

# CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JUNE 6, 1919

No. 23

## WHITTALL CANS

for

Meats Vegetables Milk  
Syrup Fish Paint Etc.

*PACKERS' CANS*

Open Top Sanitary Cans  
and

Standard Packer Cans  
with Solder-Hemmed Caps

**A. R. Whittall Can Company, Ltd.**

**MONTREAL**

*Established 1888*

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

## Your Advertising

You personally may not do any newspaper or pamphlet advertising; but every advertisement is **your** advertisement that is inserted by the manufacturer to promote the sale of his product which you stock and sell.

Pick out the products in your store which are advertised for your benefit and display them prominently. Try to show these displays when the advertisements appear. You will then direct to your store the demand that the advertisement creates.

When you link up to the Giant Advertising, and get the benefit of his power you are bound to be rewarded for your endeavors.

O-Cedar Polish and O-Cedar Polish Mop advertisements appear every week in the leading newspapers of Canada. This in addition to our other advertising.

We can supply you with beautiful hangers, Grocery Store transfers and electros. Send a post-card notifying us of what you need in the way of Advertising Material—and it will be sent prepaid direct to you.

**Channell Chemical Company,**  
Limited  
TORONTO



# O-Cedar Polish



# Let Us Tell You The Reasons Why

**Borden's**  
MILK PRODUCTS LEAD IN QUALITY

**F**IRST, the finest dairy section is selected, then the milk of the best herds of cows is contracted for. This is how the Borden factories are placed to get the best milk possible. After this comes the Borden regulations which control the quality of the milk, the handling, keeping the cows clean and healthy, the milking and the delivery of the milk to the factory. The keenest inspection is kept up, with the result that the Borden organization has fixed the standard of the milk wherever their factories are located.

Upon the right handling of the milk in the shortest possible time after milking depends the purity as much as the quality of the milk depends on the care and feeding of the cows. It is this proper handling made possible by the unparalleled facilities of the Borden organization that has popularized the Borden Milk Products and placed them in the first row of nearly every grocer's shelves in Canada, and produced an ever-increasing demand for him to supply.

## Borden Milk Co., Limited

*Leaders of Quality*

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

# Is Your Bank Account Positively Protected?

**I**F a crook gets possession of your check, raises it to any amount you dare think of, and cashes it at the bank, what evidence have you to show that the fault is not yours?

Don't trifle with your bank account. You can get "standard protection"—for the first time at the ridiculously low cost of **\$10.00**, the price of the

## **DIMUNETTE CHECK PROTECTOR** FOR PERSONAL AND BUSINESS USE

It is true, a Dimunette Check Protector may never save you a cent. And it may save you every dollar you're worth.

That's why the jobbers are co-operating to get every merchant to protect his bank account—to drive the check

crooks away from the grocery trade.

Folks who hesitated to get check protection lost over \$20,000,000 last year alone.

Get a demonstration at once. Ask the next jobber's representative who calls.

**\$10<sup>00</sup>**

Will buy "Standard Protection" for your bank account. That is the process by which the check paper is shredded and impregnated with acid-proof ink. Standard protection **HAS NEVER FAILED**. It defies the wiles of every check crook.



**W. G. PATRICK & CO. LIMITED**

MONTREAL

TORONTO

WINNIPEG

IF YOUR JOBBER CAN'T SUPPLY YOU, WRITE US DIRECT

# Tomato Soup

Its Delicious Flavor of  
Red Ripe Tomatoes  
Appeals to Every  
Taste—



THE GOODNESS  
GOES IN  
BEFORE  
THE LABEL  
GOES ON

It Pays to Carry  
A Good Stock of  
This Popular Line.

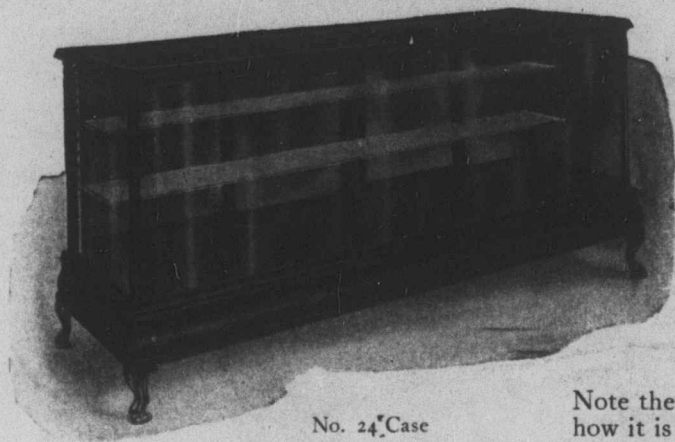
Ask Your Jobber or Wire Direct



**DOMINION CANNERS, LIMITED**

Hamilton, Canada





No. 24 Case

Think how much easier to sell goods displayed in a show case like this

Note the good looking appearance of the show case. Mark how it is built to give the contents the very maximum of effective display. Compare the looks of this equipment with the lumber counter that, perhaps, you are still doing business with.

If you think this case would look good in your store, write us to-day for all particulars and for complete illustrated list of the entire Walker Bin family of Counters, Show Cases and Wall Fixtures.

Whatever your Fixture requirements are we can supply you. Send plan and state what you want.

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

Only Selected Mature Haddock



Only Selected Mature Haddock

1-lb Tin contains 16 oz. net.

1/2-lb Tin contains 8 oz. net.

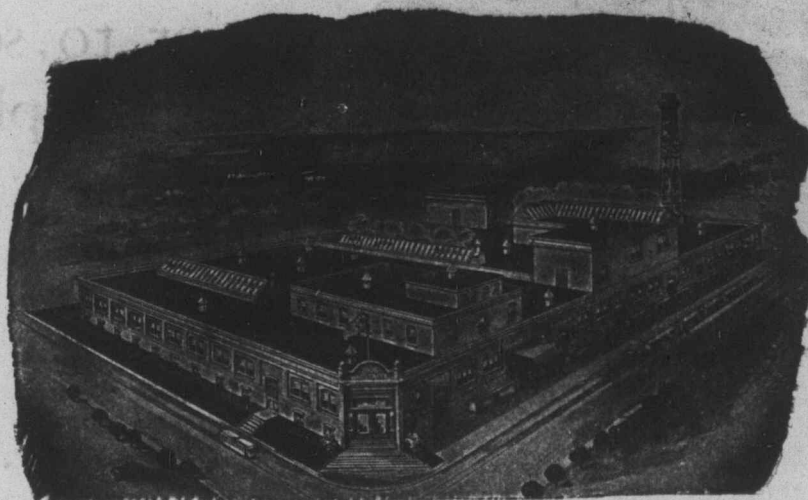
A pound tin contains as much Fish without any waste and ready for use as a fresh fish weighing 3 pounds. Sold by leading Jobbers everywhere.

Packed only by

**The Thistle Curing and Canning Co.**

Arthur P. Tippit & Co., Agents, Montreal

Prepared  
in  
Copper  
Kettles  
Boiled  
in  
Silver  
Pans



Packed  
in  
Gold  
Lined  
Pails  
and  
Glass  
Jars

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

# WAGSTAFFE'S

NEW SEASON'S 1919

## STRAWBERRY JAM

Now Ready for Delivery

*Order from Your Wholesale Grocer*

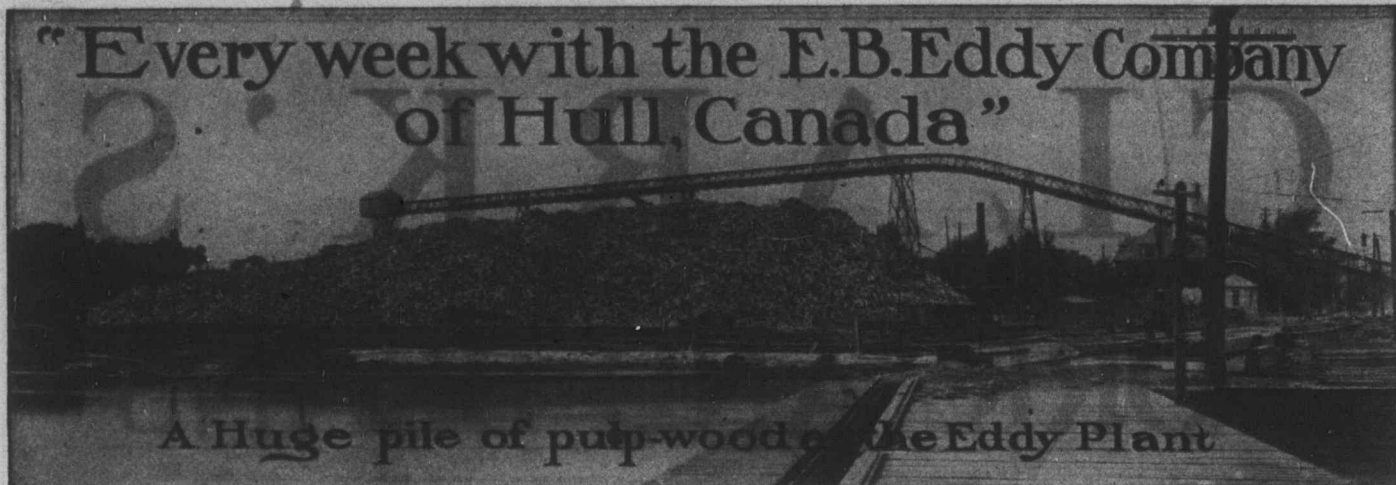
# WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA





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

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated June 6, 1919

Being No. 37 in the Series

**Busy Scenes in the Eddy Company Paper Bag Factory**

ALTHOUGH not by any means the largest of the factories at the E. B. Eddy plant, the Paper Bag Factory is certainly one of the busiest. The work of paper bag making is carried on by quick-fingered girls who take care of the most ingenious machines. The speed of these machines is exceedingly rapid. They have to be fast to maintain an output of a million bags per day.

Every particle of paper used in Eddy Company paper bags is manufactured at the Eddy plant out of wood pulp by the clean, careful processes of which you have read. The factory in which the bags are made is airy, and brightly lit by many windows. The girls who watch the machines are a merry, healthy bevy, as nimble at their work as the girls of the match factory, and as happy in the doing of it.

Special rolls of paper of various necessary sizes are used for the manufacture of Eddy Company paper bags. These are delivered as required to the bag factory, and feed the eager machines in almost ceaseless succession. Paper bags to hold from a few ounces to a great many pounds are all manufactured at various rates of speed.

The little quarter pound bags come tripping out of the machines at the breathless pace of 225 per minute. It takes a bright alert girl to see that they arrive in perfect order and all efficient for service. Sixteen pound bags proceed more slowly—at about a hundred per minute—and girls who are new to the business begin with the making of the bigger bags.

The same sort of machinery makes both big bags and small, so that a girl who has learned to manage a 16-lb. bag machine can go on to a faster running machine, making smaller bags as she grows expert. How the machines work will be told here next week.



