in the middle of this basin is a pipe which comes through the floor, at the end of which is placed a glass bowl measuring 12 inches, into this bowl the water gushes, and thereby resembles a fountain. Around the basin there is a grass border of 26 inches, encircled by a fence of 13 inches high. This grass was grown on a layer of sand 2 inches deep, which was sown with ½ peck of oat seed and was watered every day with hot water. It took six days to grow this mound. The large balls seen in the picture are of wood, painted in a bright orange, which add much to the appearance of the installment.

The main attraction of this installment is the young ducks which glide gracefully around and about in the basin, one of these may be seen in the illustration.

The children pay particular attention to these young ducks, and as it is the chief aim of the company to get the interest of the children, it was considered quite a success.

G. Dubuc, the manager of the grocery department, thinks that this is a good advertising medium, because when the interest of the children is held, they talk about what they have seen at home, at school, etc., and

by doing this the name of the Paquet Company is freely advertised.



An attraction for the kiddies in The Paquet Store, Montreal.

Motor Truck Service for Summer Colony

Barrie Merchant Serves a Large Number of Tourists in Two Trips to Shanty Bay and Big Bay Points

WITH Barrie situated in close proximity to more or less thickly populated Summer colonies on Lake Simcoe, opportunity is afforded for the building up of a very active business in foodstuffs. Merrick and Litser cater to this trade more than any other grocery concern in Barrie. In fact they are the only firm who go directly after the business. Cottagers at Big Bay Point, Shanty Bay, and the Peninsula Park Hotel, are served by Merrick and Litser. A truck goes out to these places twice a week on Tuesdays and Fridays, and serves cottages, who are not otherwise reached by the supply boat that operates from Allendale. Mr. Merrick told CANADIAN GROCER that this business averages \$200 per week. He believed it was well worth while. This season has been a very active one. Usually this service is not commenced until the beginning of July, but owing to the exceedingly warm weather last year, cottagers were at their summer homes early in June, and he commenced his calls the middle of June. He does not continue them after the first week of September. It is a five hour trip, and entails considerable work, the cottagers

appreciate the service, and this firm makes it a point to cater to their needs in a way satisfactory to the customers, and with profitable return for themselves. They take orders on Tuesday, and delivery is made on Friday, or vice versa. Anything a customer wants, an effort is made to obtain it for her. They buy in fairly large quantities, as there is no grocery store in the immediate district.

There are many summer lines that this firm stocks, more particularly, in order to cater to this Summer colony trade. Cooked meats, canned salmon, olives and edibles easily and quickly prepared, Mr. Merrick states, sell well to the cottagers and he always carries a heavy stock, as it has otherwise to be very frequently replaced. The population at these resorts near Barrie, of course like all similar places, varies a great deal. However there are as many as fifty cottages that constitute some of the colonies, and the number of people coming and going, both to the hotel and the cottages is rather considerable. Consequently demand for groceries is always at a high level, and business for the most part, throughout July and

August, is well worth going out to get. Both from the supply truck from Barrie, and the supply boat operating from Allendale, the cottagers at these watering places in the vicinity of Barrie are well looked after, and the enterprise of the grocers is rewarded with substantial returns.

WHAT SHE WOULD DO

A man who was travelling in the mountains stopped at a cabin and asked for a drink of water. An old woman brought it out to him, and after drinking he had quite a talk with her, telling her great stories about some of the wonders he had seen in the outside world. Finally, when he stopped to take breath, the old woman took her pipe out of her mouth and said: "Stranger, if I knowed as much as you do, I'd go som'ere and start a little grocery."

AN APPRECIATION

St. Barthelemy, Que.,
July 6th, 1920.

Canadian Grocer,
Toronto.

Gentlemen,

I am a reader of your journal and I am pleased to note that you publish protests of merchants who express their opposition to the order of Board of Commerce, and I don't see how it will benefit anyone.

Yours truly,
F. J. SYLVESTRE.

CURRENT NEWS OF THE WEEK

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

QUEBEC NEWS

P. D. Poliquin has bought the grocery business of P. Crete, Montreal.

A. Vincent has purchased the grocery business at 31 Laurier Ave. West, from the estate of the late A. Lafleur.

W. H. Maclean, of the St. Lawrence Sugar Refineries, Montreal, has left the city for a few weeks to take his summer vacation.

ONTARIO NEWS

H. G. Ball, Toronto, has sold to W. V. Foster.

Nelson Werrin, Toronto, has sold to J. D. Lyons.

Chas. S. McCauley, Newmarket, has sold to H. Molyneaux.

James Louis, Toronto, has sold his business to T. H. Thomson.

A. Giachino is opening a grocery and butcher store in Cobalt, Ontario.

Israel Brubacher, retail grocer, Elmira, Ont., was in Toronto last week on a business trip. While there he called at the Toronto office of Canadian Grocer.

ACADIA SUGAR OFFICES IN MONTREAL

The Acadia Sugar Refining Co., Ltd., have moved the head office from Hollis St., Halifax, N.S., to 103 Notre Dame St., Montreal. They occupied their new premises July 15. The new office is being fitted up with board room, general offices, and several private offices.

DATES FOR WHOLESALE CONVENTION

The Canadian Wholesale Grocers' Association will hold their annual convention in Toronto on August 26 and 27. Extensive plans are in operation to make this an important event. A number of prominent United States business men, who can talk, have agreed to attend. Further particulars will be given later.

GROCERS SOLD EXTRACTS FINED \$200: NOW GET STAY

St. John, N.B.—It is learned that a stay of proceedings has been obtained by M. C. Teed, K.C., from Chief Justice McKeown, on behalf of eight prominent wholesale grocers recently fined \$200 in the police court under the Prohibition Act for selling lemon extract.

Meanwhile the defendants do not pay the fines, pending appeal of the cases.

The matter has also been laid before

the Provincial Government, in the hope of securing protection from further prosecutions.

COATICOOK, QUE., FIRM SELLS OUT

Woodman & McKee of Coaticook, Que., have disposed of their grocery business to W. E. C. Jones.

This firm was established over 25 years ago by A. A. Woodman and F. C. McKee. A few years after, Mr. McKee decided to take up dentistry, and took a college course, qualifying for that profession, and sold his interest in the firm to Mr. Woodman, who has successfully carried on the business under the original firm name up to this time. Mr. Woodman now proposes to take a well-earned holiday for the remainder of the summer and will then take up some other line of business for a time.

WINDSOR GROCERS PROTEST

Windsor.—W. C. Kennedy, M.P. for North Essex, was notified this morning by the secretary of the Retail Merchants' Association, that local grocers would refuse to comply with the order of the Dominion Board of Commerce requiring that a monthly report must be made by each grocer on all sales.

"Even the Board must realize that it is impossible for a grocer to keep account of each sale even for a day without considering the matter for a month," an official of the organization said today. "The grocers feel that they would rather close their stores than comply with the order."

HAVE OPENED THEIR FOURTH STORE

Pearson and Martin, proprietors of "P. & M." chain grocery stores in St. Thomas, Ont., have recently opened their fourth place of business in Arthur Avenue. Unlike the other three stores, the new business is being operated exclusively on the "cash and carry" plan. The departure has been made as a sort of experiment with the object in view of introducing a similar system in the other three stores if the plan proves popular. A list of "bargains" offered in the "cash and carry" store are featured in the daily advertising space along with a list of specials in the other three stores, the "cash and carry" prices usually being several cents lower.

Although the new store has only been opened about two weeks, Mr. Pearson, who has charge of the publicity department, reports that he is well pleased with the results so far, customers coming for many blocks to save a few cents by carrying their own groceries.

AN EPIDEMIC OF SUGAR STEALING

Sugar stealing has become almost an epidemic. The latest theft occurred from the warehouse of F. P. Wilson, wholesale grocer, at 489 Queen street west, Toronto, where ten bags of sugar, valued at about \$250, were removed. The thieves gained admittance by forcing the grating over a window, and apparently were undisturbed in their efforts of carrying the sugar away. The doors of the warehouse were found open in the morning.

100 bags of sugar of 100 pounds each were stolen from a grocer in Jerseyville. They drove up to the grocer's warehouse and carted the stuff off on two motor trucks. The stolen sugar is valued at about \$2,500.

SARNIA GROCERS FIGHT EARLY CLOSING BY-LAW

Sarnia—(Special). — For the seventh time Sarnia's much-discussed Early Closing By-law was again the feature in the police court to-day, when four local grocers appeared in response to summonses charging violation of the measure by allowing their shops to remain open after nine o'clock Saturday night.

George Armstrong, the first grocer arraigned, stated that he wanted to appeal the case. G. N. Kingston took the same stand as that taken by W. M. Rae, namely, that his principal business was other than groceries and provisions. M. Webster took the same stand as the previous defendant and asked for an enlargement to prepare a defence. Similar action was taken in the charge against Mrs. B. Lampel.

NIAGARA GRAPE GROWERS MAKE CONTRACTS

Consumption of Ontario Wine Increasing
—Grape Prices Likely to be Doubled

Niagara grape growers are making contracts for this year's crop at \$100 a ton, whereas before prohibition grapes were sold at \$20 by the growers. The explanation, of course, is that since prohibition there has been a tremendous increase in the consumption of Ontario wine, which is the strongest made in Canada. The old 25-cent basket of grapes had increased last year to 50 cents, and the supply on the market was short. This year the price seems likely to be doubled. The new condition is more profitable for the wine growers, but it is to be feared that less grapes will be available for eating purposes.

NEWS FROM WESTERN CANADA

WESTERN NEWS

Tully's grocery has opened in Regina.

Evans Bros. have opened a grocery store at Lintlaw.

Robert Heany has started a grocery business in Winnipeg.

C. T. Lawrence of Winnipeg, is selling his grocery business.

C. W. Fleming has set up in business as a grocer at Hanna, Alta.

Saskatchewan Grocery, Ltd., has been incorporated at Saskatoon.

D. O'Donnell has started a grocery business at Saskatoon, Sask.

S. E. Grammar has started a grocery store at North Vancouver, B.C.

Panis Cash Grocery of Brandon, Man., is succeeded by J. B. Haggeman.

F. L. Burns, grocer, Vancouver, is being succeeded by W. A. Callaghan.

Jas. Normand is starting a grocery business in West Vancouver, B.C.

Samolia & Enich have discontinued their grocery business at Regina.

Faures & Rollo have started in the grocery business at Matlock, Man.

Britan & Girard have purchased the Rae Cash Grocery Store at Regina.

L. C. Teeple, Lethbridge, Alta., is closing out the grocery department.

Mrs. A. J. Laviolette has discontinued the grocery business at Belford, B.C.

J. G. Stitt has purchased the grocery business of M. Marchetti of Winnipeg.

Gilbert & Duckitt have sold their grocery store at Calgary to J. E. Cullen.

J. A. Cameron has opened a grocery and confectionery store at Carman, Man.

Yankovitch Bros. have purchased the grocery store owned by A. Velona, Regina.

Mrs. E. E. Groutage is starting a grocery and confectionery store at Victoria, B.C.

A. L. Curtis has purchased the grocery business of F. Cariss at Brookdale, Man.

A. McDonald of Calgary, has purchased the grocery store formerly run by W. Dickson.

The grocery store of A. T. Hodgson of Winnipeg, is now being operated by F. Ballantyne.

Putnam & Sult have purchased the grocery business of S. D. Blackwell, N. Vancouver, B.C.

Hobson & Hobson, grocery store at

KNOWS JUST WHERE HE IS AT

Thanks very much for an article that appeared in one of your issues about four and a half years ago. It read somewhat as follows:

"If you are not a good collector of accounts the quicker you quit the credit business the better." We took this advice and are doing a cash business now for around four years and have always shown a good profit at stock-taking times. We do not have to work so hard for one thing, and then the knowing that when you close the doors for the evening your assets are above your liabilities, is the biggest load of all taken off any man's shoulders.

Thanking you again, I remain,
Yours truly,
H. T. SCOTT.

Hull, Que.

N. Vancouver, B.C., is being succeeded by Robt. Howden.

Schwam Trading House has purchased the grocery store of Marie L. Niederstadt, Regina, Sask.

Groceteria, Ltd., have purchased the grocery business of Law & McKay at Swift Current, Sask.

R. G. Graham has bought out the grocery business of Annie M. Thompson at St. James, Man.

Lipsett Bros., Regina, are moving to Indian Head, Sask., and adding groceries to their line of clothing.

R. A. Creighton of the Manitou Remedies, Ltd., Winnipeg, is away on an extended business trip to Fort William and Sault Ste. Marie, and after returning expects to make a business trip out West.

McTaggart Cowan, secretary, Leve-sons, Limited, Vancouver, B.C., is on a business trip to Eastern Canada. He was in Toronto this week and will visit Hamilton and Montreal before returning to the West.

The brokerage firm of Carr & MacColl, Vancouver, will in future be conducted under the name J. P. Carr. Mr. MacColl, formerly with this firm has accepted a position with The Bordon Co., Ltd. Mr. Carr has been appointed B.C. agent for the Canadian Malt Extract Co. of Montreal.

H. C. Ervin, Jr., and G. Ervin, representing the H. C. Ervin Co., merchants' millers, St. Cloud, Minn., paid a visit to Winnipeg last week, making final arrangements with H. P. Pennock & Co., Ltd., to represent them in Canada. H. C. Ervin Co. are millers of corn meal, corn flour, buckwheat flour and cereals.

Save the Empty Containers They're Worth Good Money

Empty Boxes, Bags and Barrels Are in Demand
and Bring Good Prices When in Good
Condition.

"DO you want to buy a load of kindling," stated a retail grocer to a customer, in the hearing of Canadian Grocer upon the occasion of a recent visit. The merchant then took the customer by the arm and steered him out through the warehouse to the back yard with Canadian Grocer tagging behind to see what he could see, expecting to find a new department in a retail grocery. "You can have that pile for \$3.00," stated the merchant to the customer, pointing to a huge pile of empty boxes. This pile probably contained 150 boxes, all with the lids off and many broken and battered beyond repair. Here was a merchant giving away \$15.00 worth of empty boxes for a trifling sum of \$3.00, a straight loss of \$12.00.

Many merchants are of the opinion that they do not pay anything for boxes, barrels and bags, in which is packed the various merchandise purchased; but in

reality he pays a great deal more than he can ever expect to get, and it behooves the merchant to take care of them and realize all that he can on their sale.

Wholesalers and other packers of merchandise in broken lots, pay eight to 15 cents each for wooden boxes. Barrels bring any price up to 50 cents each. Sugar bags with liners are worth 18 cents each, and without liners eight to 10 cents each. To get these prices it is necessary that the containers are in good condition.

It may be easier and perhaps quicker to smash open a box, to bang in a head of a barrel, or to slash a bag with a knife, but by smashing and slashing in this manner the value is decreased by several cents. The greater the care taken when opening packages the greater the returns, and while perhaps each package is of small value, the saving amounts to hundreds of dollars during the year.

A Depressed Market for Tea

Large Quantities of Indian and Ceylon Tea Forced on the Market—Cheap Teas Difficult to Sell.

From "Grocer," London, England.

SINCE public sales were resumed after the Whitsun holidays the quotations for tea have slumped for common and lower medium grades. The decline is partly attributable to the exceptionally large quantities of Indian and Ceylon tea which are at present being forced on the market. The total stock in the United Kingdom is abnormally heavy for the time of year. On May 31 it amounted to 221,471,000 lbs., against 151,589,000 lbs. at the corresponding date last year, and 87,568,000 lbs. in 1913. While there is a fairly steady market for the finer liquoring teas, there is far more than enough to go round of inferior sorts, which are most difficult to sell, even at much reduced prices. A lot of stale and inferior tea

is being pressed for sale. This tea has been held up in the countries of production. Financial conditions are onerous, and most distributors are caught with stock that places them on the wrong side of their commitments. It has to be taken into account that from the time that tea was de-controlled home consumption went up by leaps and bounds, and price seemed to be no object to the consumer. The position now, however, is vastly different, the deliveries for home use during April and May being materially below those in the corresponding period of last year. The market must continue to display irregularity until the present excessive stock is brought down to something like normal dimensions.

such matters. By all means the few men kept busy are to be referred to any surplus, especially in a country store where ranching trade does not mind waiting their turn for service. Credit is another question. I shall touch on it another time.

HAS THE RIGHT TO FIX THE RE-SALE PRICE

(Continued from page 27)

dividuals who sought not the public interest but their own gain. Several other manufacturers had established selling policies in consonance with known or expressed wishes of the wholesale grocers. In the case of those manufacturers, as in the case of Macdonald & Company, there was no proof of detriment to the public, but there was stout insistence, instead, that what had been done was, in the last analysis, in the interest of the public, especially the consuming public.