EDDY'S

THE BEST  
BAG  
MADE

OUR GREAT SPECIALTY

SELF-OPENING, BOX-SHAPED  
GROCERY BAG

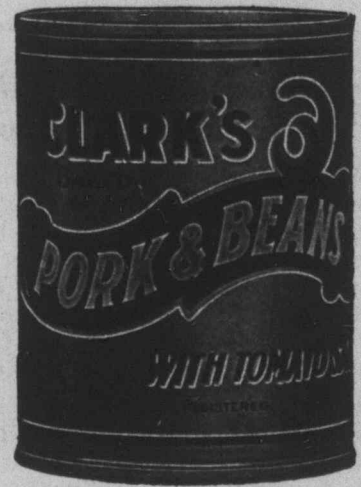
Watch for articles in this series describing the making of Eddy paper bags

# CLARK'S

## PORK AND BEANS



with  
Tomato  
Chili  
or Plain  
Sauce



If you want *New* business, if you want *Repeat* business, if you want *Increased* business, Mr. Grocer, carry and display **CLARK'S PORK AND BEANS.** They have

**THE REPUTATION, THE QUALITY AND THE SALE**

**W. Clark, Limited**

*Clark's*

**Montreal**





Announcing—

: The New :  
**SURPRISE**  
 : Wrapper :

**TO THE TRADE:**

*War conditions have made it impossible to continue the colored Wrappers used for so many years on "SURPRISE" Soap.*

*In future "SURPRISE" Soap will be enclosed in a New Wrapper, which is simple in design, Made in Canada, and readily identifies "SURPRISE"—the Highest Grade of Laundry Soap.*

*For over thirty-five years "SURPRISE" Soap has been used in Canadian homes; the same high Quality standard of the Original formula has always been maintained, with any improvements that skill and modern manufacture have brought about. It is in a class by itself for Household use.*

*We would greatly appreciate your co-operation in making your customers acquainted with the change in the Wrapper, and calling their particular attention to the quality of the Soap itself. The Wrapper only is changed, and for the reasons stated. "SURPRISE" is the same High-Grade Laundry Soap as always.*

*Yours truly,*

**The St. Croix Soap Mfg. Co.**

**St. Stephen, N.B.**



# EUREKA

## REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.

Don't repeat last summer's waste.

Get a Eureka.

Write for our new catalogue.

**Eureka Refrigerator Co., Limited**

Head Office : Owen Sound

Branches : Toronto, Montreal, Hamilton



# HOPS

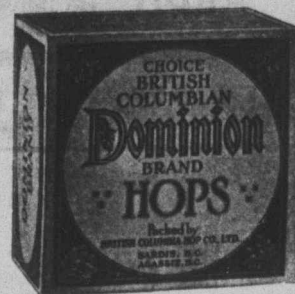
In Quarter and Half Pound  
Full and Short Weight Packages

**BUY DIRECT FROM THE PRODUCER**

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at  
Sardis, Agassiz,  
B.C.

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



**Largest Hop Growers in Canada**

Write for Prices—Samples

# Wantmore

## PEANUT BUTTER

The Finest Spread  
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable. Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

Ask your jobber for it, or write direct to us.

**R.L. Fowler & Co., Ltd.**

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

# California Lemons

(Very Keen Demand)

Winesap Apples

Strawberries

Pineapples

Oranges

Tomatoes

Cabbage

Mixed Vegetables

Kindly Phone, Write or Wire Your Orders.

**McBRIDE BROS.**

House of Quality

35 Church St.

Toronto



# Nature's Own Device

## —Use It to Win Trade to Your Store

Nature has given the orange an alluring color just to induce people to EAT this healthful fruit. Make a One-Week Display of oranges in your window. See how that ATTRACTS TRADE TO YOUR STORE.

### California Produces Oranges the Year Round

This year's crop of California summer oranges is the largest in history. More than 7,000,000 boxes of this delicious fruit will be shipped during the summer months: so there will be enough for everybody—and at reasonable prices.

**D**ON'T attempt a fancy display with neat pyramids of fruit. That isn't necessary.

Simply use a window, or a part of a window, to make a *mass* display. Use three or four boxes at least, letting the oranges place themselves as they happen to fall when you pour them out.

### Note How They Sell

Place a price card on the display. Then compare how those oranges sell all that week with the way oranges have sold in your store during other weeks.

Note the faster turn-over; the increased profits; and the new trade that comes into the store to buy oranges as well as other goods.

See how the beautiful color of this fruit seems to attract people to it. Observe how much more frequently you have to buy oranges to replenish your stock, without investing any more capital, and how much more profit each week brings thereafter.

## Use Sunkist

### —The Advertised Oranges

Make the displays with Sunkist oranges and let the people know they're Sunkist. Sunkist are advertised to millions of women every month and are the most acceptable oranges therefore.

Try this plan now. Put in your mass display today for a week, and note the results of that one week's sales.

You'll have orange displays regularly—we believe you'll

have one permanently, when you have tried one in this way.

### Let Us Help

We are offering eleven different kinds of assistance to retailers to help promote their sales of Sunkist Oranges and Lemons, and we want to help you too.

Send the coupon for our "Merchant's Display Material Option List" and select the kind of aid you want.

Do it now. Mail the coupon before you turn the page. Start now to make more money on your fruit.

# Sunkist

## Uniformly Good Oranges

### The Best Fruit to Display

### California Fruit Growers Exchange

A Non-Profit, Co-operative Organization of 10,000 Growers  
Los Angeles, California

We will send a booklet telling about "Salesmanship in Fruit Displays."

California  
Fruit Growers  
Exchange  
Dealer & Service Dept. 12  
Los Angeles, California

Please send me your  
"Merchants Display Material  
Option List" without any obligation on my part.

Name .....

Street .....

City..... Province .....

**Imperial Rice Milling  
Co., Ltd.**  
VANCOUVER, B.C.



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

**DESICCATED  
COCOANUT**

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

**Our agents are:**

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

**Dodwell & Co., Ltd.**  
*Importers & Exporters*  
VANCOUVER

**SNOWCAP  
PILCHARDS**



Delectable  
and  
Dainty  
Hand  
Packed

BY  
**The Nootka  
Packing Co., Ltd.**  
NOOTKA, B.C.

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

EXCLUSIVE DISTRIBUTORS  
**Dodwell & Co., Limited**  
VANCOUVER, B.C.



**MACARONI**

The pure food that builds Muscle  
and Bone at small expense

**FULLY GUARANTEED** and  
*Very Profitable to the Grocer.*

MANUFACTURED BY THE  
**Columbia Macaroni Co.  
LIMITED**  
LETHBRIDGE ALTA.

**CATCH THE FLY**

By using our

**National Fly Catcher**

*Clean & Sanitary Easy to use*

Made in Canada by the

**National Fly Catcher Co., Ltd.**

Order from your  
Wholesaler

**1598 Delorimier Ave.  
Montreal**





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

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

**KELLEY-CLARKE CO.**  
VANCOUVER, B.C.  
GROCERY AND SALMON BROKERS  
MANUFACTURERS' AGENTS  
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

**Interested in the B.C. Market?**  
We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.  
**Little Bros. Ltd.**  
VANCOUVER

**M. DESBRISAY & CO.**  
Salmon Cannery and Manufacturers' Agents  
VANCOUVER, B.C.  
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

**North West Trading Co., Ltd.**  
*Importers of Australian and Oriental Produce*  
SALMON BROKERS  
DOMINION BLDG. VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING  
**FREE and BONDED WAREHOUSE**  
CAMPBELL BROKERAGE CO.  
860 CAMBIE ST. - - VANCOUVER

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

SAY YOU SAW IT IN CANADIAN GROCER

**ALBATROSS BRAND**  
FRESH BRITISH COLUMBIA  
**PILCHARD**  
CLAYOQUOT-SOUND CANNING CO. LTD.  
J. L. BECKWITH, Agent  
VICTORIA - B.C.

**DIRECTIONS.**  
THIS PRODUCT SHOULD BE KEPT IN THE ORIGINAL CONTAINER UNTIL OPENED INTO BOTTLES AND THEN HEATED.

Your Customers Will Like  
**ALBATROSS BRAND PILCHARD**  
It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.  
**Clayoquot-Sound Canning Co., Ltd.**  
J. L. BECKWITH, Agent  
VICTORIA - B.C.

**Watson's**  
FISH PASTE in 4 oz. GLASS JARS  
Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER  
BLOATER ANCHOVY SARDINE SALMON

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

**A. M. Maclure & Co.**MALTESE CROSS BUILDING  
WINNIPEGIMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents  
300 Montreal Trust Bldg.  
WINNIPEG, MAN.  
Correspondence Solicited**Wholesale Grocery Brokers  
Commission Merchants**410 Chamber of Commerce, Winnipeg  
Personal attention given to all business entrusted  
to us. Established here 1909.  
Correspondence Solicited.  
**GEORGE ADAM & CO.****C. H. GRANT CO.**Wholesale Commission Brokers and  
Manufacturers' Agents  
810 Confederation Life Bldg., Winnipeg  
We have the facilities for giving manu-  
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at  
Regina, Saskatoon, Calgary, Edmonton**Joseph E. Huxley & Co.**Wholesale Grocery Commission Agents  
WINNIPEG CANADA**Macdonald, Adams Company**Brokers and Manufacturers Agents  
Open to negotiate for new lines of  
Grocery Specialties in Western Canada  
502 Avenue Building, Winnipeg**The McLay Brokerage Co.**Wholesale  
Commission Merchants and Brokers  
Write Us Regarding Your Account  
WinnipegSee Page 72 of this Issue,  
it will interest you. It has  
helped others, it may help  
you.

## Donald H. Bain Co.

### WHOLESALE GROCERY COMMISSION AGENTS

**A sales force of competent men.****Ample capital—and the reliability that goes with it.****A record of results—and the prestige that follows it.****An energetic, result-getting organization—with satisfied clients to  
prove it.****Are all at your disposal if WE represent you.****Every branch a business in itself, directed by capable, experienced  
managers.****All varieties of Food Products.****If you want results get in touch with us.****Head Office: WINNIPEG****Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER****ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND**

Canada Food Board License No. 6-490



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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



### The Largest in Western Canada

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

**Williams Storage Co.**  
WINNIPEG  
and  
Winnipeg Warehousing Co.

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

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

### SIX HOUSES IN WESTERN CANADA

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



## CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.  
Both lines are having big sales.  
For the same reason your goods should be among the big sellers.

**Scott-Bathgate Company, Ltd.**  
*Wholesale Grocery Brokers and Manufacturers' Agents*  
149 Notre Dame Ave., East  
**WINNIPEG**

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

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

## LET CANADIAN GROCER Sell It For You

ALBERTA

**D. J. MacLeod & Co.**  
*Manufacturers' Agents  
and Grocery Brokers*  
EDMONTON, ALTA.

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

**PACIFIC CARTAGE CO.**  
C.P.R. Carters  
Office: C.P.R. Freight Sheds CALGARY  
*Distribution of Cars a Specialty*  
Storage and Forwarding Prompt Service

**MacCosham Storage & Distributing Co., Limited**  
MacCosham Bldg., Edmonton, Alberta  
CARLOAD DISTRIBUTORS, CARTAGE AND WAREHOUSEMEN  
*Free and Bonded Storage*  
5 floors---60,000 sq. feet.

## Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE  
STORAGE  
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

## The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

## T. M. SIBBALD & SON

GROCERY BROKERS  
Agent for KELLOGG'S Toasted Cornflakes  
Another Agency Solicited  
311 KING ST. E. - TORONTO  
Storage and Bonded Warehouses

## MACLURE & LANGLEY

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

## LOGGIE, SONS & CO.

Merchandise Brokers and  
Manufacturers' Agents  
Grocery, Drug and Con-  
fectionery Specialties  
Foy Building, - 32 Front Street<sup>t</sup>  
TORONTO - ONTARIO

## H. D. MARSHALL

Wholesale Grocery Broker  
OTTAWA MONTREAL HALIFAX

## W. G. PATRICK & CO.

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



### When Ordering Your Next Stock of Jams

Consider what an advantage it will be to identify your store with such widely known and well proven lines as

*Furnivall's*

Furnivall's Jams are quality Jams — quality fruits, pure cane sugar and made by experts in a factory that is 100 per cent. up-to-date.

### FURNIVALL-NEW,

Limited  
Hamilton Canada

Canada Food Board License,  
No. 14-167

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

## OCEAN BLUE

In Squares and Bags

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

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

Order more from your Wholesaler

### HARGREAVES (CANADA) Limited.

The Gray Building, 24 & 26, Wellington Street, W., Toronto.

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

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## QUEBEC

### ROSE & LAFLAMME LIMITED

*Commission Merchants  
Grocers' Specialties*

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

### THE S. G. BENDON UTILITY CO.

*Brokers and Commission Agents*

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

### JOHN E. TURTON

*Wholesale Grocery Broker*

BOARD OF TRADE BUILDING  
MONTREAL

### C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers  
Commission Agents*

### J. C. THOMPSON COMPANY

*Brokers and Commission Agents*

Montreal, P.Q.

### J. L. FREEMAN & CO.

*Wholesale Grocery Brokers*

ROOM 122 BOARD OF  
TRADE BUILDING - Montreal

Established 1889  
**HOWE, McINTYRE Company**  
Grocery Brokers, Importers and Manu-  
facturers' Agents.  
91-93, Youville Square,  
MONTREAL CANADA.

### MANUFACTURERS

We want Agencies for Food Stuffs  
**FOR QUEBEC PROVINCE**  
References: Royal Bank  
NAP. MORRISSETTE

18 Jacques Square MONTREAL

## MARITIME PROVINCES

### Paul F. Gauvreau

*Wholesale Broker*  
FLOUR, FEEDS AND CEREALS  
84, St. Peter Street, Quebec

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

### GAETZ & CO.

*MANUFACTURERS' AGENTS AND  
GROCERY BROKERS*

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

## Getting Results

A large firm in a Western  
Canada city recently advertised  
in CANADIAN GROCER Want  
Ad. Page for a man to fill a re-  
sponsible position—result 21 re-  
plies. This indicates that the  
want ad. page is followed close-  
ly. The man YOU want to  
reach is reading this page.

## MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service.  
References, Royal Bank of Canada.

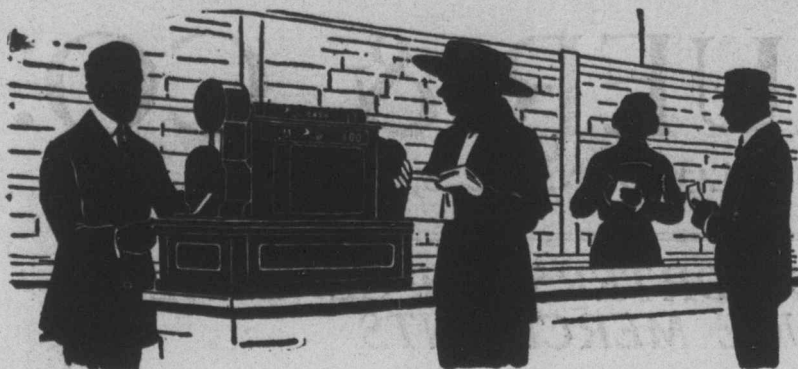
**Genest, Genest, Limited,** Board of Trade Building **Montreal**

# EL ROI-TAN PERFECT CIGAR

Mention this Paper When Writing to Advertisers



# Stores using a complete N. C. R. System can give the public good service



**W**HEN a customer goes into a store and sees an up-to-date National Cash Register on the counter, he knows at once that he is going to get quick, accurate service.

If the proprietor of that store is asked why he uses a National Cash Register he will reply that it is a labor-saving device that helps him just the same as labor-saving machinery helps the manufacturer, railroad man, farmer, and mechanic.

When a customer makes a purchase in a store using an up-to-date National, he can not help but notice how quickly the clerks hand out parcel and change. He notices how careful they are—the smart, modern appearance of the store—the good service and prompt attention that he gets.

Customers are also quick to notice the good values that such stores are able to offer; the accurate printed cash register figures; the freedom from disputes; the absence of errors.

**A modern N. C. R. System is a business necessity because it does so much to increase business and reduce expenses**

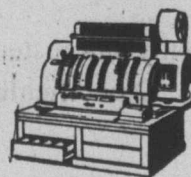
The National Cash Register Co. of Canada, Limited, Toronto, Ont.  
Offices in all the principal cities of the world

## Without a cash register

Keeping store records by hand is as out of date as traveling by stage or fighting with bows and arrows.



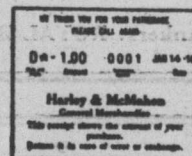
## With a modern National



The most progressive stores all over the world are using and endorsing National Cash Registers.

## Machine-made records

National Cash Register records are printed and accurate. They protect merchant, clerk, and customer.



## Careful, accurate clerks



An up-to-date N. C. R. System is a powerful force in training clerks to be careful, accurate and quick.

## N. C. R. quick service

Cash register service is the fastest in the world. It makes shopping quick, pleasant, and convenient.



Telegrams and Cables—LANDAUER, LONDON  
Standard Codes Employed

*Established 1878*

# LANDAUER & CO.

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

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

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

**SHIPPERS, PACKERS and EXPORTERS  
INVITED TO CORRESPOND**

Bankers: ROYAL BANK OF SCOTLAND

**JAMS  
MARMALADES  
PEELS**

**John Gray & Co., Ltd., Glasgow**

*Established over a Century*

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

**CONFECTIONERY  
MARZIPAN  
CHOCOLATE**



*Agents*

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

Lind Brokerage Co., Ltd., Toronto



*By Appointment to H.M. King George V.*

## From War to Peace

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

# Huntley & Palmers Biscuits

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

## Unrivalled Quality

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

**HUNTLEY & PALMERS LTD.**

Biscuit Manufacturers

READING & LONDON

ENGLAND

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

## The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy. No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

## "Doubtless"

There is no substitute for G. WASHINGTON'S COFFEE.

Way back yonder somebody said, "Doubtless, the Creator could have created a better berry than the strawberry, but doubtless he never did."

No one yet has made a soluble coffee equal to Mr. Washington's wonderful coffee.



**G. WASHINGTON'S COFFEE WENT TO WAR  
HOME AGAIN**

**BETTER THAN EVER**

On the Market since 1909

At the Front since 1914

*Never Sold Under Private Label*

CANADIAN SALES AGENTS:

**Grocers' Specialty Company, 167 William St., Montreal, Canada**



# THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality.

Remember the sale is guaranteed.

## "SALADA"

TORONTO and MONTREAL

New Pack Now Ready

# LIBERTY BRAND

Canned Kippered Herring

Canned Finnan Haddie

Prompt shipment can now be made.

Highest quality, being carefully packed from only freshly caught and selected stock.

Only a limited quantity now unsold.

*Prices and samples gladly furnished on request.*

## GULF PACKING COMPANY

CHARLOTTETOWN, P.E.I.



*Shipping Oranges  
from the Seville  
plantations to be later  
made into Curling Brand Marmalade*

## In Sunny Seville

are grown the sound,  
juicy, well-flavored  
oranges that are used  
in the making of

### "CURLING" BRAND ORANGE MARMALADE



Seville Oranges are famous the world over. They are admittedly the choicest oranges for the making of marmalade and this fact, combined with the care and attention we devote to every part of its manufacture, has made Curling Brand Seville Orange Marmalade a particularly delicious addition to the Canadian housewife's table.

If you are not now selling Curling Brand send to-day for a trial supply and see what excellent selling results a "Curling Brand display will produce.

**St. Williams Fruit Preservers, Limited**

SIMCOE and ST. WILLIAMS, ONT.

**MACLURE and LANGLEY, Ltd.**

**Montreal**

**Toronto**

**Winnipeg**



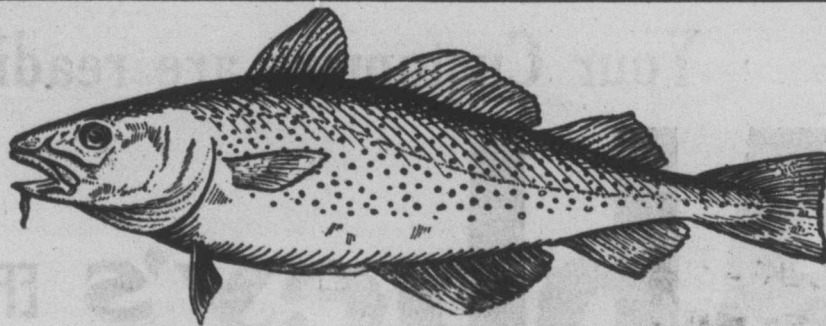
# One Thing To Keep In Mind

**T**O build up a permanent tea trade, the grocer must keep *one principle* always in mind. He must supply tea to his customers that is of the same quality and flavor week in and week out, month after month. Variations in quality and flavor make customers dissatisfied and cause them to go elsewhere for their tea, and eventually for all their groceries.

The safe, sure way of satisfying customers is for the grocer to sell them good tea that he can duplicate at any time. And he couldn't do better than to select Red Rose for his leader. It is always the same good tea, day in and day out, year after year. It is a permanent trade builder, and a big seller.

## T. H. ESTABROOKS CO., Limited

ST. JOHN      MONTREAL      TORONTO      WINNIPEG      CALGARY      EDMONTON



**Shad**

**Gaspe**

**Salmon**

**Mackerel**

Our prices are the lowest. Prompt attention, best services. Always patronize the old and reliable headquarters

Established 1874

**D. Hatton Company**

MONTREAL

### When in Doubt Try the "Want Ad" Page

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

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

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

A Keen's Blue display on your counter, window or shelf will be the connecting link between your store and the wide demand for this "Blue of Blues."

June, July and August are the great Blue selling months.

Never be without a display of Keen's. Feature it to-day and keep it up. Write us for a special display show card.

**Magor, Son & Co., Ltd.**

191 St. Paul Street W., Montreal

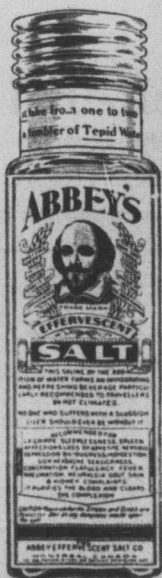
30 Church Street, Toronto



Your Customers are reading about

# Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING



When they peruse the daily papers, they see the advertisements of Abbey's Salt. When they open their favorite magazine, they read about Abbey's Salt. When they are down town they are constantly reminded of Abbey's Salt by the window displays of the dealers who are connecting their stores with the Abbey Salt advertising. Let Abbey's Salt make money for you—stock it—recommend it.

**THE ABBEY EFFERVESCENT SALT CO., MONTREAL**



# CANADIAN GROCER

Vol. XXXIII.

TORONTO, JUNE 6, 1919

No. 23

## Making the Window Head Salesman

**T**HAT a retail grocer could sell at a profit thirteen thousand pounds of Kotenashi beans in seven days proves, according to F. W. Welsh, manager of the London Grocery, corner Hastings and Granville Streets, Vancouver, that a retailers' opportunities are just as big as his ideas. No advertising was done in this case except that the large window was filled high with beans, and only beans, and a large card bore the legend,

"Special—Hand-picked  
White Beans 5c  
a Pound"

No one was served for less than five pounds; 25 and 50c bags were already parcelled up, and the public simply walked out with parcels as fast as they could be handed out.

At this time the bean market was at its lowest ebb, and it would appear that some jobber felt himself too well supplied with beans, for Mr. Welsh bought this entire lot for 3½c per lb., so a good margin of profit was realized.

### Featuring Special Purchase

In the same way, on another occasion, Mr. Welsh made a good purchase of onions, and filled the window with these at a price of 12 lb. for a quarter; several tons were sold at a fair margin.

A car of bananas intended for Calgary was opened here and found to be too ripe for forwarding. The London Grocery sold 100 bunches in a day and a half at 25c a doz. They were bought for considerably less.