"The Board, as it has already said, had intended to carry its investigations into the effect of resale price fixing arrangements much further than it has been able to bring them, and it might well be that as the result of a fuller investigation the view of the Board might have been different from what it is as the result of the testimony put before it at Hamilton and Toronto, but that testimony was practically all one way and to the effect that a resale price fixing arrangement, when the resale or common price fixed is a fair one—one which does not yield an unfair profit—enables a larger sale and a steadier distribution, thus reducing overhead costs and permitting sales to be made upon a much closer margin of profit. Witness after witness deposed to these conditions and from actual experience. Now, then, in the face of this sort of evidence, can this Board be expected to pronounce not merely the opinion of these business men but their recitals of actual experience, to be wrong? Whether or not the resale prices fixed were fair or unfair was not proved before the Board, and Counsel for the Attorney-General repudiated responsibility to prove such matter as part of his case. In the opinion of the Board, in the absence of such proof, his case completely failed. Unfortunately the Board has not been able to carry the matter further so as to enable it of itself to find out whether the prices fixed were fair. In the judgment of the Board this is the essential enquiry which it, because of circumstances already adverted to, regretfully, but necessarily, abandons.

In the result the proceedings, as to all parties complained against, failed.

TOMATO CATSUP TAXABLE

A number of enquiries have come to Canadian Grocer as to whether Tomato Catsup is or is not taxable (1% sales tax) under the new budget. A. C. Pyke, secretary of the Wholesale Grocers of Ontario, has taken the matter up with Ottawa, and the ruling is that it is subject to the tax of 1% on sales.

STOCKS, SALES, TURNOVER HELP

(Continued from page 32)

the turn. While there is a slight increase over May, 1919, with that exception the report is the best on record, there being a decline of practically 68 per cent. from the high point of 1707 insolvencies in May, 1915.

"A careful study of the Dun tables during recent years shows that inflation is scraping along the top."

Experience shows that depression comes suddenly, when men are least prepared for it. The wise merchant will prepare beforehand, will seek his cyclone cellar before the storm strikes. My urgent suggestion to all is to seek the shelter of light stocks now, before values shrink—not wait until depression is upon us and then be sorry. Better safe than sorry," is solid philosophy right now.

Are Savings Through Pooling Real?

The question whether it pays to buy heavily in pooled cars to save excess local freight charges can be answered only by having full information. I should have to know exactly what percentage is saved and how long stocks so purchased remain on hand in excess of the average. That is a matter which each merchant can easily determine for himself, provided he will get the facts together, analyze them and face the results squarely. A short time since I gave certain tabulations of figures based on an imaginary set of purchases which demonstrated quite clearly that purchases made to forestall a rising market do not pay.

Recently I saw 15 cases of macaroni on the floor of a store and the grocer said: "According to your method of computation, you would not say that

was good business?" I told him that if he could sell that much in 30 days, it was o.k., but if it would last him six months, decidedly I did not think it paid. For supposing his sales amounted to 15 cases in six months with a list price of \$1 the case and that a purchase of 15 cases gave him 15 per cent. off. On the quality he would pay \$12.75 for the lot and selling it, say, for \$1.25 the case, he would make a gross of \$6, or just over 47 per cent. on his capital employed in six months. If he bought a single case at once and paid the full list of \$1 for it, selling it at \$1.25 his earnings in six months would be \$3.75, or 375 per cent. on his capital gross.

This takes no account of the fact that, having the cash on hand with which to discount his bills, thereby being a prime customer for any jobber, he could buy in single cases almost, if not, quite as cheaply as the slower-paying quantity buyer; that his handling charge would be reduced to the minimum by reason of the single case being put right onto his shelf and sold without rehandling; that his surplus capital could be kept active in other lines or lying available in the bank, drawing interest; that his deterioration and depreciation charges would be nil; and a thousand other considerations. Fact is, every element favors the short buyer who turns his stocks rapidly and militates against the man who buys quantities even when such purchases look most alluring.

Always Best to Face the Facts

It does not help much to "think" or "guess" about these things. The right idea is to settle down with pad and pencil, figure things out and see just where they point—then go that way! The same applies to the store that is too big. Sentiment is a poor guide in

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets continue to rule with a firm undertone. Although both retailers and wholesalers are not booking orders for future delivery as freely as in the past, business generally is very promising.

MONTREAL—There has not been much change on the local market this week. The feature of the market is the advance in the price of butter amounting to 1c per lb. This is due to the big demand on the American market. Local produce is coming to the market and lower prices may be expected. Fresh fish is dearer owing to a poor season. Cabbages are lower in price and the prospects are for lower prices on potatoes as soon as the local crops are ready. Domestic fruit is beginning to be offered and cherries are cheaper than they have been for sometime. Early apples from the U.S. are arriving. The sugar market is very strong, due possibly to the result of the raising of the embargo on exportation of sugar. Dried fruits are much stronger than they have been and higher prices are looked for. The new nut crops from France, Italy, Spain and Greece will be dearer. Canned goods are very strong in price and the expectation is for high prices on the new stock of canned fruits.

TORONTO—All markets continue with a firm undertone with advances registered on Canadian sardines, dustbane, prepared mustard, dustless mops, candles, parchment paper, wax paper, manilla paper and bags also olives both plain and stuffed. Supplies of granulated sugar are arriving freely but wholesalers report a limited demand. Manufacturers of corn syrups state that in view of the high price of corn and cans an increase in prices is not unlikely. Rolled oats have advanced 50 cents per bag. The spice market is quiet. Black peppers continue with an easy tone. Chillies and red peppers are fairly scarce and quotations are firm. Low grade Ceylon and Indian teas are cheap but the higher grades are scarce and the tendency is for higher prices. The Eastern rice market has developed an easier

tone but Southern rices continue firm. Evaporated apples are lower. Spot stocks of shelled walnuts are still large and are offered to the trade at prices below current primary market quotations: higher prices are looked for when stocks are cleaned up. Fresh fruits and vegetables are arriving freely at lower prices.

Fresh meats are unchanged. A scarcity is noted for smoked bacon and hams and quotations are higher. Butter and eggs are ruling firm under advanced prices. The cheese market is steady. Shortening has developed a weak tone. Poultry business is quiet with quotations lower on spring chickens.

WINNIPEG—There has been practically no change in the grocery market this week. Business is improving and latest crop reports are very satisfactory. The demand for sugar has been good and jobbers have been able to meet the demand. The New York raw market remains firm and from present indications we are led to believe that fine sugar on the Canadian Market will see higher prices before the middle of August. Corn Syrup and molasses are ruling very firm. The opening price on evaporated apples is expected to be lower due to the large apple crop in Nova Scotia and Ontario. New apricot prices have been named by the California Packers and are about four cents a pound higher than last year's opening prices. Raisins, prunes and peach prices are expected to be named by the Associations about the first of August. Recent reports show that new prices have been named on the new packed lobsters and they are now being quoted at \$3.35 per dozen for quarters and \$6.00 per dozen for halves. The B.C. Fruit Packers have announced their opening price on canned strawberries at thirty cents per dozen over the Eastern prices. Tea market is very firm with high prices and a noted scarcity of fine tea. Coffee market is quiet. Rice, tapioca and sago market is reported somewhat easier. The shelled nut market remains unsettled. Brazil nuts are very high compared with other varieties. Good supplies of fruit are arriving and new local vegetables are to be found on the market.

QUEBEC MARKETS

MONTREAL, July 16.—The grocery market is very firm this week in all lines. The prospects are for higher prices on dried fruits and nuts. The sugar market is very strong as a result of larger markets open for Canadian refiners. Molasses, corn starch, and canned goods are very firm at prices quoted. Teas, coffee, and cocoa are firm at prevailing prices and little or no change is recorded on the price of spices. With the offering of local vegetables and fruit on the market prices are a little lower and the prospects for a good season are expressed everywhere. The cereal market is very firm but no change is noted.

Sugar Stronger Than Ever

Montreal.

SUGAR.—The raising of restrictions on exportation of sugar last week will, no doubt, effect the price or, at least, the inclination of the price of sugar on the Canadian market. Open market for sale of sugar which demands a higher price than is being paid in Canada, and in consequence the price in Canada will be at least very firm. Canadian Grocer, in an interview with a refinery, learns that a big factor in holding the price firm at present quotations is the present shortage. At the present time there is only enough granulated sugar to supply the Canadian markets, and as a result manufacturers are not seeking any new markets for the refined sugar.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	21 00
Acadia Sugar Refinery, extra granulated.	21 00
Canada Sugar Refinery	21 00
Dominion Sugar Co., Ltd., crystal granu.	21 00
St. Lawrence Sugar Refineries	21 00
Icing, barrels	21 40
Do., 25-lb. boxes	21 60
Do., 50-lb. boxes	21 40
Do., 50 1-lb. boxes	22 70
Yellow, No. 1	20 60
Do., No. 2 (Golden)	20 60
Do., No. 3	20 40
Do., No. 4	20 20
Powdered, barrels	21 10
Do., 50s	21 80
Do., 25s	21 80
Cubes and Dice (asst. ten), 100-lb. boxes	21 60
Do., 50-lb. boxes	21 70
Do., 25-lb. boxes	21 90
Do., 2-lb. package	23 00
Paris lumps, barrels	21 60
Do., 100 lbs.	21 80
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	22 00
Do., cartons, 2 lbs.	23 00
Do., cartons, 5 lbs.	23 50
Crystal diamonds, barrels	21 70
Do., 100-lb. boxes	21 70
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	23 00
Do., cases, 20 cartons	22 75

Molasses Market Strong

Montreal.

MOLASSES.—There is no change in the price of molasses this week, but the market continues exceedingly strong at quotations given.

3-gal. 33½-lb. pails, each	4 45
5-gal. 65-lb. pails, each	7 15
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 30
5-lb. tins, 1 doz. in case, case	8 35
10-lb. tins, ½ doz. in case, case	8 05
Cane Sprup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85
Prices for	
Island of Montreal	
Barbacoos Molasses—	
Punchoons	1 75
Barrels	1 75
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00

3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, ½ doz. in case, case	6 65

Prepared Cereals in Demand

Montreal.

PACKAGE GOODS.—There is no change of note this week in the price of package goods. Quotations all being very strong as given with a big demand for prepared cereals.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3-doz. case	3 50 3 65 3 50
Corn Flakes, 36s	4 25
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42½
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 50
Pancake Flour, case	3 00
Do., self-raising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.)	3 30
Do. (6-lb. pack.), doz.	6 40
Corn Starch (prepared)	0 14
Potato flour	0 16
Starch (laundry)	0 12½
Flour, Tapioca	0 15 0 16
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25

Rolled Oats Expected Firm

Montreal.

CEREALS.—There is no change this week in the price of cereals. Expectations are that prices for rolled oats will be very firm for fall.

CEREALS—

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

Dried Fruit to Be Dearer

Montreal.

DRIED FRUIT.—There has been a sharp advance this week in the price of currants on the primary market. Canadian Grocer is given to understand that currants are being sold here at a price

below the import cost. Dates and raisins are scarce at the present time, and prices are very firm. The market is very brisk on account of preparing for the fall and winter trade.

Apricots, fancy	0 38
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 19
Peaches (fancy)	0 28
Do., choice, lb.	0 28
Pears, choice	0 30
Drained Peels—	
Choice	0 26
Ex. fancy	0 30
Lemon	0 45
Orange	0 46
Citron	0 68
Choice, bulk, 25-lb. boxes, lb.	0 22
Peels (cut mixed), doz.	3 25
Raisins (seeded)—	
Muscatais, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 24
Do., 4 Crown	0 19½
Turkish Sultana, 5 crown	0 27
Fancy seeded (bulk)	0 25
Do., 16 oz.	0 24
Cal. seedless, cartons, 12 ounces	0 21
Do., 16 ounces	0 26
Currants, loose	0 20
Do., Greek (16 oz.)	0 24
Dates, Excelsior (36-10s), pkg.	0 15½
Fard, 12-lb. boxes	3 25
Packages only	0 19
Dromedary (36-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2¼s, lb.	0 45
Do., 2¼s, lb.	0 48
Do., 2¼s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 12
Do., Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 10-lb. box	2 75
Do., mats	3 00
Do., 22-lb. box	1 90
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s	0 20
80-90s	0 19
90-100s	0 17½
100-120s	0 17

Higher Prices on Nuts

Montreal.

NUTS.—The market for nuts in the shell is very strong at the present time. There is a big demand for the fall and winter use. Shelled walnuts are continuing at their low quotations, but the new crop is being marketed at a high figure.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	0 75	
Brazil nuts (new)	0 28	
Chestnuts (Canadian)	0 27	
Filberts (Sieffly), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 35	
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	0 19	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	0 14	
Peanuts (salted)—		
Fancy, wholes, per lb.	0 45	
Fancy splits, per lb.	0 40	
Pecans, new Jumbo, per lb.	0 32	0 36
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	0 28	
Do., shelled	0 50	
Do., Bordeaux	0 63	
Do., Chilean, bags, per lb.	0 33	
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Canned Goods Strong

Montreal.

CANNED GOODS.—Market for canned goods continues strong and unchanged this week. Nearing the end of the season and the coming of new crops there is rather a shortage in some lines. The expectation is that the new stock will be very high on account of the prices for raw material.

CANNED VEGETABLES

Asparagus (Amer.) mammoth		
green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax	2 00	
Beans, Refugee	2 00	
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	1 50	
Succotash, 2 lb., doz.	1 80	
Do., Can. (2s)	1 80	
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	1 60	
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	4 00	
Peas, standards	1 95	
Do., Early June	1 92½	2 05
Do., extra fine, 2s	3 00	
Do., Sweet Wrinkle	2 00	
Do., fancy, 20 oz.	1 57½	
Do., 2-lb. tins	2 75	
Peas, Imported—		
Fine, case of 100, case	27 50	
Ex. Fine	30 00	
No. 1	23 00	

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	2 20	
Do., 3s, doz.	1 80	1 95
Do., new pack	6 75	
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. tins, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	16 00	
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	20 00	
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	4 75	4 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	9 50	
Do., gal., table	10 00	
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	1 90	
Do., 2½s	5 25	
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	

Higher Grade Teas Strong

Montreal.

TEA.—Japan teas continue at their high price. Indian and Ceylon teas are slightly weaker as the European market is flooded with poorer grades of tea. The better grades of tea are strong and in good demand. No definite change in the price is expected.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65

Do., seconds	0 50	0 55
Hyoan thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 85	
Early picking	0 90	
Finest grades	1 00	
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Coffee and Cocoa Strong

Montreal.

COFFEE AND COCOA.—Both the coffee and cocoa markets continue strong. There is no change in the price and predictions are that prices will continue for some time as quoted. There is little hope that the market will be any easier in the fall despite the small change in price on the primary market.

COFFEE—

Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49

COCOA—

In 1-lb., per doz.	6 25
In ½-lb., per doz.	3 25
In ¼-lb., per doz.	1 70
In small size, per doz.	1 25

Rice Market Unchanged

Montreal.

RICE.—Rice continues firm at present prices. The market is rather quiet at the present time and the supplies are not over-abundant.

RICE—

Carolina, ex. fancy	19 00	21 00
Do. (fancy)	18 00	
Rangoon "B"	14 00	
Rangoon "OC"	13 75	
Broken rice, fine	10 00	
Bell Rice, fine	16 00	
Bell broken rice	10 00	
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	0 20	
Siam	0 14½	

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

Spices Hold Firm

Montreal.

SPICES.—Prices hold firm this week at quotations given.

Allspice	0 22	
Cassia (pure)	0 33	0 35
Cocoanut, pail, 20 lbs., unsweetened, lb.	0 46	
Do., sweetened, lb.	0 36	
Chicory (Canadian), lb.	0 30	
Cinnamon—		
Rolls	0 35	0 35
Pure, ground	0 35	0 40
Cloves	0 35	0 40
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	0 40	
Ginger (Cochin)	0 35	
Mace, pure, 1-lb. tins	0 95	
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	1 15	
Nutmegs, whole—		
Do., 64, lb.	0 45	
Do., 80, lb.	0 43	
Do., 100, lb.	0 40	
Do., ground, 1-lb. tins	0 65	
Pepper, black	0 39	
Do., white	0 50	
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 40	
Do., package, 4 oz., doz.	0 75	

Paprika	0 70	
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	2 00	
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 15	0 18

Early Apples on the Market

Montreal.

FRUIT.—Early apples from the U.S.A. are offered on the market this week at \$5.50 per hamper. Cherries are on the market and have declined slightly in price during the week. Blueberries are offered at two dollars a small crate. Otherwise there is no change in the market. The prospects are for a very good crop of fruit this year.