Another time a wholesaler made an offer of 120 dozen glasses of apple jelly. It was a good article and Mr. Welsh took the lot at a dollar a dozen, filled the window with the jellies and cleaned up the entire lot in four days, at \$1.50 per doz. Four hundred dozen baked bean halves were likewise bought right, and sold at three for a quarter in a few days. For seven weeks the London Grocery sold

**T**HE London Grocery, Vancouver, devotes its windows as a matter of policy to the selling of "Specials." Is this policy successful? These are the facts in support of the case:—

It sold upwards of six tons of beans in seven days.

It sold 100 bunches of bananas in a day and a half.

It sold several tons of onions in a brief period.

It sold 120 doz. glasses of jelly in four days.

It sold 400 dozen tins of baked beans in four days.

It sold 49,000 pounds of flour a week for seven weeks.

Grocery service still an asset. The personality behind the store a great factor in sales. Premiums and guessing schemes tried and found wanting.

1,000 49s of flour a week; the window was filled with flour.

### Fundamentals Not Fads

"In my twenty-eight years in the grocery business there are a few fundamental things that I have learned," stated Mr. Welsh. "I have never changed my proven successful store policies to meet the vagaries of passing fads. I have learned that my window is my best salesman, and if I use it right, it will pay my rent."

### Not Artistic But Sell the Goods

"I have been told often that my windows would break the heart of an artistic window dresser, but the amount of goods my windows sell tell me that I'm using my windows in the way that a grocery window is intended to be used. If any man or any firm wants to use my window, they have to pay me for the use of it. I have discovered also that only about ten per cent. of the public are bargain hunters, and it pays to cater to the majority."

### Self Serve a Passing Phase

I don't think that the self serve and the cash and carry plans will ever supersede

the groceries giving the regular grocery services. My delivery expenses amount to four per cent. on my gross turnover. In order to induce my customers to carry home their purchases, a reduction of more than four per cent. would have to be given. Forty cents on a ten dollar order does not look much to the housewife. Also, I should lose all my telephone business which I have estimated at about forty per cent. of my volume.

### Keeping a Personality Behind the Business

"I have learned also that it is possible to keep a personality back of your business no matter how big it gets, and it pays, and pays well."

Mr. Welsh was asked just what he meant by this. He replied, "Well for instance, the other day I presented one of my customers with a dozen silver knives and forks. It was a silver wedding anniversary, and they had dealt with me for the twenty-five years."

### Tried All The Premium Schemes

Mr. Welsh stated that in his first years in the trade he had tried almost every scheme practised, and originated many more, in the way of guessing contests and premium schemes. He had had huge candles made and had his customers guess how long they would burn. He had had great blocks of maple sugar cast and had them guess the weight, and had even resorted to the time-worn bottle of beans, "but," said Mr. Welsh, "no one is going to sit up night eating more food, or wearing more clothes in order to get a guess, so since I realized this I've sworn off these practices many years ago."

In answer to our question about profits Mr. Welsh said, "In the best days. I have found it possible to clear, over and above salaries, interest on my money invested, etc., about 3½ per cent. The average would run along to 2½ per cent. and at present it is closer to 1½ per cent. For the benefit of myself and my clerks I have this scale tacked over my desk for handy reference. I find many of the salesman calling on me far too optim-

istic regarding the margin which their lines give me. A glance at this scale quickly shows me the facts. You may pass it along if you care for it. I have been a reader of CANADIAN GROCER almost ever since I entered the grocery business."

	Estimating	Profits
1-2 on cost is	33	1-3 on returns.
1-3	25	"
1-4	20	"
1-5	16	2-5 "
1-6	14	2-7 "
1-7	12	1-2 "
1-8	11	1-9 "
1-9	10	"
1-10	9	1-11 "
1-11	8	1-8 "
1-12	7	9-15 "

## Restrict Import of Salmon and Sardines

Government Requires Individual Importing License be Obtained Before Any Imports Are Permitted—Hope Thus to Force Consumption of Canadian Surplus—A Somewhat Fallacious Idea

**T**HE Canadian Government having last year, at the instance of private buyers in Britain, requisitioned all but a small part of the salmon pack of the British Columbia salmon fisheries, and these the poorest grade, is now facing the condition that they were warned would arise at the time that they took this unwarranted action. The chum salmon and pinks, grades never used on the Canadian market, still remain in the packers' hands, and the Government to meet this situation is endeavoring to force the consumption of these goods by an order requiring the obtaining of an individual license for the import of all salmon and sardines. **Force Consumption of Chum Salmon**

The idea of this order is, of course, to force the consumption of the 300,000 cases of salmon at present in store in Vancouver. That this order will have any practical effect in meeting this situation seems far from likely. The Canadian trade has been without the better class of salmon for practically a year, but despite this fact there has been no marked demand for these goods. It would seem that the present action of the Government would only tend to make a bad matter worse. It will probably have the effect of curtailing the consumption of all salmon, which will mean that this trade will have to be built up again.

### British Market Formerly Open

In the past the British market has taken a considerable quantity of chum salmon, and would probably have done so this year had not the Canadian Government encouraged them to take the better grade, the goods that had a keen sale in Canada, instead. Australia also has been a good market for these goods. It would seem that the reasonable course for the Government, they having been the instruments in inducing this condition, would be to find a market elsewhere, instead of adopting the impractical measure of trying to starve the market into the acceptance of goods that they have never received favorably.

### Imported Sardines Also Banned

The licensing of imported sardine shipments seems hardly more logical. The reason given is that:

There is a glut of Canadian sardines, and 40,000 cases of 25 pounds each be-

yond immediate demand await a market, and the canneries of the Atlantic coast will probably remain closed until July 1st, throwing 2,000 people out of employment for two months.

This is certainly a serious enough situation, but again it is questionable whether the banning of imported sardines would in any way remedy this condition. As far as the market goes the selling price will always be a sufficient protection for the Canadian article. But it will not of necessity induce people accustomed to the use of imported sardines to use the Canadian article. There is unquestionably a market for these goods, but the market is not necessarily Canada, and while this

## What About Canned Fruit?

Peaches Probably Up a Dollar a Case—Despite Good Crop Prospects in California, Competitive Bidding Sends Fruit Prices Skyward

**T**HE canned fruit situation as explained by one of the large California packers, to their brokers, is this: "It has been the usual custom for us to contract with our growers year after year for the amount of fruit that advance sales indicated could be marketed. Each year, after the more particular packers had taken their requirements, the other smaller packers, who put up a pack for a cheaper trade, bought what was left at considerably less money, using up all the odds and ends and tag ends of the various crops. It would appear, however, that this year the Eastern jobbers, thoroughly aware that a great demand for canned fruit has been created in Europe, have practically tumbled over themselves to secure in advance what they estimated they would need in the canned fruit line. Without prices they have insisted on their orders being taken subject to opening prices when named, and have even given their orders to the small packers on a "cost plus" basis. This has permitted the small packer to do what he has never been able to do before, namely, to go out in advance and contract for his supplies from the fruit farmers.

measure may appear to be the easiest way of meeting the situation, it does not appear to be the wisest or most effective.

### JAM DECONTROLLED, BUT NO EXPORT LIKELY

Special to CANADIAN GROCER

LONDON, MAY 26.—Jam has been decontrolled in the United Kingdom as regards quantity, but the maximum prices remain in force until further notice. It has been stated publicly that efforts are being made to wind up the British Ministry of Food by November the 15th, so that freedom of food distribution may come before the Fall.

These changes, however, are not likely to affect the export situation as far as jam is concerned, since the public have been officially warned not to expect the increase in the amount of jam available for distribution prior to the next jam season. Retailers, wholesalers and manufacturers may now purchase from any supplier any quantity of jam which they may be able to obtain.

The British Consumers' Council is opposed to the winding up of the British Ministry of Food. The fear is entertained that there is trouble ahead for the food supply of the United Kingdom if it is placed at the mercy of the open markets at a time when what amounts to a state of famine exists in large areas of Europe.

### Forced Market Up

As previously explained, the fruit farmers expected their usual customers to contract again this season as usual, and in order to break into this business these dozens of small packers, backed by "cost plus" contracts from their customers, offered more money to the farmers than had ever been paid them before. The large packers had to secure fruit to meet the demand they have created, so they have had to meet the high prices. In this way highest prices on record are being paid the farmers in spite of the fact that the California apricot crop promises to be big, the pear crop large, and the peach crop expected to be a record. What the canners are willing to pay, the evaporators will have to pay. Asparagus canners claim, that they are not doing well for themselves at the prices they have to pay, so it would certainly seem that 1919 is without doubt the fruit farmers' year. It is expected that on canned peaches, for instance, a good pack will command for 2½¢ about \$1 per case higher than last year's prices.



# How to Handle Accounts Receivable

Greater Accuracy Obtainable With Fewer Motions and Less Work—Scrutinizing the Actual Work of Accounts

By HENRY JOHNSON, Jr.

**A** CORRESPONDENT brings up a question the solution of which may lead to the elimination of much lost motion in accounting with greater practical accuracy. That is, provided the keepers of bigger businesses than mine agree that my way is adaptable to their needs. Here is the problem.

Dear Sir:—In my system of bookkeeping, in figuring up a month's total of "charge sales," I include the figure of "cash loans" to customers, that is, whenever I loan a customer \$5 that charge is debited against his account in petty ledger and is carried along with the total of his account for that month. Then, in arriving at the "charge sales" figure, I simply take the total of the balance shown in petty ledger at end of month, deducting, of course, the balance carried over from the preceding month. This "charge sales" figure is then carried from my Journal and debited to "Accounts receivable" and credited to "Merchandise." Also, on my Cash book I have a separate item "Cash Loans to Customers" showing the amount of money paid out in this way. This figure is posted from Cash book to Ledger as debit to "Accounts Receivable" also. From this you will see that I have made a double debit against "Accounts Receivable" of the amount of my cash loans (one from Cash book and one from Journal, the latter being included in "charge sales" figure). My practice has been in the past to correct this at the end of the year by crediting "Accounts Receivable" and debiting "Merchandise" with the amount of cash loans. However, this year I find that my General Ledger balance of Accounts Receivable checks almost to the dollar with actual outstanding balance on petty ledger without making this adjusting entry. Can you explain why this is, without it was due to some counter error in the entries during the year? And please also say whether the balance on my "Merchandise" account should not be right, so long as the "Accounts Receivable" balance is correct. That is, if one is right, the other must be right. I shall appreciate it very much if you can enlighten me on this point.

Maybe I should be brave enough not to sidestep such an inquiry, but even so, I do not know that I should be more than guessing if I did not, so I shall do it. When accounts do not balance as, according to all rules, they should. I know of only one way to reach the trouble. That is, to check back with an adding machine until the trouble is located. So I must decline to try to say off-hand whether the correctness of Accounts Receivable establishes the cor-

rectness of the Merchandise account. The lack of balance may be due to something entirely foreign to the account adversely affected, the similarity of amount being merely coincidental

### Why Have the Account at All?

But I can say this: That I cannot see the use of having any Accounts Receivable account at all. A generation ago my father used to struggle with it. After he died, I tried it for a while. I never knew it to balance with the inventory of the accounts themselves. It only reached a rough approximation. Yet it took a lot of work, in those days before machine bookkeeping was thought of. So I cut loose and dropped it. I adopted a plan which, for any number of reasons, I think superior, and which I believe is adaptable to any except the very largest businesses. I can understand how a merchant who sells \$1,000,000 a year or more, who has a corps of accountants, each of whom specializes on some branches of the bookkeeping, and who wants to know daily where he stands, should wish to carry that account. But for any smaller man, and, in certain lines, for any man at all, I believe the account is superfluous, except for the absorption of time and grey matter.