Apples—

Apples, early, basket	5 50
Bananas (as to grade), bunch	6 00
Grapefruit, Jamaican, 64, 80, 96	5 00
Do., Florida, 54, 64, 80, 96	6 00
Lemons, Messina	3 00
Oranges, Cal., Valencia	9 50
Do., 100s and 150s	8 50
Do., 176s and 200s	10 00
Cal. Navel—	
80s, 100s	7 50
126s	7 00
150s	7 50
176s, 250s	8 50
Florida, case	6 00
Cocoanuts	9 75
Pineapples, crate	8 50
Cocoanuts	9 75
Pineapples, crate	8 50
Watermelons, each	1 25
Peaches, crate	6 00
Plums, crate	4 00
Cantaloupes, crate	3 50
Blueberries, box	2 00

Good Vegetable Crop

Montreal.

VEGETABLES.—Local vegetables are appearing on the market. The prices are, accordingly, a little lower, but the expectation for a very good crop this year is expressed. Beans are being offered at three dollars a bag of twenty pounds. Cucumbers are a little dearer than they have been. Cabbages and parsley are cheaper. New potatoes, No. 2 grade, are fifty cents lower.

Beans, wax (20-lb. bags)	3 00
Do., new string (imp.) hamper	2 00
Cucumbers, Montreal, doz.	1 50
Cabbage, Montreal, doz.	2 00
Chicory, doz.	0 50
Cabbage, crate	6 00
Carrots, bag	3 50
Garlic, lb.	0 50
Horseradish, lb.	0 60
Lettuce (Montreal), head, per doz.	0 75
Leeks, doz.	4 00
Mint	0 67
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	8 00
Do., Texas, crate	3 00
Parsley (Canadian)	0 50
Peppers, green, doz.	0 50
Parsnips, bag	1 75
Potatoes, Montreal (90-lb. bag)	5 00
Do., New Brunswick	5 50
Do., sweet, hamper	3 75
Canadian Radishes, doz.	0 40
Spinach, box	0 75
Turnips, Quebec, bag	2 50
Do., Montreal	2 00
American parsley, doz.	1 50
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	1 00
Tomatoes (Florida), crate	10 00
Wash. Celery	2 50
New potatoes, No. 1, per barrel	15 00
Do., No. 2, per barrel	8 50
Mississippi Flat Tomatoes	2 75

ONTARIO MARKETS

TORONTO, July 16.—All grocery markets continue with a firm tone and advances registered on wax and parchment paper, olives, dustbane, dustless mops and swabs, candles, Canadian sardines, prepared mustard, manila paper and bags. Sugar is arriving freely but wholesalers report a quiet demand. Corn syrups are strong with a tendency upwards in view of the higher cost of corn and cans. Rolled oats are quoted 50 cents per bag higher. Black peppers continue easy. Chillies and red peppers are scarce and quotations are firm. The primary market for high grade teas is strong with indications for higher prices. Low grade teas are cheap. Coffee is ruling steady under a quiet demand. The rice market has developed an easy tone. Evaporated apples are lower. Shelled walnuts are selling at low figures. Oranges are firm. Canadian fruits and vegetables are arriving freely and prices are lower.

Sugar Market Steady

Toronto.

SUGAR. — Supplies of granulated sugar are arriving freely, but wholesalers report a limited demand. Quotations are unchanged. The raw sugar market this past week has been fairly steady with quotations around 18½ cents New York.

St. Lawrence, extra granulated, cwt....	21 21
Atlantic, extra granulated	21 21
Acadia Sugar Refinery, extra granulated	21 21
Dom. Sugar Refinery, extra granulated..	21 21
Canada Sugar Refinery, granulated.....	21 21
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 60/2s, 76c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 60/2s, 70c. Yellows same as above.	

Corn Syrups Are Strong

Toronto.

SYRUPS.—Corn syrups are ruling firm under an active demand. Manufacturers state that in view of the high price of corn and tin cans that an increase in the price of corn syrups is not unlikely. The molasses market is steady.

Corn Syrups—	
Barrels about 700 lbs., yellow	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	7 80
Cases, 5-lb. tins, white, 1 doz. in case	8 35
Cases, 10-lb. tins, white, ½ doz. in case	8 95
Cases, 2-lb. tins, yellow, 2 doz. in case	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	7 45
Cane Syrups—	
Barrels and half barrels, lb.	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels, gal.	1 55
Choice Barbadoes, barrels	0 54
West India, bbls., gal.	0 54
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 76
Tins, 3-lb. table grade, case 2 doz., Barbadoes	16 75
Tins, 5-lb., 1 doz. to case, Barbadoes	3 95
Tins, 10-lb., ½ doz. to case, Barbadoes	3 80
Tins, No. 2, baking grade, case	

2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1½ doz.	4 25
West Indies, 1¼s, 48s	4 60 6 95

Rolled Oats Quoted Higher

Toronto.

CEREALS.—The cereal market continues to rule firm under a very quiet demand. Rolled oats have advanced to \$6.50 per bag. Quotations on other cereals are unchanged.

	Single Bag Lots
	F.o.b. Toronto
Barley, pearl, 98s	9 00
Barley, pot, 98s	7 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	7 25
Oat Flour	
Corn Flour, 98s	6 75
Rye Flour, 98s	6 25
Rolled Oats, 90s	6 50
Rolled Wheat, 100-lb. bbl.	8 80
Cracked wheat, bag	6 75
Breakfast food, No. 1	9 00
Do., No. 2	9 00
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08½
Blue peas, lb.	0 10
Marrowfat green peas	0 11½
Graham Flour, 98s	7 65
Farina, 98s	6 20

Package Cereals Unchanged

Toronto.

PACKAGE GOODS. — There is no change in this market; Starches and package cereals are strong with a tendency toward higher prices due to the higher cost of grains.

PACKAGE GOODS	
Rolled Oats, 20s, round, case....	6 50
Do., 20s, square, case	6 50
Do., 36s, case	4 85
Do., 18s, case	2 42½
Corn Flakes, 36s, case	4 15 4 25
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 80
Cooker Package Peas, 36s, case..	4 35
Cornstarch, No. 1, lb. cartons....	0 14
Do., No. 2, lb. cartons	0 12½
Laundry starch	0 12½
Do., in 1-lb. cartons	0 12½
Do., in 6-lb. tin canisters	0 16½
Do., in 6-lb. wood boxes	0 15½
Celluloid Starch, case	5 50
Potato Flour, in 1-lb. pags.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	4 25
Farina, 24s	3 50
Barley, 24s	3 50
Wheat flakes, 24s	6 50
Wheat kernels, 24s	5 40
Self-rising pancake flour, 24s....	4 10

Buckwheat flour, 24s	4 10
Two-minute Oat Food, 24s.....	3 75
Puffed Wheat, case	4 60
Puffed Rice, case	5 70
Health Bran, case	2 60
F.S. Hominy, gran., case.....	4 25
Do., pearl, case	4 25
Scotch Pearl Barley, case.....	3 50
Self-rising Pancake Flour, 30 to case	3 60
Do., Buckwheat Flour, 30 to case	3 60

Parchment Paper Higher

Toronto.

PAPER. — Printed parchment paper has advanced to \$1.50 per ream. Waxed paper has advanced to 35 cents per ream. Manila paper rolls is now 13½ cents per pound. Paper bags have advanced 50 per cent. on the list price.

Spice Market is Quiet

Toronto.

SPICES.—The market for spices is quiet. Black peppers continue easy. Chillies and red peppers are fairly scarce and quotations are firm. A scarcity is noted for cream of tartar and quotations are 85 to 90 cents per pound.

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

Olives Have Advanced

Toronto.

OLIVES. — Gorman, Eckert & Co. olives have advanced to following prices: No. 6, Queen, \$2.40 per dozen. No. 8, Queen, \$3.00 per dozen. No. 5, stuffed, \$2.40 per dozen. No. 6, stuffed, \$3.25 per dozen. No. 10, stuffed, \$5.25 per dozen. No. 10, Queen, \$3.50 per dozen.

High Grade Teas Are Firm

Toronto.

TEAS.—This market is unchanged. Low grade teas are cheap, but the higher grades continue scarce. The primary market for the better quality teas is quite firm with the tendency upwards. Early pickings, Japans, are selling at high figures, but seconds are not expected to advance much beyond last year's prices, which will probably be around 60 cents per pound.

Ceylons and Indians—	
Pekoe, Souchongs	0 45 0 54
Pekoes	0 52 0 60
Broken Pekoes	0 56 0 64
Broken Orange Pekoes	0 58 0 66
Javas—	
Broken Orange Pekoes	0 58 0 65
Broken Pekoes	0 50

Japans and Chinas—

Early pickings, Japans	0 90	1 00
Do., seconds	0 51	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffees Rule Steady

Toronto.
COFFEE.—The coffee market is ruling steady under a quiet demand. Quotations are unchanged.

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

Sardines Advance

Toronto.
CANNED GOODS. — Canned goods are in active demand. Brunswick sardines have advanced to \$7.00 per case. Tuna fish, case of 48 7-ounce cans, are quoted at \$3.75 per dozen. Simcoe pork and beans, No. 2 tins, are \$2.10 per dozen.

Salmon—

Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 75
Alaska reds, 1s, doz.	4 25
Do., 1/2s	2 50
Lobsters, 1/2-lb., doz.	6 50
Do., 1/4-lb. tins	3 90
Whale Steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. talls, doz.	1 75

Canned Vegetables—

Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	.....	2 40
Do., Sweet Wrinkle, doz.	2 60	2 70
Beets, 2s, doz.	1 45	1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	.....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.	.....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2 1/2s, doz.	.....	1 85
Spinach, 2s, doz.	.....	2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.	.....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard, 10s, doz.	.....	5 00
Apples, gal., doz.	.....	6 25
Peaches, 2s, doz.	.....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 36	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	.....	5 25
Blueberries, 2s	2 35	2 45

Jams—

Apricots, 4s, each	1 08
Black Currants, 16 oz., doz.	5 00
Do., 4s, each	1 30
Gooseberry, 4s, each	1 08
Do., 16 oz., doz.	4 25
Peach, 4s, each	1 02
Do., 16 oz., doz.	4 15
Red Currants, 16 oz., doz.	4 30
Raspberries, 16 oz., doz.	5 05
Do., 4s, each	1 35
Strawberries, 16 oz., doz.	5 25
Do., 4s, each	1 35

Rice Market Easier

Toronto.
RICE.—The Eastern rice market is easier, but the high grade southern rices continue scarce. Spot stocks are low and a quiet demand is noted.

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

Some Lines Advance

Toronto.
MISCELLANEOUS.—Reindeer coffee, small size, has advanced to \$8.00 per case. McLaren's prepared mustard, small size, has advanced to \$1.25 per dozen, and medium size, \$1.65 per dozen. Liquid veneer mops have advanced to \$16.00 per dozen, and extra swabs, to \$10.50 per dozen. Morton's water glass is up to \$2.10 per dozen. Dustbane has advanced to following prices: Case of 36 cans, \$3.15 per dozen; bulk kegs of 37 1/2 lbs., \$2.25; kegs of 75 lbs., \$4.00. Half barrels, \$7.60; barrels, \$10.25. So-clean has advanced to \$3.15 per dozen.

Evaporated Apples Lower

Toronto.
DRIED FRUITS. — All dried fruits are in active demand. Evaporated apples are lower, now quoted at 21 cents per pound. Figs continue to be unsettled and can be bought at prices below the opening quotations. Taps are quoted at 10 cents per pound. Two-pound boxes of pulled figs are quoted at 45 cents per box. Raisins are firm. Prunes are moving freely.

Evaporated apples	0 21
Apricots, cartons, 11 oz., 48s.	4 55
Candied Peels, American—	.....
Lemon	0 44
Orange	0 44
Currants—	.....
Greek Filiatras, cases	0 16 1/2
Do., Amalias	.....
Do., Patras	0 22
Do., Vostizza	0 23 1/2
Australians, 3 Crown, lb.	0 18
Dates—	.....
Excelsior, pkgs., 3 doz. in case	5 70
Dromedary, 9 doz. in case	7 25
Fard, per box, 12 to 13 lbs.	3 50
New Hallowee dates, per lb.	\$ 18
Figs—	.....
Taps-Comarde, lb.	0 10
Layer, lb.	0 25
Prunes—	.....
30-40s, 25s	0 31
40-50s, 25s	0 25
50-60c, 25s	0 23 1/2
60-70s, 25s	0 21 1/2
70-80s, 25s	0 18 1/2
80-90s, 25s	0 16 1/2
90-100s, 25s	0 15 1/2
Sunset prunes in 5-lb. cartons, each	1 15
Peaches—	.....
Standard, 25-lb. box, peeled	0 26 1/2
Choice, 25-lb. box, peeled	0 27
Fancy, 25-lb. boxes	0 29
Raisins—	.....
California bleached, lb.	0 27 1/2
Seedless, 15-oz. packets	0 29
Seeded, 15-oz. packets	0 29
Crown Muscatels, No. 1, 25s.	0 26
Turkish Sultanas	0 26
Thompsons, Seedless	0 27 1/2
Valencias	0 24 1/2

Shelled Nuts Easy

Toronto.
NUTS.—Spot stocks of shelled walnuts are still large and are being offered to the trade at prices below current primary market quotations. When local stocks are cleared up, higher prices will prevail.

Almonds, Tarragonas, lb.	0 31
Butternuts, Canadian, lb.	0 08
Walnuts, Cal., bags, 100 lbs.	0 40
Walnuts, Bordeaux, lb.	0 29
Walnuts, Grenobles, lb.	0 34
Do., Marbot	0 30
Fiberts, lb.	0 25
Pecans, lb.	0 30
Cocoanuts, Jamaica, sack	10 00
Cocoanut, unsweetened, lb.	0 38
Do., sweetened, lb.	0 42
Do., shred	0 30
Peanuts, Spanish, lb.	0 26 1/2
Brazil nuts, large, lb.	0 32
Mixed nuts, bags 50 lbs.	0 32

Shelled—

Almonds, lb.	0 62	0 65
Fiberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	.....	0 60
Do., Manchurian	.....	0 60
Peanuts, Spanish, lb.	.....	0 25
Do., Chinese, 30-32 to oz.	.....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	.....	1 10

Vegetable Prices Lower

Toronto.
VEGETABLES. — Local grown cabbage, beets, carrots and wax beans are all cheaper this week. A few old potatoes are still on the market at \$6.00 per bag. New potatoes are quoted at \$14.50 per barrel for No. 1, but prices are expected to be lower next week. Leamington tomatoes are arriving and are quoted at \$2.75 to \$3.50 per basket. Hot house tomatoes are lower, now quoted at 30 cents per pound.

Potatoes, old, bag	6 00
Mushrooms, 4-lb. basket	4 00
Lettuce, Can., head, 2 doz. to box	3 00
Do., leaf, doz.	0 30
Cabbage, Can., large crate	5 00
Green Onions, doz/ bunches	0 25
Rhubarb, outdoor, doz.	0 30
Parsley, domestic, per 11-qt. bask.	1 60
Cucumbers, Carolina, hamper	.....
Do., per 11-qt. basket	3 00
New Carrots, per doz.	0 60
Asparagus, per basket	2 50
New Beets, doz. bunches	0 40
Wax Beans, home grown, bskt.	1 25
Radish, doz. bunches	0 25
Onions, Texas, crate	2 25
New Potatoes, Carolina—	.....
No. 1, per barrel	14 50
No. 2, per barrel	8 50
Tomatoes, 4-bkt. crate	2 75
Do., hothouse, per lb.	0 30
Do., Leamington, bkt.	2 75
Green Peas, basket	0 90

Oranges Are Firm

Toronto.
FRUIT.—Oranges are firm at \$7.50 to \$8.50 per case. California deciduous fruits are arriving freely. Georgia peaches are down 50 cents per crate. There is a large crop of Canadian cherries and prices are expected to be lower. Gooseberries are on the market, also red currants.

Oranges, Valencias—

126s	7 50
150s	8 00
176s, 200s, 216s, 250s	8 50
Bananas, Port Limons	0 10 1/2
Lemons, Cal., 300s, 360s	6 50
Do., Messinas, 300s	6 00
Do., Verdillias	6 00
Grapefruit, Florida—	.....
54s	.....
Grapefruit, California Seedless —	.....
48s	3 50
64s, 70s, 80s, 96s, 126s	4 00
Boxed apples, all sizes	4 50
Strawberries, quarts	0 25
Watermelons, 26-lb. aver., each	1 25
Cal. Canteloupes, case, 45s	7 50
Georgia Peaches, 6-bskt. crates	5 00
Apricots, Cal., box	3 50
Plums, Cal., box	3 75
Canadian Cherries—	.....
Sour, 11s	1 25
Do., 6s	0 75
Large black, 6s	0 85
Do., 11s	1 50
Gooseberries, 6s	0 75
Do., 11s	1 50

Flour Market Steady

Toronto.
FLOUR.—Millers are now busy on export orders and will probably remain so for the next few weeks. The market is steady and quotations unchanged.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags 18 70

Manitoba, spring wheat flour, in jute bags, per barrel 15 15

WINNIPEG MARKETS

WINNIPEG, July 16.—Sugar is now arriving in ample supply. Corn syrups are steady and sugar syrups are arriving more freely. Cereals and starches are unchanged. Prices on new crop apricots have been named and show an increase of four cents per pound above last year's opening price. Several shipments of new pack lobster have arrived. British Columbia packers have named opening prices on canned strawberries which are 30 cents per dozen higher than the eastern pack. The tea market is firmer. Rice, tapioca and sago are easier. Fruits and vegetables are arriving freely.