From the time I discontinued the Accounts Receivable account I treated merchandise sold on credit as merchandise still on hand. At inventory time the entry to credit of Merchandise would read:

Stock on hand .....	\$4,200.00
Accts. outstanding ..	\$2,400.00
Less 10 per cent. . . .	240.00
	<hr/> 2,160.00
	<hr/> \$6,360.00

Inventory produced the first figure. It produced the second also, but by a method I like to tell about every chance I get, because I think it is something no merchant can know too intimately, too thoroughly, or from too many angles.

First, my accounts were taken individually, cast up and valued as accurately as my most conscientious estimate of what I could expect to get out of them enabled me to value them. I used to think of them as belonging to some other merchant, and that I was merely an estimator of the value of his assets. So my figures were very conservative. Many a time I have marked an account zero, which later has paid 100 per cent., but that offset others on which I estimated 40 per cent. and which paid nothing at all. Then, after the items were boiled down in this way, I carried

the total to the Ledger, as shown, and took off a blanket 10 per cent. for extra good measure.

I like this system, not only because it saves time, but because it puts accounts outstanding on a plane with stock on hand. No man can follow such a system very long without asking himself whether his outstanding accounts deserve to be put in on a par with merchandise in his store. If he asks himself that question and the answer comes to him that they do not so deserve, what is the inevitable conclusion? Surely that he must make them deserving of that place and par.

### What Are Accounts Worth?

Such process of squeezing all water out of outstanding bills and then questioning their tangible value is bound to make any merchant more cautious about extending credit. If he is going to count on a certain asset in his accounts, he must know that it is reasonably worth the figure at which he inventories it. He is then going to scrutinize every applicant more carefully and watch those on his books more keenly every passing week. It was so with me, and the result was that my accounts proved to be nearly 98 per cent. good.

The process of charging for money loaned under this system is very simple. It is charged against the customer just like merchandise, and a paid out slip for the amount is put into the register. At the end of the day that item is run into the petty purchases of merchandise and so gets into the merchandise purchases along with butter, eggs, etc.

As accounts are paid, the sums thus obtained are rung into the register along with cash sales, so in this way the total cash receipts, unless for some odd item which can be cared for according to its character, become sales of goods eventually. At the same time, every account can be ascertained in short order, especially with the modern accounting machinery now commonly in use. My correspondent can tell exactly how much he has outstanding from his petty ledger at any time. There need be no objection, of course, to keeping a current memo of bills outstanding, but it will save much time and obviate a lot of bookkeeping if that account be kept merely as an approximate memorandum, and not relied on as an integral part of the system.

I fear I have not said much of value, but shall be pleased if others will express their views, for the general good.

Continued on page 51



## Montreal Confident—Takes No Chances Strike Epidemic Will be Limited Here, it is Thought—General Sympathetic Attitude Unlikely—Grocers' Buying Has Not Been Abnormal

**I**N spite of the fact that the riot insurance companies have been doing a tremendous business, totalling, it is estimated, upwards of twenty million dollars, Montreal faces the possibility of a strike with decided calmness. Many of her grocery distributors scout the very suggestion of a big general strike materializing, and in support of their belief, they cite the fact that Montreal has been going about her work in the same methodical manner as has obtained for months past. There has been no apparent rush, no uneasiness in a big way, and nothing of the sort is anticipated. Business is and has been good, and there is evidence of stability continuing.

In speaking with some men of the wholesalers of Montreal, CANADIAN GROCER was impressed with the unanimity of expression regarding the soundness of conditions in the city.

Zephirin Hebert, president of Hudon, Hebert and Co., Ltd., wholesale grocers, asked as to the trend of buying on the part of retailers, stated that there had been a better buying spirit of late, but this has been due to a changed sentiment of the retailer regarding the possibility of declines developing. "For the past two months business has been much better and the merchant has had more confidence," said Mr. Hebert. "The trade realizes that prices are bound to continue on a firm basis and he is not afraid when he knows that he can realize his own profits."

Mr. Hebert, asked as to his views regarding strike troubles, expressed his belief that there will be no general strike, even though some difficulties might come. These, he believed, would be of a very restricted character. His advice to his clients had been that of anticipating one's needs in a sane and reasonable way. Shipping problems might arise in the nature of events, and it would not be amiss for the dealer to weigh his requirements and provide himself with requisite merchandise needed by his trade. But as to stocking up more heavily in anticipation of a big general walk out, is something that Mr. Hebert has not found to manifest itself to any extent, if at all.

J. Z. Langevin, sales manager of Laporte, Martin, Ltd., Montreal, said: "I do not think that the Ontario strike will have any effect here. Business is good, but there is no indication of grocers stocking up heavily because of expected trouble, nor do we expect anything of the kind."

Mr. Johnston, of Herron-LeBlanc, Ltd., wholesale spices, thinks that there is not the slightest indication of trouble in the way of a large strike developing in Montreal. "The preponderance of better judgement would discountenance anything of this nature," sizes up Mr. Johnston's viewpoint. Buying has been better of

late, but this has been due more, Mr. Johnston said, to the possible scarcity of some lines by stimulated and heavier buying at outside points.

E. C. Locas, of Z. Limoges, Reg'd., thinks that the strike troubles that may develop will be minor ones. He feels that the strikes both in Toronto and Winnipeg may not have been so far-reaching as reports would indicate.

Harper R. Gray, manager Gunn, Langlois & Co., Ltd., wholesale produce, stated that there had been no stimulated buying which would indicate a stocking up in their lines against possible shortages from a strike. There was some dissatisfaction here and there but the married men in particular were little inclined to lend themselves to strike movements and were quite content in the majority of cases.

Altogether there appears to be a good healthy tone to business in Montreal, and a sane and forward policy is, as far as can be gathered, directing the buying tendencies of the trade.

### EARLY CLOSING BY-LAW WILL SOON BE EFFECTIVE

The City Council of Toronto at their fortnightly meeting this week, following much discussion, passed a by-law enabling the early closing of grocery and fruit stores, to go into effect on the presentation of sufficiently signed petitions. W. C. Miller, secretary of the Retail Merchants' Association, stated to CANADIAN GROCER that the petitions necessary are already sufficiently signed, and will be filed with the City Clerk at once. The by-law will become effective thirty days from the presentation to the Board of Control. The council chamber at the City Hall was

## Foresee Big Demand For Beans

Opening Markets in Europe and Asia Promise Big Outlet—  
Stocks in Local Centres Have Been Allowed to Decline—  
Probabilities Favor Advancing Prices

**I**T is the opinion of some well-posted bean brokers that substantial orders for bean shipments will be placed in America for shipment to Europe immediately on the conclusion of peace, or as soon thereafter as shipping space is available. The prevalent reports of surplus stocks of beans has led to a slackening of the buying movement, so that some authorities state that stocks, both in the hands of retailers and big operators, have been permitted to diminish below normal levels, and even in some cases far below.

There are still heavy stocks in California. One authority estimates that in California there are at present nine hun-

packed with both the supporters of the by-law and also by those against it. Representatives of fruit men opposed to the measure pointed out that with such a law, much waste would result during the summer months, as a great deal of the fruit came in between two and five o'clock in the afternoon. The secretary of the Retailers' Association, however, asserted that grocers and fruit-crers were now providing themselves with cold storage equipment that enables them to keep fruit over night without spoiling. It can even be kept over the week-end, so there will be no loss from this source. Mr. Miller also stated that the petitions represented 84 per cent. of the combined strength of the grocers and fruit dealers.

Proceedings from now on in connection with the making of the early closing by-law effective will be clear sailing, and this measure, so long desired by the average grocer, will soon be an accomplished fact.

### GROCER FLIRTS WITH JOHN BAR- LEYCORN

John Olivastri, who conducts a small grocery in the outskirts of Midland, Ont., was recently fined \$300 and costs for his connection with a still located near Penetang. The Italian in charge of operations, which were on an extensive scale, as the still was capable of producing 60 gallons a day, was sent down for six months.

### GENERAL STORE STOCK A TOTAL LOSS

The general store of Pellon & McMeekin, at Hazel, three miles from Hearst, on the Grand Trunk Pacific Railway, was completely destroyed by fire Wednesday, the loss on building and contents being about \$17,000. Owing to the exceedingly high insurance rates because of the frequent danger of forest fires in the far north, no insurance was carried, and the loss will be a total one.

dred thousand bags of small white beans, five hundred thousand bags of large white beans, and four hundred thousand bags of pink, besides a large supply of blackeye Limas. While stocks, therefore, in some quarters, even should the above estimate be too large, are still heavy, they will have to meet a very general world demand. The cleaning up of the local markets will mean a large domestic demand, and in addition to this a very pronounced buying movement from Europe and even Oriental countries, and this may have a marked effect on the market conditions in beans in the not too distant future.



## Peanuts as a Staple Food

By WALTER CHRISTMAS, Montreal

**F**OOD chemists say that the peanut, after the hull and brown skin have been removed, and the nut roasted, is a highly nutritious food. A five cent package of salted peanuts, for instance, is said to equal, in food value, a slice of bread and an eight ounce glass of milk.

Peanuts are grown in several of the Southern States in vast quantities, and then shipped, after the hulls have been removed, in sacks, to the various manufacturers. The price of this appetizing and wholesome food has not advanced in anything like the ratio applying to many other foods not so nutritious. The peanut, as you buy it from the vendor on the corner, is a good food, but as a rule it is not roasted as well as are the nuts which go into salted peanuts.

### An Interesting Process

The making of salted peanuts, is a simple, but an interesting process. The farmer, after he has harvested and hulled the peanuts, shipped them in sacks to the manufacturer. The process of salted peanut-making begins with the roasting in enormous revolving ovens. This is a process which requires expert attention as the flavor depends upon perfect roasting. The proper time to stop the roasting process, is determined by the color of the nut, which changes with the heat.

From the roasting room, the nuts, when cold, are sent by gravity to a lower floor, where they are automatically skinned, broken apart, and the hard kernel removed. This is accomplished by a special machine, which has brushes and fans.

The nuts then drop to the floor below, where they are spread out on a moving canvas belt, on each side of which expert girls pick out those which are not perfect. Again, by gravity, the nuts are sent to the boiling room, where they are boiled and salted, so as to preserve the nut from atmospheric action.

### How to Sell More Nuts

Mr. Christmas believes that the wide-awake dealer should be able to dispose of more nuts. The consumer can be appealed to through the display windows of the store, and it is a trade—that of nut selling—which can be built up extensively, if vigorously pushed.

"One man has just invested \$1,100 in a machine," said Mr. Christmas, "based on the advices I was able to give him, and this machine is now being imported from the United States. It will keep peanuts hot, and it will also pop corn. This same individual disposed of 250 pounds of salted peanuts within three days, and he made a nice profit out of them. This large amount of peanuts was sold through proper display, and I

believe that the nut trade of dealers can greatly be increased if they will give attention to displaying nuts properly in



WALTER CHRISTMAS  
Montreal, who advocates window and other displays as one of best aids to the stimulation of larger nut business by the grocer.

their store windows. It is a profitable line to handle, and good displays will bring big results."

## PRODUCERS SAY MOLASSES WILL STAY HIGH

"The situation on molasses is that of the producer taking the stand that he will hold at his present price until the buyer is willing to purchase."

Asked by CANADIAN GROCER as to the outlook for prices, a Montreal importer made this observation, and to it added his opinion that there would be little recession in the basis of molasses for the present. The producers in the South, this informant declared, were sure that they could hold out for the basis they are asking. "It will just remain a question as to whether the consumer will pay the price for molasses," he concluded, and in the meantime the market is very firm.

Some new crop molasses has come to hand and the jobbers state, in some cases that they are just buying as they require. It is also stated further that the old crop is pretty well cleaned up.