Sugar Supplies Plentiful

Winnipeg.

SUGAR.—The demand for sugar has been good, and to date the jobbers have been able to take care of all orders received. The refineries have secured export permits, which in the past and possibly in the future means reduced supplies for Canada.

New York raw market remains firm, and from present indications Canadian prices on refined sugar will be higher before the middle of August.

Redpath, granulated, 100-lb. bag.	22 05
St. Lawrence granulated, 100-lb. bag	22 05
Atlantic, granulated, 100-lb. bag.	22 05
Dominion, granulated, 100-lb. bag	22 05
Acadia, granulated, 100-lb. bag..	22 15
Yellow Sugar, No. 2, 100-lb. bags	21 65
Powdered Sugar, 50-lb. boxes, per cwt.	22 60
Iceing Sugar, 50-lb. boxes, per cwt.	22 70
Lump Sugar, soft, 100-lb. boxes.	22 80
Do., hard, 100-lb. boxes, per box	23 00
Cubes, 100-lb. boxes, per box....	22 70

Syrups Are Steady

Winnipeg.

SYRUP.—The corn syrup market is very steady, sugar syrup is arriving more freely. The primary molasses market shows an advance of 50 cents per case, but up to the present time it has not affected the Canadian market.

CANE SYRUPS—	
6-lb. tins, 2 doz. in case.....	9 40
5-lb. tins, 1 doz. in case.....	11 25
10-lb. tins, 1/2 doz. in case.....	10 75
20-lb. tins, 1/4 doz. in case.....	10 50
CORN SYRUP—	
Cases, 2 lb. tins, white, 2 doz. in case	7 60
Cases, 5 lb. tins, white, 1 doz. in case	8 70
Cases, 10 lb. tins, white, 1/2 doz. in case	8 45
Cases, 20 lb. tins, white, 1/4 doz. in case	8 45
Cases, 2 lb. tins, yellow, 2 doz. in case	7 00
Cases, 5 lb. tins, yellow, 1 doz. in case	8 10
Cases, 10 lb. tins, yellow, 1/2 doz. in case	7 85
Cases, 20 lb. tins, yellow, 1/4 doz. in case	7 85
MAPLE SYRUP—	
Pure, 2 1/2 tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz....	24 50
Pure, 10s, per case of 1/2 doz....	23 25
TABLE SYRUP—	
Maple flavor, 2 1/2 tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of 1/2 doz.	11 50
Above subject to a discount of 10 per cent.	
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70
MOLASSES, BLACKSTRAP—	
1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Cereals Are Steady

Winnipeg.

CEREALS.—This week finds the rolled oat market as well as the bean market very firm, while a scarcity of barley is noted.

PACKAGE CEREALS	
Rolled oats, 20s, round cartons.	6 00
Do., 36s, case, square pkts....	4 85
Do., 18s, case	2 40
Corn Flakes, 36s, case	3 60
Cornmeal, 2 doz. case, per case...	4 00
Puffed Wheat, 3 doz. case, case.	4 60
Puffed Rice, 3 doz. case, case....	5 70
Cream of Wheat, 3 doz. case, case	9 00
Grape Nuts, 2 doz. case, per case	3 83
Package Peas, 3 doz. case, case..	3 75
BULK CEREALS	
Rolled Oats, 80s, per bag.....	6 85
Do., 40s, per bag	3 01
Do., 20s, per bag	1 56
Do., 10-8s, per bale.....	6 85
Do., 15-6s, per bale	7 70
Oatmeal, 98s, gran. or stand, bag	6 60
Wheat Granules, 98s, per bag....	8 60
Do., 16-6s, per bale.....	9 50
Peas, whole, green, 100-lb. bag, bush.	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	6 60
Do., Lima, 100-lb. bag, per lb...	0 15 1/2
Barley Pot 98s, per bag	6 60
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	6 25
Do., 24s, per bag	1 62
Do., 10-10s, per bale	6 95
Buckwheat grits, whole, 92-lb. bags, per bag	11 00

Starches Are Firm

Winnipeg.

STARCHES.—The starch market is firm with indications for higher prices, due to the firm tone being shown in the corn market.

Cornstarch, 1-lb. pkgs., per lb...	0 12 1/2
Do., No. 1 quality, 1-lb. pkgs...	0 14
Gloss, 1-lb. pkg., per lb.....	0 14 1/2
Celluloid, 1-lb. pkg., per case...	6 65

Evaporated Apples Lower

Winnipeg.

DRIED FRUITS.—It is expected that the opening prices on evaporated apples will be lower, due to the large crop of apples in both Nova Scotia and Ontario. It is expected that the selling price will be about 18 cents a pound, F.O.B. Winnipeg. New apricot prices have been named by the California packers, and show an increase of about 4 cents a lb. over last year's opening price. Raisin and peach prices have not as yet been named, but raisin prices will be named on or about August first. The Prune Association is expected to name their prices at or about the same time.

DRIED FRUIT

Evaporated Apples, per lb.....	0 20
Currants, 90-lb., per lb.....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	0 17
Dates, Hallowee, bulk, lb.....	0 23
Do., Tunis, bulk, lb.....	0 26
Do., Package, 3 doz. case, lb..	0 17
Figs, Spanish, per lb.....	0 16 1/2
Do., Smyrna, per lb.....	0 23
Do., black, cartons, per carton	0 80
Loganberries, 4 doz. case, pkt....	0 35
Peaches, standard, per lb.....	0 29
Do., choice, per lb.....	0 27 1/2
Do., fancy, per lb.....	0 32
Do., Cal., in cartons, per carton	1 56
Do., unpitted, per lb.....	0 24
Pears, extra choice, per lb.....	0 30
Do., Cal., cartons, per carton..	1 75
Prunes—	
30-40s, 25s, per lb.....	0 32
40-50s, 25s, per lb.....	0 27
50-60s, 25s, per lb.....	0 21
60-70s, 25s, per lb.....	0 18 1/2
70-80s, 25s, per lb.....	0 17
80-90s, 25s, per lb.....	0 17
90-100s, 25s, per lb.....	0 16 1/2
In 5-lb. cartons, per carton ...	1 30
Raisins—	
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 25 1/2
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.....	0 28

Prices on New Pack Lobster

Winnipeg.

CANNED GOODS.—Several shipments of new pack lobsters have arrived and are being quoted at \$3.35 per dozen for 1/4s, and \$6.00 per dozen for 1/2s.

The British Columbia packers have announced their opening prices on canned strawberries at 30c per dozen over the Eastern prices named a few days ago.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 35	12 00
Do., 1/2s, 8 doz. case, case.....	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, 1/2s, 100 doz. case	30 00	32 50
Lobsters, 1/4s, 8 doz. case, doz..		3 35
Do., 1/2s, 4 doz. case, doz.....		6 00
Oyster, 1s, 4 oz., 4 doz. case, ca.		8 60
Do., 2s, 8 oz., 2 doz. case, case		7 60
Pilehards, 1s, tall, 4 doz. case, case		7 50
Do., 1/2s, flat, 8 doz. case, case		10 00
Salmon—		
per case		
Sockette, 1s, tall, 4 doz. case..	18 50	
Do., 1/2s, flat, 8 doz. in case.	20 75	
Red Spring, 1s, tall, 4 doz. case	15 75	
Do., 1/2s, flat, 8 doz. case....	17 75	
Cohoe, 1s, tall, 4 doz. case....	14 50	
Do., 1/2s, flat, 8 doz. case....	16 50	
Pink, 1s, tall, 4 doz. case.....	10 40	
Do., 1/2s, flat, 8 doz. case....	12 25	
Humpback, 1s, tall, 4 doz. case	8 60	

CANNED FRUIT (Canadian)

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

CANNED FRUITS (American)

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

CANNED VEGETABLES

	Per case
Asparagus Tips, 1a, tins, 4 doz case, per doz.	2 75
Pears, Garden Wax, 2s, 2 doz. case	4 75
Beans, Refugee, 2s, 2 doz. case	4 50
Corn, 2s, 2 doz. case	4 20
Peas, Standard, 2s, 2 doz. case	4 25
Peas, Early June, 2s, 2 doz. case	4 85
Sweet Potatoes, 2 1/2s, 2 doz. case	6 40
Pumpkin, 2 1/2s, 2 doz. case	3 00
Sauer Kraut, 2 1/2s, 2 doz. case	4 90
Spaghetti, 2 1/2s, 2 doz. case	5 40
Spinach, 2 1/2s, 2 doz. case	5 70
Tomatoes, 2 1/2s, 2 doz. case	4 20
Do., 2s, 2 doz. case	3 50

Teas Market Firmer

Winnipeg.
TEAS.—High grade tea is reported scarce and very high, and teas at to-day's prices look like good buying.

INDIA AND CEYLON—

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

JAVAS—

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

Coffee Market Quiet

Winnipeg.
COFFEE.—The coffee market is exceedingly quiet with no change in prices.

COFFEES—

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

Red Peppers Scarce

Winnipeg.
SPICE.—There is practically no changes in the spice market this week, with the exception that pickling spice in bulk advanced 3 cents per pound. Black and white pepper are steady and in good demand. Red peppers are very scarce, also nutmegs, cloves and pimentoes are steady with limited stock.

WHOLE SPICE

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 85
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 80
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex. lb.	0 36
Do., white, do., per lb.	0 50
Pickling, 1/4-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28
Do., No. 2, per lb.	0 25

GROUND SPICE.

Allspice, bulk, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 85
Do., No. 2, bulk, per lb.	0 80
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 90
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75

Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 10
Do., No. 1, 4 oz. cartons	1 65
Ginger, No. 1, bulk, per lb.	0 58
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 95
Do., No. 2, bulk, per lb.	0 40
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 50
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 35
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

Rice and Tapioca Easier

Winnipeg.
RICE.—The rice, tapioca, and sago market has already shown considerable weakness since our last report, and these commodities are being offered to the trade freely.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 15 1/2
Do., 50-lb. sacks, lb.	0 15 3/4
Siam, Elephant, 100-lb. bags	0 13 1/2
Do., 50-lb. bags, lb.	0 13 3/4
Sago, sack lots, 130 to 150 lbs, per lb.	0 12
Do., in less quantities, lb.	0 12 1/2
Tapioca, pearl, per lb.	0 12

Jams to be Higher

Winnipeg.
JAMS.—Jams no doubt will be much higher than the opening prices of last year. The new opening prices have not as yet been named. Buyers are taking full advantage of spot stocks offered at to-day's prices.

Jams, Pure—

	Per tin
Strawberry, 4s, 12 tins to case	1 20 1 35
Raspberry, 4s, 12 tins to case	1 12 1 20
Black Currant, 4s, 12 tins to case	1 12 1 20
Blended—	Per tin
Strawberries, 4s, 12 tins to case	0 85 0 95
Raspberries, 4s, 12 tins to case	0 85 0 95

Shelled Nuts Unsettled

Winnipeg.
NUTS.—The shelled almond market remains unchanged. The situation in the walnut market has been a little more active, with every indication of climbing again. There is very little local enquiry regarding the peanut market, and the trade is very quiet. Brazil nuts shelled are very high as compared with the other variety.

NUTS, Shelled—

Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	0 24 1/2	
Pecans, per lb.	1 15	
Walnuts, per lb.	0 64	0 65
Nuts in shell—		
Peanuts, roasted, Jumbo, per lb.	0 25	0 35
Almonds, per lb.	0 35	0 30
Filberts, per lb.	0 25	0 35
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	0 32	

Fruits in Good Demand

Winnipeg.
FRUITS.—Supples of fruit are arriving freely, but the demand is greater than the supply. Gordon Head strawberries are arriving in good supply, and are being picked up just as soon as they arrive; they are quoted at \$7.50 per case. Splendid quality cherries, plums, peaches and

cantaloupes are arriving daily. There is a noted scarcity of bananas and oranges. Raspberries are expected within a week's time.

FRUITS—

Lemons, Cal. per case	7 50	8 00
Bananas, per lb.	0 14	0 14
Washington apples, Winesaps, box	5 00	5 00
Strawberries, 24 pts.	7 50	7 50
Peaches, Cal., case	3 00	3 00
Plums, per case	4 50	5 00
Cantaloupe, Stand., 45s, per case	7 50	7 50
Do., flats, 12s to 15s, per case	4 00	4 00
Watermelon, per lb.	0 07	0 07
Cocoanuts, per doz.	1 75	1 75
Dates, 36 pkgs. to case	7 25	7 25
Figs, per case	4 00	4 00
Do., 10-lb. boxes	8 56	8 56
Oranges—		
200s and smaller	9 50	9 50
176s	9 00	9 00
150s	8 50	8 50
126s	8 00	8 00
Apriots, per case	4 50	4 50
Cherries, Washington Bingslug boxes	7 50	7 50

B.C. Celery Arrives

Winnipeg.
VEGETABLES.—During the week several shipments of new vegetables have arrived and now home-grown vegetables are on the market. British Columbia celery has now arrived and is being offered at 13 to 14 cents per pound. This week the first shipment of Tennessee tomatoes arrived and they are being offered at \$4.00 per case. New local vegetables, such as cauliflower, peas, turnips, beets, carrots and rhubarb can now be obtained.

VEGETABLES

Carrots, new, per lb.	0 06
Beets, new, per lb.	0 06
Turnips, new, per lb.	0 06
Head Lettuce (Cal.), per doz.	1 75
Leaf Lettuce, per doz.	0 65
Radish, per doz.	0 65
Green Onions, per doz.	0 60
Cucumbers (hothouse), per doz.	3 50
Cabbage (new), per lb.	0 07
Potatoes (new), per lb.	0 10
Onions (Cal. Bermuda sack), per sack	6 00
Peas, per lb.	0 15
Cauliflower, per doz.	4 00
Celery (B.C.), per lb.	0 14
Zalamazo Celery, per doz.	1 10
Rhubarb, per lb.	0 02 0 02 1/2
Tomatoes, per case	4 00
Do., B.C. hothouse, per case	7 60

TRADE INQUIRIES

ADDRESS OF BON-AMI

Could you kindly tell us the address of the Bon-Ami Co.?

READER.

Answer—Bon-Ami Co., New York, N.Y.

DOES ANY READER KNOW?

Please give me the address of Koot Pack Manufacturers (a device for holding preserving jars while contents are being cooked).

COLLECTION AGENCIES

I would be greatly obliged if you will recommend firms in Calgary collecting accounts.

ROME BRACCI,

Box 27, White River, Ont.

Answer—The Nagle Mercantile Agency (Laprairie), Montreal, Quebec, collects accounts for all of Canada.

CHEESE CUTTER

Will you kindly tell us where we could purchase a cheese cutter and case?

The Exploits Valley Royal Stores, Ltd., Grand Falls, Newfoundland.

Answer—You could purchase a cheese cutter and case from International Business Machines Ltd., Toronto, Ont.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., July 15.—Markets are quiet this week with business on the average. An advance in sugar is expected. Molasses has developed an easier tone. Gallon apples are now \$5 per dozen. Eggs are slightly lower, now quoted at 50 cents per dozen. Creamery butter is firmer, now quoted at 57 to 60 cents per pound. Old potatoes are almost cleaned up. New potatoes are arriving very slowly and are selling at \$4.50 per bushel. California grapefruit has advanced to \$8 per case.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	5 25
Rolled oats	14 00
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	13 50
Molasses	1 75
Sugar—	
Standard, granulated	21 10
No. 1 yellow	20 60
Cheese, N.B.	0 32½
Eggs, fresh, doz.	0 50
Lard, pure, lb.	0 29½
Lard, compound	0 28
American, clear pork	51 00
Tomatoes, 2½s, standard case	4 25
Beef, corned, 1s	4 00
Breakfast bacon	0 43
Butter, creamery, per lb.	0 57
Do., dairy, per lb.	0 53
Do., tub	0 48
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	10 00
Salmon, Red Spring, flats, cases	9 50
Do., Pinks	15 00
Do., Cohoes	7 50
Do., Chums	0 21
Evaporated Apples, per lb.	0 27½
Do., Peaches, per lb.	4 50
Potatoes, Natives, per bushel	7 00
Lemons, Cal., case	8 00
Grapefruit, Cal., case	0 10
Bananas, per lb.	0 11

Nova Scotia Markets FROM HALIFAX, BY WIRE

Halifax, N.S., July 15.—The prevailing dullness in business is being experienced by all firms both wholesale and retail except the fruit and produce houses who report a steady demand for all produce both domestic and imported though this cannot be said to include vegetables, for which the call is very slight; owing to this fact potatoes have dropped 50 cents per bag, bringing the price down from \$6 to \$5.50 per bag. Bananas range from 10 to 11 cents per pound according to size and quality. Ontario cheese has declined one cent. Eggs

have taken a substantial increase of 5 cents on the dozen, bringing the price up from 48 to 53 cents per dozen. The shipyard strike which has been mentioned before as influencing the trade has not yet been brought to a satisfactory settlement.

Flour, No. 1 patents, bbl., Man.	16 50
Cornmeal, bags	5 25
Rolled Oats, per bag	7 25
Rice, Siam, per 100 lbs.	15 75
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 75
Sugar, standard, granulated	21 10
Do., No. 1, yellow	20 60
Cheese, Ont., twins	0 32
Eggs, fresh, doz.	0 53
Lard, compound	0 29
Lard, pure, lb.	0 31
American clear pork, per bbl.	50 00
Tomatoes, 2½s, standard, doz.	2 28
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 34
Butter, creamery, per lb.	0 60
Do., dairy, per lb.	0 52
Do., tubs	0 50
Raspberries, 2s, Ont., doz.	4 90
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 15
Apples, gal., N.S., doz.	5 00
Strawberries, 2s, Ont., doz.	4 90
Salmon, Red Spring, flats, cases	11 00
Do., Pinks	16 00
Do., Cohoes	8 00
Do., Chums	0 21
Evaporated Apples, per lb.	0 29
Dried Peaches, per lb.	5 50
Potatoes, Natives, per 90-lb. bag	5 00
Beans, white	7 50
Do., Yellow Eye	6 50
Lemons, Cal., case	5 00
Grapefruit, Cal., case	0 10
Bananas, per lb.	0 11
Oats, per bush.	1 68½

Alberta Markets FROM CALGARY, BY WIRE.

Calgary, Alta., July 15.—Siam rice is now quoted at \$13 to \$14. Japan rice is down 50 cents per hundred. Eggs are up 50 cents per case. Tomatoes are \$4.50 to \$5 per case. Manchurian shelled walnuts, ½s are 60 cents per pound and broken 50 cents. New pack B. C. strawberry jam in 4-pound cans are quoted at \$18 per dozen. Wrapping paper and bags are higher. Roasted peanuts are 17½ to 19 cents per pound. Oats have declined \$10 per ton, and barley \$8. Singapore sliced pineapple is arriving and quoted at \$16.50 per case. B. C. raspberries are \$7.50, and strawberries \$6.75 per crate.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00
Rolled oats, 96s	5 30
Rice, Siam	13 00
Japan, No. 1	14 50
Tapioca, lb.	6 10½
Sago, lb.	6 11

Sugar, pure cane, granulated, cwt	21 97
Cheese No. 1, Ont., large	0 32
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 59
Do., dairy, lb.	0 35
Lard, pure, 3s	17 00
Eggs, new laid, local, case	15 00
Tomatoes, 2½s, standard, case	4 60
Corn, 2s, case	4 25
Peas, 2s, standard, case	4 20
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 60
Cherries, 2s, red, pitted	9 00
Apples, evaporated, 50s	0 21½
Do., 25s, lb.	0 23½
Peaches, evaporated, lb.	0 28
Do., canned, 2s	7 50
Prunes, 90-100s	0 17
Do., 70-80s	0 18½

British Columbia FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 15.—Best eggs are quoted at 57 cents. Creamery butter at 62 cents per dozen. Beef steers are \$23 to \$27 per hundred. Lamb is 32 cents per pound. Mutton, 30 cents. Pork is 32½ cents per pound. Pure lard, 29½ cents. Cabbages are 5 cents per pound. Cucumbers are \$2 per dozen. Head lettuce is \$1.50 per crate. Onions are \$2.50 per sack. New potatoes are \$6 per bushel, and old potatoes \$180 per ton. Hothouse tomatoes 55 cents per pound. Cocking apples are \$1.75 per box, and Winesaps \$3.75 per box. Black currents are 22 cents per box, and red currents \$3 per crate. Oranges are \$8, and lemons \$6 per case.

An Attractive Form of Advertising

An attractive form of local advertising is practised by an Ontario merchant. Some special features of policy are claimed for the store in good-sized display as follows:—

“The dominant note, purpose and ambition of this store cannot be repeated too often—SERVICE—the better we serve the bigger we grow. This one word tells the story, the purpose of which is:—

“To have a pleasant place where people may come in as often as they please and enjoy without feeling that they should purchase something.

“To provide complete assortments of trustworthy merchandise, and by greatly augmented sales offer the lowest possible prices.”



PRODUCE AND PROVISIONS

Canadian Fisheries Make Giant Strides

Cured and Canned Fish Valued at \$23,000,000 Last Year—Total Output Worth Approximately \$60,000,000—Increase of Nearly 100 Per Cent. Since Pre War Days—Capital Over \$40,000,000.

LAST year the output of the Canadian fish canning and curing establishments attained a value of \$23,000,000, and the 1920 output is expected to be considerably greater, according to Gratton O'Leary, writing in the Canadian number of the "Manchester Guardian."

Continuing, he states that apart from fisheries, the number of canning establishments in Canada is "253, employing more than 5,000 persons, paying out annually in wages and salaries nearly \$3,000,000 and representing a capital investment of \$16,262,986. The canning industry as a whole, indeed, represents a branch of industrial activity in which the Dominion has made great strides forward in recent years."

Speaking of the fishing industry in general, he says that it "has made enormous strides in recent years. The marketable value of the 1918 catch—the figures for 1919 are not yet available—amounted to \$60,000,000. This was an increase of more than \$8,000,000 over the value for the preceding year, which in turn was considerably higher than that for any previously recorded year. To the total amount the sea fisheries contributed \$51,000,000 and the inland fisheries \$9,000,000. The growth of the industry, taking marketable value as an indication, may be readily seen from the following table:

1913-14, \$33,000,000	1916-17, \$39,000,000
1914-15, 31,000,000	1917-18, 52,000,000
1915-16, 35,000,000	1918-19, 60,000,000
	1919-20,* 58,000,000

* Estimated.

"Thus it will be seen that the marketable value of the total product has increased by nearly 100 per cent. since pre-war days. Much of this increase, of course, is accounted for by higher prices, but the volume of the catch is also considerably larger.

"The growth of the curing industry, as distinguished from the primary industry, is also making notable advance. Fish-canning, indeed, is one of the most important branches of the great canning

Sells Peanut Butter in Place of Candy

J. S. Kyle, grocer, Oshawa, Ont., has a unique idea for selling peanut butter. Alongside the case containing candy he has arranged a table with a nice display of peanut butter, in glass and tin containers, also a large jar with bulk goods. "The kiddies," stated Mr. Kyle, "have now got the habit of buying peanut butter in preference to candy. Of course, we do not sell any less than ten cents' worth, so many of the kiddies have apparently the habit of asking their mothers for at least ten cents in place of the nickel they used to get."

industry of the Dominion, the methods of curing and canning being steadily developed and improved; the lobster canneries along the coasts of Nova Scotia, Prince Edward Island, New Brunswick and Quebec, and the salmon canneries of British Columbia being among the finest and most modern of their kind to be found anywhere in the world.

"The amount of capital invested in the industry is upwards of \$40,000,000. On the Atlantic Coast alone there are 660 establishments canning lobsters, and 18 canning other fish, while on the Pacific Coast there are 93 canneries, making a total of 771. These canneries are under strict government supervision, the authorities keeping a close inspection of sanitary conditions, the cleanliness of employees, the condition of fish previous to canning, and the manner in which the product is handled.

T. C. Lewis, of Richmond, Ont., senior partner of Lewis Bros., has purchased his brother's share of the business, and in future the business will be known as T. C. Lewis.

CHEESE EXPORTS ON THE INCREASE

Exports of Cheese to United Kingdom Show Increase of 58,807 Boxes—Receipts at Montreal Show Decrease — Butter Receipts Also Decreased.

The exports of cheese from Montreal to the United Kingdom for week ending July 3, were 83,924 boxes, making the total shipments for the season to above date, 410,136 boxes, as compared with 351,329 boxes for the corresponding period in 1919, showing an increase of 58,807 boxes.

The receipts of butter for week ending July 3, at Montreal, were 19,619 packages, against 24,348 packages for the same week last year, making the

total receipts for the season to above date, 120,192 packages as compared with 146,812 packages in 1919, showing a decrease of 26,620 packages.

The receipts of cheese for week ending July 3, at Montreal, were 78,463 boxes, against 87,477 boxes for the same week last year, making the total receipts for the season 407,675 boxes, as compared with 450,406 boxes for the corresponding period last year, showing a decrease of 42,731 boxes.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 16.—There is very little change in the produce market this week. There has been an advance of 1c a pound on the price of creamery butter. Fresh fish is a little dearer in those lines in greatest demand. The season for Gaspé salmon is pretty nearly over and quotations are higher. Lake and Brook Trout are scarce and Doree is almost unobtainable. Lard, shortening, and margarine remains unchanged with the usual demand. Fresh meats continue firm and unchanged. There is a big demand for cooked meats at the present time and the market is very strong. There is no change in the price of poultry and the market is rather quiet.

Fresh Meats Continue Strong

Montreal.

FRESH MEATS.—There is no change this week in the price of fresh meats. The market is very strong and prices quoted last week on live and dressed meat continue firm.

FRESH MEATS			
Hogs, live (selects)	.....	0 21	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	.....	0 30½	
Fresh Pork—			
Legs of pork (foot on)	.....	0 35	
Loins (trimmed)	.....	0 42½	
Loins (untrimmed)	.....	0 38	
Bone trimmings	.....	0 30	
Trimmed shoulders	.....	0 26½	0 32
Untrimmed	.....	0 28	
Pork Sausage (pure)	.....	0 26	
Farmer Sausage	.....	0 20	
Fresh Beef—			
(Cows)			(Steers)
\$0 28	\$0 30	Hind quarters..	\$0 28 \$0 34
0 14	0 18	Front quarters..	0 14 0 18
.....	0 40	Loins	0 46
.....	0 28	Ribs	0 32
.....	0 18	Chucks	0 17
.....		Hips	0 35
Calves (as to grade)	.....		0 28
Spring lamb, carcass	.....		0 32
Fresh sheep, carcass	.....	0 22	0 30
Frozen lamb, carcass	.....		0 32

Barrelled Meats Firm

Montreal.

BARRELLED MEATS. — Prices remain unchanged this week on barrelled meat. Demand is not large for local market, but there is considerable export.

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

Smoked Meats in Demand

Montreal.

SMOKED MEATS. — Demand for smoked meats continue good with the summer season. The prices are very firm, and in fact are strong at the present time.

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

Do., 25-35	.....	0 35
Over 35 lbs.	.....	0 34

Cooked Meats in Big Demand

Montreal.

COOKED MEATS.—There is a heavy demand for cooked meats during this hot weather. Prices remain firm and unchanged.

Jellied pork tongues	.....	0 47
Jellied Pressed Beef, lb.	.....	0 33
Ham and tongue, lb.	.....	0 38
Veal and tongue	.....	0 35
Hams, cooked	.....	0 55 0 59
Shoulders, roast	.....	0 50
Shoulders, boiled	.....	0 43
Pork pies (doz.)	.....	0 30
Mince meat, lb.	.....	0 15 0 19
Sausage, pure pork	.....	0 25
Bologna, lb.	.....	0 18
Ox tongue, tins	.....	0 65

Eggs Are 54 Cents Dozen

Montreal.

EGGS.—There is no change in the price of eggs this week, fresh eggs are quoted at 54 cents a dozen and select at 60 cents per dozen.

Butter Advances One Cent

Montreal.

BUTTER.— There has been another advance this week in the price of butter amounting to 1 cent per pound. The demand for butter in the United States and the presence of American bidders on the local market has resulted in an advance in the price here to insure supplies for home market. The new price on butter is 61 cents in prints and 60 cents in boxes.

BUTTER—	
Creamery prints, qual., new	..... 0 61
Do., solids, quality, new	..... 0 60
Dairy, in tubs, choice	..... 0 51
Dairy, prints	..... 0 52

Lard Prices Steady

Montreal.

LARD.—No change is evident this week in the price of lard. Prints are quoted at 31 cents, tubs at 29½ cents, and tierces at 29 cents.

LARD—	
Tierces, 340 lbs	..... 0 29
Tubs, 60 lbs.	..... 0 29½
Pails, 30 lbs.	..... 0 29½
Bricks	..... 0 31

Cheese Prices Unchanged

Montreal.

CHEESE.—Cheese market holds firm this week at 31 cents per pound for new

cheese. There is a big demand for home and foreign markets. The price continues firm.

CHEESE—		
New, large, per lb.	.....	0 30 0 31
Twins, per lb.	.....	0 31
Triplets, per lb.	.....	0 31
Stilton, per lb.	.....	0 37
Fancy old cheese, per lb.	.....	0 35
Quebec	.....	0 30 0 31

No Change on Shortening

Montreal.

SHORTENING.—No change in the price of shortening is recorded this week. The demand is good and the market remains firm.

SHORTENING—		
Tierces, 400 lbs., per lb.	.....	0 27½
Tubs, 50 lbs., per lb.	.....	0 27½
Pails, 20 lbs., per lb.	.....	0 28
Bricks, 1 lb., per lb.	.....	0 28½

Margarine Demand Slow

Montreal.

MARGARINE.—During the summer months the demand for margarine has fallen off. Prices vary considerably according to quality and brand. There is no change in quotations this week.

MARGARINE—		
Prints, according to quality, lb.	0 32	0 35
Tubs, according to quality, lb.	0 31	0 34

Fresh Fish Higher

Montreal.

FISH.—The season for Gaspé salmon is pretty nearly over. Prices on this fish have advanced to 35 cents per pound. Lake trout is also dearer at 23 cents per pound. Doree has advanced to 24 cents per pound. Pacific salmon is arriving in good supply. Brook trout is practically off the market. There is a very good supply of fresh halibut on the market at the present time, but haddock is not plentiful. Apart from the change in the price of fresh fish this week there is very little of a change.

FRESH FISH			
Haddock	.....	0 08	
Steak cod	.....	0 10	
Market cod	.....	0 07	
Mackerel	.....	0 15	
Flounders	.....	0 10	
Prawns	.....	0 50	
Live Lobsters	.....	0 35	
Skate	.....	0 12	
Shrimps	.....	0 40	
Whitefish	.....	0 20	
Shad	.....	0 18	
Gaspé salmon	.....	0 35	
Halibut	.....	0 26	
Gaspereaux, each	.....	0 04	
Whitefish	.....	0 12	
Lake trout	.....	0 23	
Brook trout	.....	0 50	
Pike	.....	0 12	
Perch	.....	0 13	
Fresh eels, per lb.	.....	0 15	
Fresh Herrings, each	.....	0 08	
Doree	.....	0 24	
FROZEN FISH			
Halibut, large and chicken	.....	0 16	
Halibut, Western, medium	.....	0 23	
Haddock	.....	0 07	0 08
Mackerel	.....	0 15	0 16
Smelts, No. 1, per lb.	.....	0 17	0 18
Smelts, extra large	.....	0 25	
Smelts (small)	.....	0 09	0 10
Pike, headless and dressed	.....	0 12	
Market Cod	.....	0 06	0 06½
Whitefish, small	.....	0 12	0 13
Sea bream	.....	0 05	0 07
Steak Cod	.....	0 08½	0 09
Salmon, Cohoos, round	.....	0 19	0 20
Salmon, Qualla, hd. and dd.	.....	0 12	
Whitefish	.....	0 15	0 16

Lake Trout	0 19	0 20
Lake Herrings		0 06
B.C. Red Salmon		0 19
SALTED FISH		
Codfish, large, bbls., 200 lbs.....		16 00
Sardines, half barrel		6 00
Salted Trout, half barrel		12 00
Salted Salmon, barrel		27 50
Boneless cod (20), per lb.		0 15½
SMOKED		
Finnan Haddies, 15-lb. box.....		0 13
Fillets, 15-lb. box		0 19
Smoked Herrings		0 24
Kippers, new, per box		2 15
Bloaters, new, per box		2 00
Smoker Salmon		0 36

ONTARIO MARKETS

TORONTO, July 16.—The produce and provision for the most part are ruling with a firm undertone. Live hogs are in short supply and the quality of the run is very indifferent. Quotations on pork and beef cuts are up one to two cents per pound. The demand for smoked hams and bacon is particularly heavy at this season with the result that a scarcity is noted with quotations one cent per pound higher. Barrel pork has advanced \$1.00 to \$2.00 per barrel. Cooked hams are up one cent per pound. Boiled shoulders have advanced 3 cents per pound. The butter market continues to rule firm under a heavy demand; quotations on creamery are up one cent. Dairy butter showing quality is scarce. The finer grades of eggs are becoming more difficult to procure and quotations on this grade are one cent per dozen higher. Cheese, margarine and lard are ruling steady. The shortening market is easy with quotations lower.