## RETAIL CLERKS FORM UNION

A hundred and fifty retail clerks of Toronto met at the Labor Temple, Toronto, recently, and many of them joined the new union organized by W. Hoops and J. McArthur Connor. More than eighty retail clerks have joined up. Hours, wages and conditions formed the special themes of discussion.

## CARLETON PLACE HAS R.M.A.

Carleton Place has formed a Retail Merchants' Association with these officers; President, J. E. Bennett; first vice-president, F. C. McRostie; second vice-president, C. W. Moore; secretary, G. W. Allan; treasurer, F. A. J. Davis.

## Maple Syrup Crop Below Average

Indications Point to a Loss of 3 Million Pounds in the Average Syrup and Sugar Production—Eastern Townships and North Shore of Quebec Show Marked Declines

**P**RESENT approximations of the quantity of maple syrup and sugar made to date indicate that the crop will this year be somewhere about three million pounds below the average. While a large part of the total supply goes into local consumption of recent years there has developed a very substantial export trade that is now quite a factor in the business. However, where the sugar is collected for export there has been a very considerable increase in the number of bushes tapped, and it is there-

fore expected that the quantity available for export will be at least as much as last year.

Even with the reported shortage, however, there is no tendency on the part of dealers to expect much higher prices than prevail at present, though some changes may become effective about June 1.

The following figures on the production of maple products for the current year was supplied by Smalls Ltd., Montreal.

### Report of Canadian Products, Season 1919

Approximate Crop in Canada Following Counties.	Average Quantity	Approximate Quantity made to date	How disposed.
Beauce County .....	3,000,000	3,000,000	Local and Export U.S.A.
Eastern Townships .....	4,000,000	2,500,000	Mostly Syrup (sold local and Can. N.W.)
North Shore .....	2,000,000	1,000,000	Local, Montreal and Quebec.
Arthabaska .....	800,000	800,000	Local and Export U.S.A.
L'Islet .....	500,000	500,000	Local and Export U.S.A.
Montmagny .....	300,000	300,000	Local and Export U.S.A.
Dorchester .....	1,500,000	1,500,000	Local and Export U.S.A.
Megantic .....	500,000	500,000	Local and Export U.S.A.
Bellechase .....	500,000	500,000	Local and Export U.S.A.
Maritime Provinces .....	350,000	350,000	Local and Quebec.
Ontario .....	4,000,000	4,000,000	Local.
<b>Total .....</b>	<b>17,450,000</b>	<b>14,950,000</b>	

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER . . . . . Vice-President  
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AN ADVERTISEMENT in a recent issue of the *Burk's Falls Arrow* of a store that advertises itself as being interested in Hardware, Furniture, Undertaking and Embalming, springs rather a surprise by inserting the following:—

"Tea—Special 5 pounds for \$2.50."

Without any wish to appear too critical, it seems just a little difficult to place this commodity in its proper department. The price would seem to suggest, however, that it belonged to one or other of the last named.

### A KNOT-HOLE OUTLOOK

THE *Recorder* and *Times*, Brockville, in a recent editorial on the high food prices, is inclined to think that Mr. Thomson's efforts to sell Canadian products in the Old Country, is anything but advantageous to Canada. It reasons quite correctly that if these products were not shipped abroad, they would be cheaper at home.

It is rather pathetic to see the attitude of mind that is growing in newspaper circles, the pinch of 60-cent butter has touched the editor's table, and with more enthusiasm than judgment he starts off tilting against high prices.

The Brockville *Recorder* and *Times* is but one of many newspapers, which seem to favor the retention

of Canadian food products as a means of reducing Canada's cost of living. This viewpoint represents of course a horizon bounded by the back-yard fence, but unfortunately at the moment, all too many newspaper horizons are so bounded. Prices might well be reduced by a curtailment of foreign markets, but so would every other advantage and amenity of civilization. We travel on our railroads by virtue of British capital, and much of our modern civilization has been fostered by the same agency. A business proposition pure and simple, money against trade. But only because trade stands as a protection for this investment

Yet, there are still people, who will suggest the curtailment of markets as a way of reducing prices. They want present day comforts, and primeval prices.

### LABOR MINISTER CRITICIZES RETAILERS

IN last week's issue reference was made to some uncalled for general statements of S. R. Parsons, past president of the Canadian Manufacturers' Association, in regard to retail profits.

The Fort William *Times-Journal*, Fort William, Ont., recently interviewed the Minister of Labor, Senator Gideon Robertson, on the question of the high cost of living, and Mr. Robertson has laid the blame again to retailers and jobbers. In the interview he is quoted as saying:—

"I have enough information before me now to assure myself that jobbers and retailers are the cause of the high cost of living more than wholesalers and manufacturers."

If the Minister of Labor has the information he claims to have, it is his duty to publish it and take what action he deems is necessary to curtail the profits of distributors. It is most unfair for him to make such a statement in such a general way and not back it up by actual results of his investigations.

Undoubtedly if what he claims to be "enough information" were published, it would probably merely give an opportunity to show the fallacy of the conclusion he has reached. We do not believe retail grocers as a class are making excessive profits. Competition is keen in the grocery trade to-day, just as keen as it ever was. This does not permit excessive profits. Our experience has been that grocers, if anything, are inclined to cut prices below a proper point and so to endanger their margin of profit.

It is grossly unfair for anyone, including the Minister of Labor, to criticize any class of business in this way without giving his authority for the ground on which his statements are based.



# Where and When Stores Are Closing

A List of Early Closings in Towns and Cities Throughout Canada Prepared From Information Supplied by Merchants—The Growing Prevalence of the Weekly Half Holiday Demonstrated

## ONTARIO

**DESERONTO.**—Stores close Wednesday at 12 noon, during June, July and August, and every evening except Saturday at 6 p.m. July 2 is an exception, stores remaining open until 6 p.m.

**DUNDAS.**—Stores close Wednesday at 12.30 p.m. all year, with exception of December, and every evening except Saturday at 6 p.m.

**LAKEFIELD.**—Stores close Thursday at 12.30 p.m., during June, July, August and September, and every evening except Wednesday and Saturday at 6 p.m.

**PORT STANLEY.**—No half holiday. Most stores close every evening except Saturday at 6 p.m.

**PRESCOTT.**—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 7 p.m.

**PRESTON.**—Stores close Wednesday noon.

**RICHMOND.**—No half holiday. Stores close nightly except Saturday at 6 p.m.

**RIDGETOWN.**—Stores close Wednesday noon, May to August inclusive, and Monday, Wednesday, and Friday at 6 p.m.

**RIDGEWAY.**—Stores close Wednesday May to August inclusive.

**RODNEY.**—Stores close Friday 1 p.m.

**SARNIA.**—Stores close Wednesday 1 p.m., May to September inclusive, and nightly except Saturday at 6 p.m.

**SAULT STE. MARIE.**—Stores close Wednesday noon, May to end of August, and every evening except Saturday at 6 p.m.

**SCOTLAND.**—Stores close 12 o'clock Thursday afternoons, June, July and August.

**SEAFORTH.**—Stores close Wednesday, 12.30 p.m., May to August inclusive, and nightly except Saturday at 7 p.m.

**SHELBURNE.**—Stores close Thursday noon June 1 to September 14, and nightly except Saturday at 6 p.m.

**SIMCOE.**—Stores close Thursday noon, and nightly except Saturday at 7 p.m.

**SIOUX LOOKOUT.**—Stores close Wednesday at 1 p.m. from May to September inclusive, and every evening except Saturday at 7 p.m.

**SMITHS FALLS.**—No half holiday. Stores close Monday, Wednesday and Friday at 6 p.m.

**SPRINGFIELD.**—Stores close Wednesday noon, June, July and August, and Friday evening at 6.30 p.m.

**STAYNER.**—Stores close Thursday at noon during June, July and August, and every evening except Saturday at 6 p.m.

**STRATFORD.**—Stores close Wednesday, 12.30 p.m., May 14 to September 15 inclusive, and every evening except Saturday at 6 p.m.

**STURGEON FALLS.**—Stores close nightly at 6 p.m., except Monday 9 p.m. and Saturday.

**ST. CATHARINES.**—Stores close Wednesday noon; grocers and butchers the year round, others May to September inclusive, and evenings except Saturday at 6 p.m.

**ST. MARYS.**—Stores close Wednesday, 12.30 p.m., June, July and August, and nightly except Saturday at 6.30 p.m.

**ST. THOMAS.**—Stores close Wednesday, 1 p.m., May to October inclusive, hardware stores July and August, and evenings, except Saturday, at 7 p.m.

**STOUFFVILLE.**—Stores close Friday 12.30 p.m., May to November, and Monday, Wednesday and Friday evenings throughout the year at 6.30 p.m.

**TEETERVILLE.**—Stores close 12 o'clock Thursday afternoons, June, July and August.

**TILBURY.**—Stores close Thursday noon June, July and August, and every night except Wednesday and Saturday at 6 p.m., Wednesday and Saturday at midnight.

**TILLSONBURG.**—Stores close Wednesday noon May to September inclusive, and nightly except Saturday at 6 p.m.

**TROUT CREEK.**—No half holiday. Stores close nightly except Saturday at 6 p.m.

**TOTTENHAM.**—No holiday. Stores close Monday, Wednesday and Friday at 6 p.m.

**TWEED.**—Stores close Wednesday, 12.30 p.m., June, July and August, and nightly except Saturday at 7 p.m.

**THAMESVILLE.**—Stores close Wednesday noon, May 1 to September 1, and nightly except Friday and Saturday.

**VANESSA.**—Stores close 12 o'clock Thursday afternoons, June, July and August.

**WATERFORD.**—Stores close Wednesday, 1 p.m., June, July and August, and every evening except Wednesday and Saturday.

**WATERLOO.**—Stores close Wednesday noon, June 1 to October 1, and nightly except Saturday at 6.30 p.m.

**WELLAND.**—Stores close Wednesday noon, May to October, and nightly except Saturday at 6 p.m.

**WHITBY.**—Stores close Wednesday, 1 p.m., May to September inclusive, and nightly except Saturday at 6.30 p.m.

**WILSONVILLE.**—Stores close 12 o'clock Thursday afternoons, June, July and August.

**WINCHESTER.**—No half holiday. Stores close Monday, Wednesday and Friday at 6 p.m., new time.

**WINDHAM CENTRE.**—Stores close 12 o'clock Thursday afternoons, June, July and August.

**WINDSOR.**—Stores close Thursday at 1 p.m., May to September inclusive, and nightly except Saturday at 6.30 p.m.

**WOODSTOCK.**—Stores close Wednesday, 12.30 p.m., June, July and August, and every evening except Saturday at 6 p.m.

**WEST LORNE.**—Stores close Friday noon May to September.

**ZURICH.**—Stores close Wednesday noon.

## BRITISH COLUMBIA

**CCURTLAND.**—Stores close Wednesday at 12.30 p.m. throughout year, and every evening except Saturday at 6 p.m.

**CUMBERLAND.**—Stores close Wednesday at 12.30 p.m. throughout year, and every evening except Saturday.

**FERNIE, B.C.**—Stores close Wednesday at 1 p.m. all year, and every evening at 5 p.m., except Saturday when they are open until 9.30 p.m.

**PRINCE RUPERT.**—Stores close Wednesday at 1 p.m. throughout year, and every evening except Saturday at 6 p.m.

## ALBERTA

**FORT SASKATCHEWAN.**—No half holiday. Stores close every evening except Saturdays and days preceding holidays at 6 p.m.

**GRANDE PRAIRIE.**—No half holiday. Stores open until 10 p.m. evenings.

## SASKATCHEWAN

**GULL LAKE.**—Not decided on half holiday yet. Stores close every evening except Saturday and days preceding holidays at 6 p.m.

**INDIAN HEAD.**—Stores close Thursday noon from May 1 to August 15, and every evening except Saturday at 6 p.m.

**LLOYDMINSTER.**—No half holiday. Stores close every evening except Saturday at 6 p.m.

**MELFORT.**—No half holiday. Stores close every evening except Saturday at 6 p.m.

**YORKTON.**—Stores close Wednesday at 12.30, and every evening except Saturday at 6 p.m.

## MANITOBA

**CRYSTAL CITY.**—No half holiday. Stores close every evening except Saturday at 6 p.m.

**HAMIOTA.**—Stores close Thursday at 12 noon, from May 15 to August 15, and every evening at 7 p.m.

**MELITA.**—Stores close Wednesday at 12 noon during May, June, July and August, and every evening except Saturday at 6 p.m.

**RESTON.**—Stores close Thursday at 1 p.m. during June and July, and every evening except Saturday at 6.30 p.m.

**WINNIPEG.**—Larger hardware and department stores close Saturday at 1 p.m. Grocery stores at 1 p.m. Wednesday, and every evening at 6 p.m.

Continued on page 51



# Discrimination a Factor in Cigar Sales

Where the Dealer Selects  
He Automatically  
Sells Special  
Brands

**S**ELLING cigars in a grocery store presents certain conditions that do not prevail to the same extent in any other commodity.

It is probable that the habit of buying a certain grade of cigar is stronger than the habit of buying any other line of goods. It is a fact, too, that the suggestion to purchase some particular grade of cigars very frequently comes from a friend of the purchaser who has convinced himself of their value. But, on the other hand, the merchant who in the nature of things cannot stock very heavily of these various brands owing to limitations of space, does by featuring comparatively few lines tacitly put all his selling force behind these lines, as opposed to the hundred and one brands that may have been given greater or at least equal publicity.

Beauvais & Lalonde, St. James Street, Montreal, make a practice of displaying their cigars near the door. "This has been a great factor," Mr. Lalonde stated, "in interesting the smoker." A small silent salesman is used, the lower half being devoted to tobaccos and the top to the display of the various lines of cigars sold by the store. "The bulk of our sales," said Mr. Lalonde, "are made in — and — brands, the bulk of the sale being in the better grade line. Both these lines show us a good profit and we are satisfied to sell them, otherwise they would not have been stocked. Unquestionably some men come in and ask for a — cigar, and it would be a mistake to try to sell such a man anything else at any price, even if it did represent a better value to him. There is not much chance," stated Mr. Lalonde, "to do much in the way of influencing sales with these old smokers. A particular brand has become a habit rather than a taste with them, and an infinitely superior brand might not satisfy them as well."

#### A New Class of Purchasers Daily

"But, while the hardened smoker," continued Mr. Lalonde, "will not be readily influenced, there are new smokers growing up every day with unformed tastes, and these are ready and eager for a suggestion. They will come into a store and ask for a mild cigar naming a price more likely than a brand. This is the grocer's opportunity. He is the inaugurator of the habit that may make that man a user of this certain brand for a lifetime, and, therefore, is a potent factor in sales. The more extensive a display this grocer was able to make the more likely he was to influence sales."

E. A. Brais, 1506 Park Ave., Montreal, states that the bulk of his business has been in three brands of cigars; these he stocks in about equal quantities. "There

The dealer in many instances not only makes a sale, but inaugurates a habit, that may be the habit of years, and that consequently represents not a transaction of a few cents, but that transaction multiplied by a multitude of other purchases induced by this original suggestion. It is hard to limit the scope of a selling suggestion. This article on cigars illustrates this point very clearly.

are cigar stores near me," stated Mr. Brais, "that, of course, carry more extensive lines, but we have limited ourselves practically to these three brands and have found that despite the proximity of other stores we can sell one or other of these brands to anyone interested in cigars. A few brands of cigars serve the purposes of our trade quite well. If we had more room we might enlarge our selection, but as it is we do not find that we lose any trade."

A. Bastien, of 1145 Laurier Ave. W., Montreal, has built up a nice little business in cigars by using a small case fitted with moisteners and located right at the door. He has found that by careful handling of these goods he has been able to get a hold on the new trade coming to the store.

It may appear that in these cases the grocer is not exerting a very decided influence on the trade. In this series of articles stress has been laid, on various occasions, on the actual decisive campaign of the grocer to sell certain lines. In these cases there is introduced the almost equally decisive force of elimination.

#### Judging Between Brands

There are hundreds of brands of cigars available, any one of which may be in demand. Of these the grocer, using his best judgment as to the matter of quality, ease of sale and possible profit to himself, chooses two or three brands. By this process of elimination he automatically becomes a salesman of these particular brands. Every customer who enters the store will have these goods shown to him. The hardened smokers not finding their familiar brand there may go elsewhere, but the young smoker and the man of no settled taste, will take what is offered, and will be sold these goods simply because the merchant decided to stock them.

#### A Reason for Featuring

P. J. Girard, Richmond, Que., sells three brands of cigars, but finds that the bulk of his trade is in two lines. This has been the case for the past ten years, he states, and he is firmly of the opinion that the fact that he has stocked and suggested these lines has accounted for a growing demand. He finds now that many of his customers ask regularly for

Dealers Create Customers—  
First Few Suggestions  
May Decide All  
Purchases

these brands which he originally suggested to them. One of these three lines he gives special attention, because it is made in the Eastern Townships, and, as Mr. Girard believes, justified a little preference on that account, and because in buying in case lots he is able to get a special figure. This would be practically impossible were even the three brands stocked in equal quantities. Mr. Girard gives as his reason for stocking these three brands that they are the best for the price.

The Lea Store, Simcoe, Ont., has a very special cigar department, and handles practically all brands. "The bulk of the sales, Mr. Lea states, are in — and have been for quite a number of years. It is hard to get away from settled habits, especially in smoking, but whenever the opportunity presents itself, and that occurs frequently enough, we suggest — because we believe that it is the best value for the money, and at the same time shows us a better profit."

#### OTTAWA GROCERS ADOPT EXCHANGE MART SYSTEM

There are always certain lines in which the grocer may become overstocked. This does not mean that the goods are unsaleable, but merely that for some reason or other the grocer has overestimated his requirements. Ottawa retail merchants have inaugurated an interesting movement for overcoming this difficulty in the adoption of an exchange mart.

At the back of this scheme is the theory of probabilities, that the overstocking will be in different commodities in different stores, and that dealer A may be short of the very commodity in which dealer B. happens to be overstocked. By the adoption of this special market system it is possible to make an adjustment of stocks that it is believed will prove a safeguard for the whole trade. There has hardly been time as yet to judge of the effectiveness of this new scheme, but merchants speak enthusiastically of it to date.

#### HEINZ COMPANY PURCHASES NEW TORONTO PLANT

H. J. Heinz Co., Ltd., manufacturers of pickles, sauces, etc., have purchased the plant of the Caldwell Cider Co., at New Toronto. It will be used for some branch of their manufacturing business, but just what it will be is not known at the present time. It has been stated, but not authoritatively, that the company will manufacture vinegar, putting it up in bottles for the Canadian market.



# THE CLERKS' DEPARTMENT

## Considers Clerks Valued Employees

Assist in Store Campaigns in Advertising and Display—  
Not Merely Order Takers

**T**HE day has come when the clerk who has centred his attention upon the work in hand is being recognized as a real factor in the sales plan of every modern store, none the less in the grocery store of progress.

The Paquet Co., of Quebec, believes that much assistance may be secured from the clerks in making up advertising from week to week. "We ask the different clerks for suggestions right along," said Mr. Dubuc, the grocery department manager, to CANADIAN GROCER. "It is they who are closely in touch with the customer. 'What results did you have last week in selling tea, coffee, etc.,' is one of our questions to them. And when we get their answer we know what to emphasize in the advertising to follow."

Mr. Dubuc believes that, among the clerks which one has to employ, there are many real salesmen. It is true, there are some who are not live wire salesmen, but many are anything but mere order takers.

"We believe in keeping in close touch with the clerk," continued Mr. Dubuc. "The clerk is a salesman, and valuable to the store in many ways. He will suggest new lines for instance, when a customer comes in with a list, and can increase sales greatly by taking an interest and telling the merits of new goods that we have. It may be some fresh fruit or vegetables, or other lines. The customer will also appreciate this interest."

"For merely taking orders, we can use inexpensive help, girls can do this quite as well as anyone else. But to make sales of lines that are not asked for is the work of the salesman, and he can be a big factor in creating new business."

Since knowledge is power, all can learn something new each day. In the grocery business there is much to be learned. To be a first-class, well-informed grocery clerk means close application. For a knowledge of values and not a smattering of primary facts is what the twentieth-century clerk must have. The possession of this knowledge and the application of it at the right time, and in the right place, will bulk large in recommending its possessor to a larger salary. Associated with an appreciative employer, the clerk who has knowledge of values, a right sense of proportion, initiative and aggressiveness, has a future that little else without it

could possibly guarantee. Be your own destiny maker by mapping out for yourself the course you will follow.

### WHY NOT BOOST THE AVERAGE SALE?

The clerk who can increase the business of the store is the clerk, obviously, who is of value to that store. He may be able to do it by getting new customers. But new customers do not come every day. There is another means however, that of increasing the sales per customer.

There are probably few clerks who know to a nicety the value of the average sale per customer per day. Some may have an approximate idea. But it is the exact and not the approximate knowledge we have in mind.

To acquire this knowledge ought not to be difficult. From the cash register knowledge could be acquired as far as the cash sales are concerned. In the absence of a cash register a pencil and pad could be made to serve the purpose,

while the books would supply the information regarding the credit sales.

Of course it would not be worth while to go to the trouble of acquiring knowledge regarding the average sale per customer unless it was to be utilized for the benefit of the business.

But why should it not be so utilized? Why, for example, should it not, after the experiment had been carried on, say for a week or a month, be made to serve as a stimulus for increasing the average sale per customer? That it could be made to serve such a purpose there can be no doubt.

The probability of the results warrants the venture.

### LINDSAY THE SCENE OF BURGLARIES

Tressider's grocery store, Lindsay, Ont., was entered Saturday night and large quantities of canned goods, butter, cakes, etc., were stolen. A number of other robberies have occurred in Lindsay lately.

### ITALIAN MERCHANT OF THOROLD, ONT., SHOT

Pasquale Catalano, Italian merchant, of Thorold, Ont., was shot and mortally wounded on Sunday night last at the rear of A. R. Deconza's store, 95 Geneva Street, St. Catharines, Ont.

## KNOWING WHEN TO PUSH THE GOODS

By ROSE BAKER, Ottawa.

**W**E had got a lot of pickles in, (27 dozens), so naturally I fixed a window display of pickles, with a placard marked thus:

Mixed Pickles, ..... Brand ..  
Manufactured by the C....Co. ...  
Toronto, Ont.  
15 Cents

Whenever any person came in, after buying the ordinary run of goods, I picked up a bottle of pickles and discoursed on their value and reliability. One day a woman came in, one of those difficult and hard-to-please customers. "I see you have a lot of pickles in," she said. Yes, I answered, quite a few. Had I suggested her buying one then, I am sure she would have refused. I waited. She had given her order and was just going out when I picked up a bottle of pickles and immediately started on the praise-it-up line. After thinking awhile she said, "Oh, I guess you can send a couple along." So knowing just when

to say a thing counts too, doesn't it? I find that on an average I have sold from 5 to 6 dozen bottles per week. We were soon sold out of same pickles.