Fresh Meats in Stiff Market

Toronto.
FRESH MEATS.—There is a stiff market for all varieties of fresh meats. Quotations on pork and beef cuts are up one to two cents per pound. Live hogs are in short supply and the quality of the run has been very indifferent.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.....	26 00	27 00
Live off cars, per cwt.		20 25
Live, fed and watered, per cwt.		20 00
Live, f.o.b., per cwt.....		19 00
Fresh Pork—		
Legs of pork, up to 18 lbs.....		0 39
Loins of pork, lb.		0 44
Fresh hams, lb.		0 41
Tenderloins, lb.		0 60
Spare ribs		0 16
Picnics, lb.		0 28
New York shoulders, lb.		0 31
Boston butts, lb.		0 38
Montreal shoulders, lb.		0 31
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 32	0 35
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 30	0 33
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 20
Spring lamb, lb.	0 32	0 36
Yearling lamb, lb.	0 20	0 23
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Hams and Bacon Advanced

Toronto.
PROVISIONS.—The provision market is very strong with a scarcity noted on all pork products due to the fact that hogs have been arriving in limited quantities and that the demand for smoked

Poultry Market Quiet

Montreal.
POULTRY.—There is no change in the price of poultry market this week, the demand is light and the offerings on the market are not large.

(Selling Prices)		
POULTRY (dressed)—		
Chickens, roasting (3-5 lbs.)....	0 38	0 43
Chickens, roasting (milk fed)....	0 42	0 45
Ducks—		
Brome Lake (milk fed green)....		0 47
Young Domestic		0 42
Turkeys (old toms), lb.....		0 55
Do. (young)		0 58
Geese		0 34
Old fowls (large)		0 39
Do. (small)	0 32	0 34

meats is heavy at this season. Hams are up one cent per pound. Bacon is also one to two cents per pound higher.

BARREL PORK.—Mess pork, short cut backs and pickled rolls heavy are up \$1.00 per barrel. Light weight rolls are up \$2.00 per barrel.

Hams—		
Medium	0 46	0 48
Large, 20 to 25 lbs. each, lb.....		0 44
Heavy, 25 lbs. upwards, lb.....		0 36
Backs—		
Skinned, rib, lb.	0 51	0 52
Boneless, per lb.	0 60	0 66
Rolled		0 68
Bacon—		
Breakfast, ordinary, per lb.....	0 46	0 48
Breakfast, fancy, per lb.....	0 49	0 53
Breakfast, special trim.....		0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.....		0 40
Wiltshire, three-quarter cut		0 44
Wiltshire, middle		0 46
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27½	
Do., av. 80-90 lbs.....	0 26½	
Clear bellies, 15-30 lbs.....		0 30
Fat backs, 10 to 12 lbs.		0 25
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	50 00	
Short cut backs, bbl. 200 lbs.	57 00	
Pickled rolls, bbl. 200 lbs.—		
Heavy	61 00	
Lightweight	67 00	
Above prices subject to daily fluctuations of the market.		

Cooked Meats Are Active

Toronto.
COOKED MEATS.—Cooked hams are up one cent per pound and the supply is rather limited. Boiled shoulders have advanced 3 cents per pound. Jellied calves tongue is quoted at 53 cents per pound which is one cent per pound

higher. The fact that there is a brisk business for all cooked meats and with the scarcity of hogs, has had a tendency to make this market very strong with an undertone for further advances.

Boiled hams, lb.	0 64	0 67
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders		0 54
Head Cheese, 6s, lb.		0 14
Choice jellied ox tongue, lb.....		0 65
Jellied calves tongue		0 53
Ham bologna, lb.		0 20
Large bologna, lb.		0 18
Spice beef, lb.		0 30
Macaroni and cheese loaf, lb.		0 26
Above prices subject to daily fluctuations of the market.		

Butter Quotations Higher

Toronto.
BUTTER.—This market continues to rule firm under a heavy demand. Quotations on creamery are one cent higher. Dairy butter showing quality is scarce; the supply mostly arriving is of an inferior grade.

BUTTER—		
Creamery prints	0 60	0 61
Dairy prints, fresh, lb.	0 52	0 56

Select Eggs Are Scarce

Toronto.
EGGS.—The finer grades of eggs are becoming more difficult to procure. Dealers report a shortage of selects, with quotations to the trade one cent higher. Some dealers have brought in several cars of American eggs.

EGGS—		
Fresh, selects		0 59
Fresh		0 57
Fresh selects in cartons		0 60
Prices shown are subject to daily fluctuations of the market.		

Cheese Market Steady

Toronto.
CHEESE.—The cheese market is ruling steady. Some good old cheese is still to be had but the quantities are light. Quotations for old cheese are 33 to 34 cents per pound, and new, 31 to 32 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 31	0 32
Stilton	0 34	0 35
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

Easy Market for Shortening

Toronto.
SHORTENING.—There is an easy market for shortening. Quotations are down one half cent per pound. Flake white is quoted at 25½ in 60 pound tubs and 26 cents in 20 pound pails.

SHORTENING—		
1-lb. prints	0 28	0 29½
Tierces, 400 lbs.	0 26	0 26½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.		

Lard Market Unchanged

Toronto.
LARD.—The lard market remains steady to firm. Quotations are unchanged.

Tierces, 400 lbs.	0 28	0 29
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.		

Margarine in Quiet Demand

Toronto.
MARGARINE.—There is no change

in the market for margarine. The demand is quiet.

MARGARINE—

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

Fresh Halibut in Demand

Toronto.—The fish market is steady under a fair demand. Fresh halibut is a ready seller at 18 to 24 cents per pound. Quotations are unchanged.

FRESH SEA FISH.

Cod Steak, lb.	0 11	0 11
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	0 09½	0 09½
Do., heads on, lb.	0 18	0 19
Halibut, chicken	0 23	0 24
Do., medium	0 18	0 19
Fresh Whitefish	0 09	0 10
Fresh Herring	0 19	0 20
Flounders, lb.	0 12	0 13
Fresh Trout, lb.	0 09	0 10
Fresh Mackerel	0 12	0 13
Fresh Salmon	0 20	0 21

FROZEN FISH

Halibut, medium	0 20	0 21
-----------------------	------	------

WINNIPEG MARKETS

WINNIPEG, July 16.—The Produce and Provision Market remains steady with very few changes in price and the demand is exceptionally good. Hogs remain steady. Cooked meats are ruling firm and the demand is far greater than the supply. The butter market has stiffened considerably and advanced two cents a pound this week while shortening took a decline of half a cent a pound due to the easiness of the cotton seed market in the Southern States. Cheese remains steady while the egg market is very firm and receipts light.

Meats Remain Unchanged

Winnipeg.—**FRESH MEATS.**—There has been practically no change in the fresh meat market this week. Hogs remain steady and receipts are light.

HOGS—

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

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 39½	0 40
Loins of pork, lb.	0 37½	0 40
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	0 57	0 57
Spare ribs, lb.	0 27	0 27½
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 25	0 31
Front quarters, lb.	0 16	0 20
Whole carcass, good grade, lb.	0 19	0 25

Mutton—

Choice wethers, 55-70 lbs., lb.	0 25
Choice ewes, lb.	0 24

Lambs—

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

Hams and Bacon Steady

Winnipeg.—**PROVISIONS.**—Hams and bacon are very steady, with a good demand. Prices remain unchanged.

HAMS—

8 to 16 lbs., per lb.	0 51
16 to 20 lbs., per lb.	0 46½
Boneless, 8 to 15 lbs., per lb.	0 52½
Skinned, 14 to 18 lbs., per lb.	0 49
Do., 18 to 22 lbs., per lb.	0 48

Do., Qualla	0 10¼
Flounders	0 08½
Pike, round	0 07
Do., headless and dressed	0 01

SMOKED FISH

Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 25

Spring Chickens Are Lower

Toronto.—**POULTRY.**—Poultry receipts are light and quotations are generally steady. Spring chickens are down 10 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 26	0 26
Ducklings	0 30	0 30
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 40	0 50

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 35
Do., light	0 32
Chickens, spring	0 60
Ducklings	0 40

Egg Supplies Light

Winnipeg.—**EGGS.**—This week has found the egg market to be quite firm. Supplies are lighter, fresh eggs being quoted at 50 to 52 cents per dozen. Canded eggs are around 47 cents per dozen.

Shortening Declines

Winnipeg.—**SHORTENING.**—Shortening declined half cent per pound this week, due to the easiness on the cotton seed oil market in the Southern States. Pure lard remains firm:

Pure Lard, No. 1 quality, per lb.	0 29
(in tierces of 400 lbs.)	
Do., wooden pails, 20-lb. pails.	6 30
Shortening, wooden pails, 20-lb. pail, per pail	6 05
Do., tierces of 400 lbs., per lb.	0 26½

Fish Arriving Freely

Winnipeg.—**FISH.**—Fresh fish is arriving freely and a good demand is noted. Prices remain practically the same.

FRESH FISH

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

WHY OF DIFFERENT GRADES OF CANNED PEAS

(Continued from page 29)

First. What do you want? In the trade, there are certain words which have come to be used to describe each grade.

- No. 1. "Extra Fine Sifted Peas."
- No. 2. "Sweet Wrinkle Peas."
- No. 3. "Early June Peas."
- No. 4. "Standard Peas."

You can very easily see from the label just what size you are buying. You will have to be the judge of what you want. There are plenty of peas to suit every taste and to fit every purse. Do not misunderstand the word "Quality." Peas may be considered fine quality and yet be No. 4 or Standards. If the peas are tender with clear liquor, they are called "fancy." You may prefer a standard while others will prefer No. 2 "Sweet Wrinkle" or No. 3 "Early June."

There are many peas that are not fancy. The peas may be a little firm or the liquor may not be quite clear. These are just as wholesome, just as clean, just as rich in food values, but they are not fancy enough for fancy or choice, so we label them Standards.

Bear in mind they are all clean and good to eat, all just as carefully handled. You know some people buy brown sugar because they cannot afford the granulated and they buy cheaper cuts of meat, because they cannot afford the best. That is why canners have the different brands to suit every taste and every family can afford a can of peas from one of these brands.

BACON—

Backs, 5 to 12 lbs., smoked....	0 61½
Do., 12 to 16 lbs., smoked....	0 58
Do., 10 to 14 lbs., skinned and peamealed	0 59½
Do., 4 to 10 lbs., sliced	0 61½
Cottage rolls, boneless	0 41½

Cooked Meats Ruling Firm

Winnipeg.—**COOKED MEATS.**—All cooked meats are in active demand and the market remains unchanged.

COOKED MEATS—

Ham, best quality, skinned, lb.	0 65½	0 67½
Do., roast, lb.	0 49	0 51
Boiled shoulders	0 49	0 51
Head Cheese, in 1-lb. tins.	0 21	0 21
Do., in 6-lb. tins, lb.	0 18	0 18
Jellied Beef Tongue, lb.	0 68	0 68
Jellied Pork Tongue, lb.	0 63	0 63
Baked Luncheon Loaf, lb.	0 24	0 24

Butter Prices Advances

Winnipeg.—**BUTTER.**—Butter advanced 2 cents per pound this week. The market is very firm with upward tendencies. Dairy butter receipts are only fair.

Creamery, best table grade.	0 61
Dairy butter, best table grade.	0 50
Margarine	0 37

Cheese Remains Steady

Winnipeg.—**CHEESE.**—The cheese market is steady and prices remain unchanged.

CHEESE—

Ontario, large, per lb.	0 38
Do., twins, per lb.	0 33½
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Your Customers will be glad to get Our New Book— “Saving Without Sacrificing”

THIS is a book every customer at your store will prize and keep. It deals in an understandable manner with the special problems confronting the house-wife in the buying, keeping, and preparation of meats for her table. It has a distinctive dollars and cents value to every housekeeper of to-day—and we want YOU to have a supply to hand to YOUR customers.

*We distribute them through the Retail Dealer
as follows:—*

WE have prepared a series of attractive, snappy little folderettes—just big enough to go into an ordinary envelope or to tuck inside a parcel. Each folder advertises a distinctive line of Davies products—Cooked and Jellied Meats, Bologna, Pure Lard, Peerless Shortening, Pork and Beans, and Wiltshire Bacon—and shows the product in actual colors.

They're the brightest little folders you could ever wish to hand out to your customers. Slip them in the parcels over the counter—or with deliveries of goods—or with outgoing mail. It means increased sales and bigger turnover for your store.

ON the back page the new booklet, “Saving Without Sacrificing,” is shown, and every reader who wishes a copy (it's free) is invited to sign the coupon at the bottom of the page and hand it in to you. Then, as soon as you receive a number of these signed coupons, simply mail them to us and we will send you the necessary number of booklets for you to distribute to your customers who have asked for them.

Every folder has a double purpose—it stimulates the sales of Davies products in your store—and it creates in the minds of your customers the desire to have one of these new practical food economy booklets. Act to-day.

**Fill in and mail the attached coupon to-day and we
will send you a supply of these helpful little
folderettes to give to your customers.**

The William Davies Co., Limited

Packers and Provision Merchants

TORONTO

MONTREAL

HAMILTON

Please send me a supply of your illustrated folders advertising “Saving Without Sacrificing,” which I shall be pleased to distribute among my customers.

Name

Address

.....



Butter and Cheese that Inspire Confidence



YOUR butter and cheese sales are among the larger items of your business, and the foundation on which rests, to a considerable extent, the reputation of your store.

You cannot be too careful in selecting a quality of the highest grade and in providing facilities to keep the products in the pink of condition, so that your sales will insure you satisfied customers.

One of the best features of Armour's butter and cheese is that they will uphold your reputation every time. You take no chances when you sell them.

They are thoroughly tested and standardized and made to measure up to the Armour Oval Label grade.

Armour supervision extends to the creameries and cheese factories where these are made. They never come from other than the best dairy districts and the most sanitary and scientifically equipped establishments.

The Armour system of refrigeration, including plant, cars and branch houses, protect these products at every stage from point of production to the dealer.

Just now the season of production is in full swing and we can supply you with *Cloverbloom* Butter and *Veribest* Cheese fresh from the country.

Every package of *Cloverbloom* is guaranteed to have the sweet, clean taste and rich flavor which are found only in butter at its best.

Our fresh stock of *Veribest* Cheese will appeal to your many customers who like a "mild flavor." It is full cream Canadian, with rich body and delicate flavor.

You will find equal satisfaction in supplying your patronage with *Veribest* Eggs, which are selected both for size and quality, and *Veribest* milk-fed poultry.

Consider the Armour facilities for gathering and distributing these products, and you will realize how we can guarantee them to be the best on the market.

They not only will bring you a good volume of business, but will please your customers in such a way as to establish an expanding trade.

ARMOUR AND COMPANY
HAMILTON ONTARIO

Branch Houses at:

TORONTO, ONT.

MONTREAL, QUE.

SYDNEY, N.S.



A
Profitable
Summer Food

Say "Brunswick Brand" to your customers and show them our Sea Food Products when they are choosing a satisfying and prepared food for Summer Outings.

Carefully selected, freshly caught fish from the clear ocean waters. Their flavor invites repeat orders.

A glimpse of our assortment.

- ¼ Oil Sardines**
- Finnan Haddies**
- Kippered Herring**
- Clams**
- ¼ Mustard Sardines**
 (Oval and round tins)
- Herring in Tomato Sauce.**

Order to-day from your jobber direct.

Connors Bros., Ltd.
 Black's Harbor, N.B.

Winnipeg Representative :
Chas. Duncan & Son, Winnipeg, Man.



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

57

57



Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

57

57

Little Selling Effort



will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada
W. G. Patrick & Co., Limited

Toronto and Winnipeg
Selling Agents for our Blue Seal Li-es



SCOTCH SNACK IDEA

No. 7

Hotels, Restaurants, Clubs

are all good customers for Scotch Snack. See the chefs of these institutions. You're sure to sell them. Most places of this kind will buy one or two cases. Make sure your stock is complete. Order from your wholesaler.

Watch for Next Week's Advertisement

ARGYLL BUTE, "Reg."

MONTREAL, QUE.

M
A
R
I
G
O
L
D



M
A
R
I
G
O
L
D

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

COOKED



MEATS

Excellent for Summer Outings

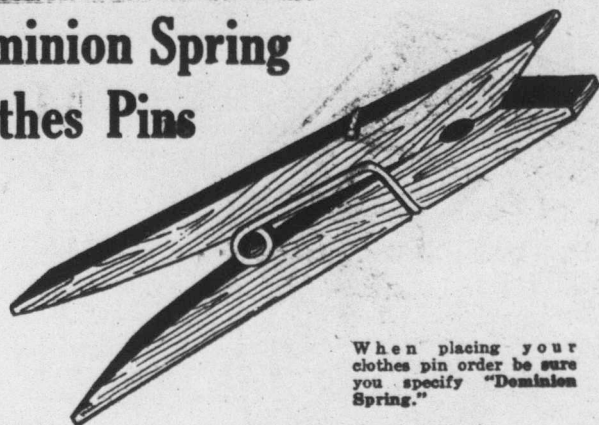
Saves time from cooking over hot stoves—a great relief during the warm weather. Recommend H. A. Brand meats to your customers preparing for any picnics, motor trips, etc. Your highest recommendations will be proven after customers use H. A. Brand

meats as they are guaranteed wholesome.

A complete stock well displayed will be a reminder for those desiring an appetizing luncheon. The last and most important fact for you is that they will be found profitable.

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA

Dominion Spring Clothes Pins



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

There's greater Satisfaction

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

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

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

SPRATT'S

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

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples and prices to:—

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

DOG MEAT FIBRINE CAKES

N. B.

Egg

Carriers

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

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

RICE

RICE FLOUR

RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL



Our "Cut Tobacco" Ads.

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

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

Selling Agents:

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

W. C. MACDONALD REGD.
INCORPORATED
MONTREAL



Convenient for Campers



MALCOLM MILK PRODUCTS may be recommended to tourists and campers as a convenient and serviceable food for warm weather—takes the place of bottled milk which is hard to keep.

Display for bigger sales.

The Malcolm Condensing Co., Limited,
St. George, Ontario



Furnivall's

FINE
FRUIT
PURE JAM

A Grocer's Necessity

When your customer's lists of requirements are looked over, be sure they contain jam—if not, suggest FURNIVALL'S Fine Fruit Pure JAM. Of course, be satisfied that your stock is complete to fulfil the necessary orders.

On every jar the word "pure" is a guarantee that Furnivall's jams and marmalades are just as represented—they are made under Government supervision. The quality goes in the jar before the label goes on.

FURNIVALL-NEW
Limited
Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co., Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Saskatchewan: Gilbert Stroyan, Saskatoon, Sask.



Your Customers' Choice for Relieving Headaches, Etc.

You will find this a very profitable line to handle. Composed of efficient properties and highly recommended as a relief for headache, nervousness, fevers, neuralgia, etc.

A ready stock on hand and a prominent display on your counter will help your sale endeavors.

Order a supply to-day.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE

QUEBEC



Consistent Sales

—are the best in selling campaigns. These are made, first, because of the good quality of the article sold. In BRODIE'S XXX Self-Raising Flour you will find every necessary quality for consistent selling.

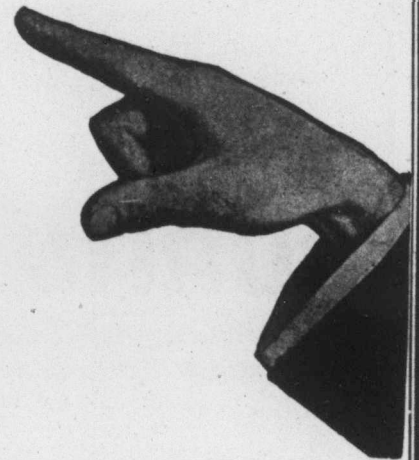
Keep a good stock on hand and always suggest "Brodie's"—an excellent flour for making Pancakes, Muffins, Biscuits, etc.

Order from your wholesaler or jobber.

Brodie & Harvie, Limited

Bleury Street, Montreal

Ontario Representative: Chadwick & Co., Toronto Quebec Representative: Renaud & Cie, Incorporated, Quebec



UPTON'S 1920 PACK

PURE STRAWBERRY JAM NOW READY

Order
your supply
—to-day



Fresh, ripe, luscious strawberries, the finest products of the great Niagara fruit belt. Packed as only Upton's can pack—with all the skill and knowledge of twenty-five years of superior jam making embodied in every jar. Order your supply to-day.

THE T. UPTON Company
LIMITED
HAMILTON, CANADA

Selling Agents:

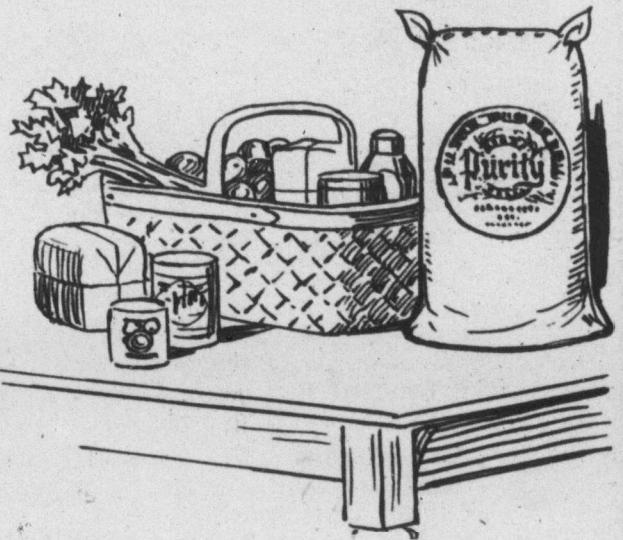
S. H. Moore & Co., Toronto, Ont.
Rose & Laflamme, Ltd., Montreal Que.
Scott-Bathgate Co., Ltd.; Winnipeg, Man.
Gaetz & Co., Halifax, N. S.
Schofield & Beer, St. John, N. B.

Flour Gets the Whole Order for Baking Day

More women would do more home baking if more grocers realized that a satisfactory flour makes more business for them. See all the groceries a woman gets out for baking day—goods you supply. Push the sale of flour.

PURITY FLOUR

once introduced becomes a permanent visitor on Baking Days. Purity Flour will get you a big order of baking day needs every week.



Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO

BRANCHES AT: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John



Shirriff's

MARMALADE
EXTRACTS
JELLY POWDERS

SHAKESPEARE said, "Give me a taste of your quality." Most purchasers make this same demand. A taste of Shirriff quality makes a life-long Shirriff customer. Whether it be Marmalade, Extract or Jelly Powder, every Shirriff product bears the distinguishing marks of purity and quality. As a result, the Shirriff line sells quickly profitably and satisfactorily.



Imperial Extract Company
TORONTO, CANADA

Selling Agents for Canada:

HAROLD F. RITCHIE & CO., LIMITED, Toronto and Montreal

SOMETHING NEW! PRESERVED STRAWBERRIES

Packed at

NIAGARA FALLS

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

Strictly Fancy Quality

Have you seen them?

DOMINION CANNERS, LIMITED
HAMILTON, CANADA

WHITTALL CANS

for

Meats
Syrup

Vegetables
Fish Paint

Milk
Etc.

PACKERS' CANS

Open Top Sanitary Cans
and

Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
C. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG

Repr.: A. E. Hanna



Master Mason

*The Plug Smoking Tobacco which
MAKES AND HOLDS
CUSTOMERS*

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

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

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

CHICKEN HADDIES

(Lily Brand)

Mean More Money for the Dealer

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

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

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

Packed at Canso, N. S., by the

**MARITIME FISH CORPORATION
LIMITED**

HEAD OFFICE
MONTREAL

Packers of the celebrated Maple
Leaf Brand Codfish Flakes.



Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day



CIE. CANADIENNE D'IMPORTATIONS

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

Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."





SIFTO SALT

Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

DOMINION SALT CO LIMITED
SARNIA ONT

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

QUOTATIONS FOR
PROPRIETARY ARTICLES

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

JAMS		
DOMINION CANNERS, LTD. Hamilton, Ont.		
"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.		
Screw Vac. Top Glass Jars, 16 oz.		
Strawberry	\$5 15	
Currant, Black	5 05	
Pear	4 40	
Peach	4 40	
Plum	4 20	
Apricot	4 50	
Cherry	4 35	
Gooseberry	4 50	
"AYLMER" PURE ORANGE MARMALADE		
	Per doz.	
12 oz. Glass, Screw Top, 2 doz. in case	3 25	
16 oz. Glass, Screw Top, 2 doz. in case	3 95	
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95	
2's Tin, 2 doz. per case	6 15	
4's Tin, 12 pails in crate, per pail	1 00	
5's Tin, 8 pails in crate, per crate	1 25	
7's Tin or Wood, 6 pails in crate	1 74	
30's Tin or Wood, one pail in crate, per lb.	0 24	
PORK AND BEANS "DOMINION BRAND"		
	Per doz.	
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85	
1s Pork and Beans, Flat, Plain, 4 doz. to case	0 92½	
1s Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95	
1s Pork and Beans, Tall, Plain, 4 doz. to case	0 95	
1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½	
1½s (20 oz.), Plain, per doz.	1 25	
Tomato or Chili Sauce	1 27½	
2s Pork and Beans, Plain, 2 doz. to the case	1 50	
2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½	
2½s Tall, Plain, per doz.	2 00	
Tomato or Chili Sauce	2 35	
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.		
CATSUPS—In Glass Bottles.		
	Per doz.	
½ Pts., Aylmer Quality	1 80	
12 oz., Aylmer Quality	2 55	
Per jug		
Gallon jugs, Aylmer Quality	\$1 65	
	Per doz.	
Pints, Delhi Epicure	\$2 75	
½ pints, Red Seal	1 25	
Pints, Red Seal	1 90	
Quarts, Red Seal	2 40	
Gallons, Red Seal	6 45	
BORDEN MILK CO. LTD., 180 St. Paul St. West, Montreal, Can.		
CONDENSED MILK		
Terms—Net 30 days.		
Eagle Brand, each 48 cans	\$12 50	
Reindeer Brand, each 48 cans	12 00	
Silver Cow, each 48 cans	11 50	
Gold Seal, Purity, ea. 48 cans	11 35	
Mayflower Brand, each 48 cans	11 35	
Challenge Clover Brand, each 48 cans	10 60	
EVAPORATED MILK		
St. Charles Brand, Hotel, each 24 cans	\$7 90	
Jersey Brand, Hotel, each 48 cans	7 99	
St. Charles Brand, tall, each 48 cans	8 00	
Jersey Brand, tall, each 48 cans	8 00	
Peerless Brand, tall, each 48 cans	8 00	
St. Charles Brand, Family, 48 cans	7 00	
Jersey Brand, Family, each 48 cans	7 00	
Peerless Brand, Family, each 48 cans	7 00	
St. Charles Brand, small, each 48 cans	3 70	
Jersey Brand, small, each 48 cans	3 70	
Peerless Brand, small, each 48 cans	3 70	
CONDENSED COFFEE		
Reindeer Brand, large, each 24 cans	\$7 50	
Reindeer Brand, small, each 48 cans	8 00	
Cocos, Reindeer Brand, large, each 24 cans	6 25	
Reindeer Brand, small, 48 cans W. B. BROWN & CO. Toronto, Ontario	6 50	
Wheatgold Breakfast Cereal		
Packages, 25-oz., 2 doz. to case, per case	\$6 00	
98-lb. jute bags, per bag	8 00	
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50	
HARRY HORNE & CO. Toronto, Ont.		
	Per case	
Cooker Brand Peas (3 doz. in case)	4 20	
Cooker Brand Popping Corn (3 doz. in case)	4 20	
COLMAN'S OR KEEN'S MUSTARD		
	Per doz. tins	
D.S.K., ¼-lb.		
D.S.F., ½-lb.		
D.C.F., 1-lb.		
F.D., ¼-lb.		
	Per jar	
Durham, 1-lb. jar, each ..		
Durham, 4-lb. jar, each ..		
CANADIAN MILK PRODUCTS, LIMITED		
Toronto and Montreal		
KLIM		
8 oz. tins, 4 dozen per case ..	\$12.50	
16 oz. tins, 2 doz. per case ..	11.50	
10 lb. tins, 6 tins per case ..	25.00	
Prices f.o.b. Toronto.		
THE CANADA STARCH CO., LTD.		
Manufacturers of the		
Edwardsburg Brands Starches		
Laundry Starches—		
Boxes		
40-lb., Canada Laundry	\$0 12¼	
100-lb. kegs, No. 1 white	0 12¼	
200-lb. bbls., No. 1 white	0 12¼	
Per jug		
40-lb., Edwardsburg Silver Gloss, 1-lb. chrome pkgs. 0 14¼		
40 lbs., Benson's Enamel, (cold water), per case ..	4 30	
Celluloid, 45 cartons, case ..	5 20	
Culinary Starch		
4 lbs., W. T. Benson & Co.'s Celebrated Prepared ...	0 14	
40 lbs. Canada Pure or Challenge Corn	0 13	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16	
(20-lb. boxes ¼c higher, except potato flour.)		
LILY WHITE CORN SYRUP		
2-lb. tins, 2 doz. in case	\$6 80	
5-lb. tins, 1 doz. in case	7 75	
10-lb. tins, ½ doz. in case	7 45	
20-lb. tins, ¼ doz. in case	7 40	
(Prices in Maritime Provinces 10c per case higher)		
Barrels, about 700 lbs.	0 09	
Half barrels, about 350 lbs. 0 09¼		
CROWN BRAND CORN SYRUP		
2-lb. tins, 1 doz. in case	6 20	
5-lb. tins, 1 doz. in case	7 15	

TOMATO PASTE

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

P. PASTENE & CO., LIMITED

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



BONNE SANTÉ

THE NEW SELF-RISING
FLOUR

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

Finest Package on the Market

Bonne Sante Products Ltd.

9 Iberville St. Montreal

AGENTS WANTED

Ludella

Here's a bang up tea. You who are not handling it would be surprised, we feel sure, if you will only look into the quality of our Ludella. The Blue label which sells at 60c. over the counter is a splendid all round tea and dealers who are selling it are getting a fine business and giving the people something which will bring them back to the store. For it is hardly possible to give them an article at 60c. which is equally as good as other lines which are selling at 70c. without putting a desire in their minds to come back for more.

Try it on.

	Cost	Sell
Ludella Blue label $\frac{1}{2}$ s & 1s	50	60

SEND US A TRIAL ORDER

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

New Apples

Delaware apples in Hampers are now arriving—Transparent Variety—Quality excellent.

California Bartlett Pears

Our first car of these delicious pears is due Monday. Followed by regular arrivals.

Also California Plums, Cantaloupe, Georgia Peaches—Tomatoes, Local Cherries, Raspberries, etc.

White & Co., Ltd. - Toronto
for FANCY FRUITS

CALIFORNIA FRUITS

Peaches Plums Apricots
Cantaloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

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

The House of Quality

Hugh Walker & Son

Guelph Established 1861 Ontario

10-lb. tins, 1/2 doz. in case..	6 85
20-lb. tins, 1/4 doz. in case....	7 60
(5, 10, and 20-lb. tins have wire handles.)	
GELATINE	
Cox's Instant Powdered Gelatine (2-qt. size), per doz....	\$1 80
INFANTS' FOOD	
MAGOR, SON & CO., LTD.	
Robinson's Patent-Barley—	Doz.
1-lb. ....	....
1/2-lb. ....	....
Robinson's Patent Groats—	
1-lb. ....	....
1/2-lb. ....	....
BLUE	
Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27
NUGGET POLISHES	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	\$1.25
White Cleaner (liquid)	\$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown....	5.60
IMPERIAL TOBACCO CO. OF CANADA, Limited	
EMPIRE BRANCH	
Black Watch, 10s, lb.	\$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb....	1 06
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies	1 26
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs....	1 26
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes	1 30
Forest and Str .., tins, 9s, 2-lb. cartons	1 44
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35
THE COWAN CO., LTD., Sterling Road, Toronto, Ont	
COCOA AND CHOCOLATE	
COCOA	
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$6 25
Perfection, 1/4-lb. tins, doz.	1 70
Perfection, 1/2-lb. tins, doz.	2 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30
UNSWEETENED CHOCOLATE	
Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00
SWEET CHOCOLATE	
Eagle Chocolate, 1/4s, 6-lb. boxes	0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 23 boxes in case....	0 38
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30
CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nemparell Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45

Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box	2 36
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 6 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 6s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 46
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47
MISCELLANEOUS	
Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz.	\$6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.	6 27
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross	1 15
20-1c Milk Chocolate Sticks, 60 boxes in case	0 80
6c LINES	
Filbert Nut Bars, 24 in box, 60 boxes in case, per box ..	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box ..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box ..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box ..	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes .....	....
6c pyramid packages, 4 doz. in box .....	....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00
W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.	
The Waxtime Line	
Kellogg's Toasted Corn Flakes	4 35
Kellogg's Toasted Corn Flakes Ind.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran ..	2 25
Kellogg's Krumbled Bran, Ind.	2 00
BRODIE & HARVIE, LTD.	
14 Bleury St., Montrea.	
XXX Self-Rising Flour, 6 lbs. packages, doz.	\$6 40
Do., 3 lbs.	3 24
Superb Self-Rising Flour, 6 lbs.	6 20
Do., 3 lbs.	3 15
Crescent Self-Rising Flour, 6 lbs.	6 30
Do., 3 lbs.	3 20
Perfection Rolled Oats (55 oz)	3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pkgs., doz.	1 60

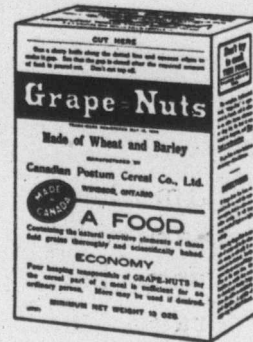
New Customers
are continually being created for

Grape-Nuts

and it is a trade that holds, and through repeating orders insures certain profit.

GRAPE-NUTS is not a fad food; it is a staple which customers insist upon having. The trade is well worth cultivating.

The sale of Grape-Nuts is guaranteed, and the profit is sure and good.



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

Increase Your Business

Our advertising is creating a demand for Carnation Milk, and that demand must be supplied.

Your regular customers are learning about evaporated milk through our campaign, and they will come to you for it. New Customers will ask if you stock Carnation—if you are the Modern Milkman.

Your profits will greatly increase by joining in this campaign.

Tie your store to this campaign. Carnation Advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address CARNATION MILK PRODUCTS CO., LTD.
Aylmer, Ont.

Remember—your jobber can supply you

Carnation

"From Contented Cows"



Milk

The label is red and white

ROSE'S LIME JUICE

Lime Juice is a splendid summer beverage. Its medicinal qualities make it a line your customers will buy if you display it on your counter.

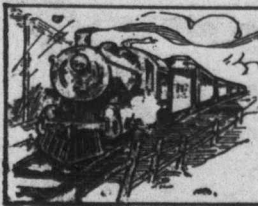
Be sure you have plenty of "Rose's" for the Summer Season.



Holbrooks, Ltd.
Toronto and Vancouver

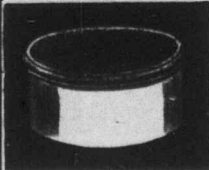
INDEX TO ADVERTISERS

A		L	
Acadia Sugar Refining Co.....	4	Lambe, W. G. A.	15
Albion Sewing Cotton Co., The	17	Lanka Tea	8
Argyll Bute Reg.	52	Lemon Bros.	23
Armour & Co.	60	Lindners Ltd.	7
Aron & Co., Inc., J.	3	Loggie, Sons & Co.	15
Aromint Mfg. Co.....	Front cover		
B		M	
Bain & Co., Donald H.	12	McConnell, R. E.	16
Baker & Co., Walter	68	McDavid & Co.	16
Bendon Utility Co., S. G.	24	McLauchlan, J. K.	15
Belgo Trading Co. Regd.....	16	McLay Brokerage Co.	12
Bickle & Greening, J. W.	23	Macdonald Reg., W. C.	55
Bonne Sante	62	Mackenzie, W. L.	12
Borden Milk Co.	1	Maclure & Co., A. M.	12
Braid, & Co., Wm. (Lanka Tea)	8	Maclure & Langley	15
Brodie & Harvie	57	Magor, Son & Co., Ltd.	24
Bush Citrus Products Co., W. J.	23	Malcolm Condensing Co.	56
Canada Broom & Brush	17	Mann & Co., C. A.	67
		Maritime Fish Corp.	61
C		Marsh Grape Juice Co.	9
Canada Nut Co.	11	Marshall, H. D.	15
Canada Produce Co.	16	Mason & Co., Ltd., Geo.	19
Canadian Products Exchange		Mathieu Co., J. L.	57
Ltd.	16	Mickle, George T.	67
Canadian Importations	61	Moore & Co., R. M.	67
Canadian Postum Cereal	65	Morris & Co., C.	15
Cane & Son, Wm.	17	Morris & Co.	53
Carnation Milk Products Co.	65	Mount Royal Milling Co.	54
Chadwick & Co.	21	Mowat & McGeachie	12
Channell Chemical Co.		Mueller Co., Ltd., The Chas.	67
D		N	
Inside front cover		Nagle Mercantile Agency	68
Charms Co., Ltd.	Back cover	National Biscuit Co.	11
Church & Dwight	17	National Licorice Co.	9
Clark Ltd., W.	2	Nelson, C. T.	11
Clayoquot Sound Canning Co.	11	Norcanners, Ltd.	14
Climax Baler	15		
Connors Bros.	61	O	
(Cosgraves) Toronto Vinegar		Oakey & Sons, Ltd., John	21
Works	10	O'Donnell & Co., John J.	15
Crescent Creamery Ltd.	67	Olivier, G. F.	67
Cruikshank & Guild	15	Oversea Export Co.	19
E		P	
Davies Co., Wm.	49	Parke & Parke, Ltd.	68
Dominion Cannery, Ltd.	59	Pastene, P.	62
Dominion Sales Co.	15	Patrick & Co., W. G.	15
Dominion Salt Co., Ltd.	62	Pennock & Co., H. P.	13
Donaldson-Phillips Agencies	11	Plastowe & Co.	20
Duncan & Son, C.	13	Prescott & Co.	16
		Pritty Ltd., John	11
F		Furnell & Panter	9
Eckardt, H. P.	63		
Edgett Ltd., E.	11	R	
Escott Co., Ltd., W. H.	14	Red Rose Tea	23
Estabrooks, T. H.	23	Richardson & Green	12
Eureka Refrigerator Co., Ltd.	9	Rock City Tobacco Co.	60
		Rose & Laflamme	16
G			
Field & Co.	20	S	
Furnival-New, Ltd.	56	Selada Tea Co.	21
		Sarnia Paper Box Co.	67
H		Scott & Thomas	15
Gaets & Co.	16	Scott-Bathgate Co., Ltd.	14
Garvey & Sons, John	67	Sheely-Mott Co., Ltd.	16
Garton's Custard	10	Sherer Gillett Co.	5
Gauvreau, Paul F.	16	Silcocks & Drew	16
Gipe-Hazard & Co.	68	Smith & Proctor Co.	52
Grant & Co., C. H.	12	So-Clean, Ltd.	67
Gray & Co., John	8	Solman, O. M.	16
Griffiths & Co., Ltd., Geo. W.	12	Spratt's Patent, Ltd.	54
Grimble & Co.	18	St. Armand S'is Cie	16
		Stroyan-Dunwoody Co.	14
I		Superior Macaroni Co.	6
Hanson & Co., J. H.	54		
Hargraves, Ltd.	18	T	
Harris Abattoir	53	Toronto Pottery Works	67
Hay, A. H. M.	16	Toronto Salt Works	67
Heinz & Co., H. J.	52	Trent Mfg. Co.	67
Henderson Brokerage, B. M.	11		
Herald Brokerage	13	U	
Holbrooks Ltd.	66	Upton Co., Ltd., The T.	58
J		W	
Imperial Extract Co.	59	Wagstaffes Limited	4
Imperial Grain & Milling Co.	10	Walker & Sons, Hugh	64
Imperial Oil	Inside back cover	Wallace Fisheries, Ltd.	10
Island Lead Mills, Ltd.	68	Watford Mfg. Co.	18
		Watson & Truesdale	13
K		Western Canada Flour Mills	58
Jeffress Ltd., E. W.	52	Western Transfer & Storage Co.	11
Joyce & Co.	16	White & Co.	64
		White Cottell's	67
L		White Swan Spices & Cereals	
Kessell & Co., F.	67	Co.	19
		Whittall Can Co., A. R.	60
		Wiley, Frank H.	12
		Williams Storage Co.	13
		Woods & Co., Walter	54



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

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

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

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agents:

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

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

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

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

Order from your jobber to-day.

"SOCLEAN"

the quickest sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY Limited

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

Waterloo - - - Ontario

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut

The finest made

Brokers

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

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

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

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

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

SHELLED WALNUTS GOOD BUYING AT PRESENT PRICES

Spot stocks of shelled walnuts are very large and as this is the quiet season for nuts, some importers are selling at prices below what they can be replaced at. When present stocks are reduced it has been intimated that prices would go up.

CALIFORNIA ALMOND CROP LIKELY TO BE SHORT

California nut growers report that the crop prospects for almonds this year will be very short due to severe frosts and lack of rainfall.

CATSUP THAT WILL KEEP IS MADE FROM PARKE'S CATSUP FLAVOR AND PRESERVER

A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

NO ADDITIONAL SPICES REQUIRED

Retail price 25c per bottle
One bottle is enough for a bushel of tomatoes.

Wholesale Price \$2.25 per Doz., \$27.00 per Gross
PARKE & PARKE, LIMITED
McNab St. and Market Sq., HAMILTON, ONT.

REFINED SUGAR

PROMPT SHIPMENT

Write for Prices

JOHN GARVEY & SONS

Wholesale Grocers

LONDON, ONT.

GROCERS

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

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

Phone 1577

BREAKING FEARS AND FLEETING

GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE. SUPERSEDE ALL OTHER STYLES FOR BURNED GAS LIGHTS.

P. M. Moore & Co. Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY

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.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS

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

If You Want
TOP MARKET PRICES
for your shipments of
DAIRY BUTTER
EGGS AND LIVE POULTRY

ship to

Crescent Creamery Co.
Limited

WINNIPEG — MANITOBA
Correct Weights—Daily Remittances

Wanted

Rates For Classified Advertising

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

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

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

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

WANTED

WANTED—MALE OR FEMALE, EXPERIENCED clerk for country general store, must be live wire, versed in all lines in general store (especially dry goods), and furnish best of reference. Furnish reference and all particulars with first letter. Would consider partner with some capital; about sixteen thousand invested in stock and buildings. Apply Box 145, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—A PARTNER FOR A GENERAL store business. A good live single man, with about \$1,000 to invest. Can show books with all records of the business. All replies treated confidentially. Box 174, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—REPRESENTATIVE WHOLESALE jobbers to take our line of Chocolates and Candies in Toronto, Winnipeg, Edmonton, Calgary and Vancouver. Must be reliable. Apply Canadian Candy Co., Ltd., chocolate and candy manufacturers, Quebec.

WANTED EXPERIENCED Traveller with connection by old established Packing House for ground between Toronto, Ottawa and Montreal, and the Ottawa Valley. Apply to box 190, Grocer, Toronto.

WANTED—EXPERIENCED MANAGER FOR established wholesale grocery. Must be shrewd buyer and be well recommender. State salary. Box 194, Canadian Grocer, 153 University Ave., Toronto, Ont.

GENERAL STORE WANTED—WILL PAY \$2,000 cash (if any balance can give best security), for a store, preferably in Ontario. Please give particulars. Box No. 188, Canadian Grocer, 153 University Ave., Toronto, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co. Limited, 113 Sumach St., Toronto.

BAKER'S COCOA and CHOCOLATE



Registered
Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Waiter Baker & Co. Limited
Montreal, Can., Dorchester, Mass.
Established 1780

FOR SALE

STOCK OF GENERAL MERCHANDISE FOR sale. Only store in good town, doing fine business. Will sell or rent buildings. Stock about \$8,000. Fred L. Shepard, Warner, Alta.

FOR SALE—LIVE GROCERY BUSINESS IN city of 15,000. Big turnover. Good reasons for selling. Box 180, Canadian Grocer, 153 University Ave., Toronto, Ont.

GOOD OPPORTUNITY TO BUY A FIRST- class general store business, in good farming locality, sixteen miles from town, six from nearest village, three miles from railway station. Stock about \$5,000, turnover about \$15,000. Post and rural distributing office. Good orchard, also stable and dwelling. Good reasons for selling. Box 184, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—BUTCHER AND GROCERY BUSI- ness in Toronto. \$5,000. Turnover \$65,000. Stock about \$3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GOOD COUNTRY BUSINESS. Stock, store, outbuildings and residence. Particulars apply to W. Geo. Gauley, Vars, Ont.

WHOLESALE GROCERY BUSINESS FOR sale in one of the best locations in the Maritime Provinces. Best of reasons for selling. Unless you mean business do not write. "Wholesaler," Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—EXCELLENT GROCERY STORE property in thriving farming centre in Middlesex County. For further particulars, write S. B. Arnold, Barrister, Chatham, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

OPPORTUNITIES ARE BEING
OFFERED EVERY WEEK
ON THIS PAGE. ARE
YOU MAKING
USE OF
THEM

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
La Prairie (Montreal) Que.

VERY
EFFICIENT
RELIABLE

Character—

You judge a person's character largely by his outward appearance. Just so is the character of your store largely judged by the appearance it presents to the buying public. Cleanliness—one of the greatest assets of any store.

Imperial Floor Dressing helps you enhance the character of your store. It keeps your store and its merchandise clean—dust *cannot rise* from the floors when treated with *Imperial Floor Dressing*. One gallon covers a floor surface of 500 to 700 square feet, and one application will last for months.

Imperial Floor Dressing preserves the surface of wood, linoleum or oil cloth. It is non-gumming and non-evaporating. The only sanitary and satisfactory way to dress your floors.

IMPERIAL

FLOOR DRESSING
(Standard)

(Formerly "Imperial Standard Floor Dressing.")

sold in gallon and four-gallon lithographed cans, half-barrels and barrels. Ask the Imperial Oil Salesman for prices and demonstration.

"Made in Canada"

IMPERIAL OIL LIMITED
Power · Heat · Light · Lubrication
Branches in all Cities

CANADIAN GROCER

CHARMS

The Original Fruit Tablet in Package form

The sale of CHARMS is increasing daily, so rapidly, that it is almost beyond belief. CHARMS are now recognized as the greatest success in the candy world. Need we say any more?

Dealers all over Canada have been cashing in on CHARMS. Are you among them?

If not, you are robbing yourself of rapid sales, large profits and an opportunity to attract new customers.

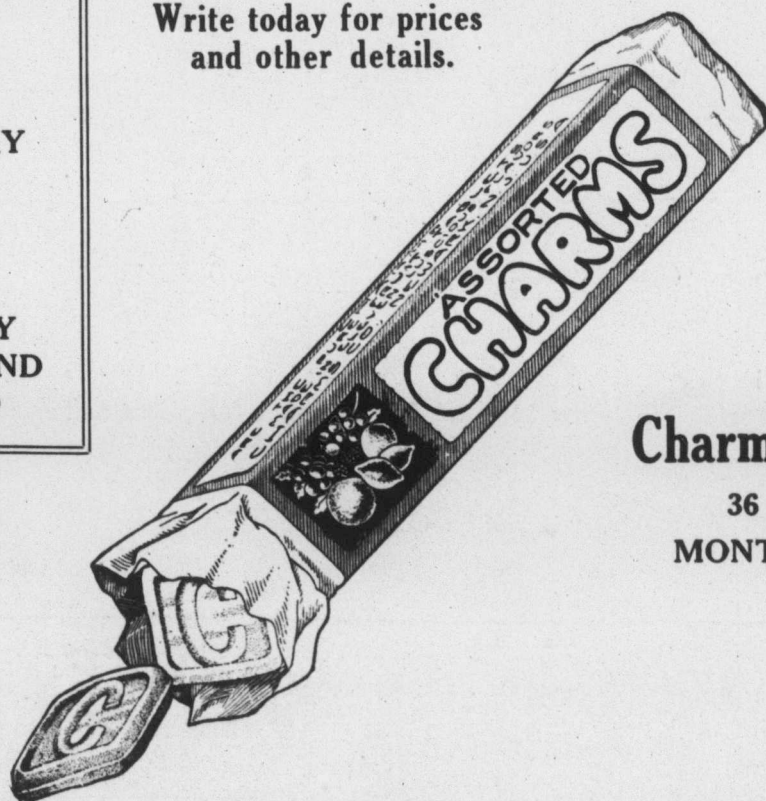
Eleven Luscious

Flavors

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

Don't waste a minute!

Write today for prices
and other details.



Made By
Charms Company Ltd.,
36 St. Paul St. East
MONTREAL CANADA