As for the clerk being a real salesman, just handing the goods across the counter does not count. You must talk, you must be prepared to answer their every question, and be able to convince them as to the goods you are selling. Sometimes on going into a large department store, you see clerks everywhere, eager to wait on you. But, do they do it properly, do they explain, do they win your confidence? No, very often they don't. Mere babble, or learnt-by-heart stuff does not count. You must give them common, every-day, talk with reason. Sometimes a person enters a store, undecided as to what to buy, oftentimes a suggestion from the clerk helps towards making a large sale, and as the efficiency of a good clerk is based on the amount of sales he makes, he must be quick, tidy, neat, willing and not afraid to work.

# CURRENT NEWS OF THE WEEK

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

## MARITIME

The Retail Merchants' Association of Digby, N.S., has gone on record as being strongly opposed to any curtailment in the sale of oleomargarine in Canada, and a telegram to this effect has been forwarded to Ottawa.

Application for permission to build a large warehouse beside the railway tracks at the foot of Quinpool Road, Halifax, is believed there to be made on behalf of the Robt. Simpson Co., Ltd., Toronto. The action of the T. Eaton Co., in undertaking the erection of a big distributing warehouse in Moncton, N.B., has led to the expectation that other mail order houses might follow the same example in order to cater to their trade in the Maritime Provinces.

Several changes in the retail grocery situation have developed in the vicinity of Hampton, Kings County, N.B., recently. For a short time there was only one store to cater to the entire surrounding district, but soon two other stores opened up, one of which has since closed, while the other is going strong. More recently Henry Sharp has opened a retail grocery and John L. Coleman a meat and provision store at Hampton Station, and William Pickett and Herbert Wannawaker each have opened groceries at Nauwigewauk, which formerly depended on Hampton for supplies. The latest addition to the stores is the announced re-opening of the G. C. Flewwelling Co., Ltd., stores at Hampton Village, which were closed when the firm sold out their lumber mills. J. Edgar, of Kars, has purchased the store buildings and is stocking up preparatory to opening in the near future.

## QUEBEC

Joseph Martel, general merchant, Vaudreuil, is dead.

J. W. Hennessy, of the Coulonge Supply Co., general store, Fort Coulonge, is dead.

The National Commercial Co., of Montreal, incorporates under Federal charter at \$50,000.

Commercial Community Co., Montreal, with a capital of \$100,000, has been granted incorporation.

Sinderfiba Barrel & Box Co., Montreal, have secured Federal incorporation, with a capital of \$200,000.

Z. Limoges & Co., Montreal, are granted incorporation by the Federal Government. The capital is \$300,000.

Canadian Sinderfiba Container Co., Montreal, are incorporated under charter at \$100,000.

National Abattoirs, Point-au-Trembles, have been granted incorporation, with a capital of \$199,000.

Place Viger Terminal Cold Storage

Co., Ltd., Montreal, have incorporated under a capital of \$1,000,000. It is their intention to erect a cold storage plant on Notre Dame Street, near the Place Viger station.

Flight Cadet Victor H. Turton, Royal Air Force, is calling upon the Montreal trade in the interests of his father, Jno. E. Turton, wholesale grocery broker.

Forbes Bros., wholesale grocers, Montreal, have dissolved partnership, Geo. E. Forbes continuing under the same name.

## ONTARIO BUSINESS CHANGES

Mrs. C. Catchpole, Toronto, has sold to F. Ellis.

M. Miller, Toronto, has been succeeded by D. Gaylor.

Chas. A. Campbell, grocer, butcher, St. Thomas, is dead.

Jos. Patterson, grocer, Toronto, has sold to Alfred L. Reeve.

Milno Tosick, grocer, Toronto, has sold to Sam McMillan.

H. T. Etwell, 1129 Main Street, Hamilton, Ont., has sold his business to J. Curry.

E. McHutcheson, 146 Kenilworth Ave., Hamilton, Ont., is just opening a grocery store.

David Panbaker, Hespeler, has purchased the Valley Grocery from Mrs. Watson, and takes possession at once.

The store of R. Coyle & Co., Colborne, was entered by burglars recently and a considerable quantity of goods stolen.

Wm. Bridgewood, James Street, Hamilton, has just added a large new stock of groceries with his butcher business.

Berman and Morris have taken over the stock of H. Lisk, Golden Lake, and will carry on a general store business.

Phillip Dunn has disposed of his grocery business at Summerville, Ont., and is now making his home in Streetsville.

C. R. Losley, formerly traveller for Bristol, Summerville & Co., Hamilton, has opened a new grocery store at Bartonville, Ont., with a complete new stock of groceries, provisions, and fresh meat.

L. Dowdy, 1363 Cannon Street East, Hamilton, Ont., has purchased the grocery business formerly conducted by P. Harding, Hamilton.

Contracts have been let for an addition to the R. M. Ballantyne plant, Stratford. The addition is to be a two-storey brick building with basement and the contract calls for its completion by September 30.

Charles R. Furness, who was a traveller for a number of years in the Hamilton and Niagara district for Red Rose Tea Co., has returned home after many months at the front. Mr. Furness enlisted in 1915. He has a large number of friends in the trade who will be very glad

to see him back on the job again, as he expects to be in a short time.

John McDonald, Church Street, Picton, Ont., has added a meat department in a store immediately adjoining his present premises.

Miss Kathleen Bedard, of No. 1 Williams' Cash and Carry Store, Sarnia, Ont., is in charge of No. 3 store, North Christina Street, succeeding Miss Myrtle Mitchell.

Burglars recently effected an entrance to the residence of Robert Coyle, general merchant, of Colborne, and stole \$3,012. Mr. Coyle was in the habit of cashing cheques for farmers after banking hours, which accounts for the large amount in his pockets. No trace of the thief has been found.

G. D. Moore's general store, Black's Corners, Ont., was destroyed by fire recently. The fire had made considerable headway before being discovered and it was possible to save only a small portion of the contents of the building. There was a small insurance on the stock and an insurance of \$1,000 on the building.

A. M. Schlarbaum, for a number of years chief clerk in John Sloan's store at Galt, has now a business of his own, having opened up a store on Queen's Square, just over the Main street bridge. He has installed the most modern fixtures and carries a full grocery stock.

The "Cash and Carry" system is gaining in popularity with Galt grocers. This system was introduced here by J. Dickson, formerly manager of the Co-operative Store and who now has a business of his own on Water street south, and is meeting with great success. A number of the outlying stores have adopted the "Cash and Carry" system, as also has the Wm. Davies Co. branch here.

## OTTAWA GROCERS HEAR HOW BY-LAW WILL BE ENFORCED

At a recent meeting of the grocers' section of the Retail Merchants' Association the report of the committee who were to look into the enforcement of the early closing by-law was received. They had made inquiries of the proper authorities and had their assurance that the law would be enforced in the future. A number of those present at the meeting remarked that the sales on Friday, May 23, were the largest that they had known since they entered business. The exchange that they propose to operate among themselves, whereby a grocer who is overstocked with one line of goods can find out if another is in need of that particular line, was started and proved a great success.



### RENFREW, ONT., R.M.A. HOLDS COUNTY CONVENTION

The Renfrew Retail Merchants' Association, at its annual meeting, endorsed a half holiday for that town on Wednesday afternoon, during June, July and August. It was also decided to hold a county convention there on Wednesday, June 2, with a banquet in the evening at the Hotel Renfrew.

### BROCKVILLE COMMERCIAL TRAVELLERS HOLD DANCE

The Brockville Commercial Travellers' Association gave a dance in honor of its friends recently at the Victoria Hall, Brockville, Ont. It was a most successful affair in every way.

### CHATHAM, ONT., RETAILERS TO HOLD PICNIC

The Retail Merchants' Association, of Chatham, Ont., at their meeting recently, unanimously passed a resolution setting aside Thursday, July 10, as a holiday and specifying that if it is possible to secure a suitable boat for the day, that an excursion be run to Walpole Island, and if a boat is not available the picnic be held at Government Park.

The following committees were named to make the necessary arrangements, the first named to be the chairman of the committee: trip arrangements, E. Wanless, H. G. Hodges and S. Stone; publicity and printing, E. G. Gammage, H. Mounter and E. White; refreshment, A. Sterling, C. R. Stevenson and W. J. Easton; sports, E. C. Brisco, B. F. Brown and E. E. Edgett; prizes, C. Austin, W. Foreman, N. Bilskey, A. C. Trudell and R. Boyes.

President Wanless reported that as a result of Organizer Newton's visit to the city last week about 16 new members were added to the organization.

L. H. Veale addressed the meeting on behalf of the retail clerks, asking that the weekly half holiday be extended to include the Thursdays of September. He stated that the clerks desired the half holidays to extend from the first of May until the last of September.

### ARE AGENTS FOR THE BEACON MATCHES

Watson Stalker Ltd., Front St. East., Toronto, have secured the selling rights of the entire output of the Beacon Match Co., at Deseronto, Ont. The Beacon Match Co. some time ago purchased the plant from the Rathbun Match Co. Operations have not commenced yet, but the Beacon matches, it is stated, should be on the market at an early rate.

### FRUIT AND RESTAURANT TRADES

Vancouver, May 31.—It is reported that conditions are now good in Greece for all kinds of business, so good in fact that the Greeks from here are slipping back home every week. A party of twenty-five left last week, and more are preparing to follow. Should the exodus continue, the effect will be noticeable in the fruit and restaurant trade, as these businesses are almost entirely in the hands of the Greeks.

### CHANGE IN FISH HANDLING FIRM

Matthews & Scott have succeeded the Leonard Fisheries, Ltd., at Canso, N.S. Some time ago the Leonard Fisheries succeeded the aforementioned firm, and the present change is a return to the old order. It is understood that the Leonard Fisheries, Ltd., will also operate a fish plant at Canso.

### VALUABLE SALT FROM LAKE MANITOU

Few people of Western Canada realize that there is located in the Province of Saskatchewan, an asset of great value from a commercial and a health standpoint. This asset is in the form of a lake known as Lake Manitou, and in the respect that it contains one of the finest saline compounds of any waters in the world, it is of even greater value to Canada than are the famous Carlsbad waters to Austria. As in the latter case, the waters of Lake Manitou are under Government control, and baths are being operated for the cure of rheumatism, etc.

The valuable salt solution is taken from the lake waters by evaporators, though large quantities of salt are also washed up on the beach in the fall when cold weather causes some precipitation. Lake Manitou contains twelve different kinds of salts, whereas the Carlsbad waters contain only eight kinds. The waters of Lake Manitou have always been at the same level. There is no inlet or outlet to the lake, it being fed from underground.

### TEA CONSUMPTION IN 1918

The following are the importations of tea, taken out of bond and consequently consumed in the country, so far as figures are collated. Statistics are issued about seven weeks later than current dates:

1918: August, 953,627 pounds; September, 833,103 pounds; October, 1,338,695 pounds; November, 1,136,160 pounds; December, 1,028,260 pounds.

Yearly statistics are as follow: 1916, 25,678,103 pounds; 1917, 39,894,438 pounds; 1918, 11,524,893 pounds.

The large import in 1917 was in anticipation of the war tax. It was in vain, as it was ruled that all tea in stock in excess of 1,000 pounds had to pay the tax.

W. Hanna & Co., general merchants, Port Carling, Muskoka Lakes, Ont., write:—"We value CANADIAN GROCER and HARDWARE AND METAL very highly and do not see how we could get along without them. The market reports and forecasts are alone worth the subscription price."

## NEW GOODS

The Consolidated Whaling Corporation, Ltd., Victoria, B.C., are putting on the market a canned whale steak. The brand name of it is "Sei." The packers point

out that the whale lives in deep cold water away from all contamination, and feeds on small shrimps, a crustacean. For this reason its flesh is a good food. The tins, they say, contain only the choice cuts of the whale, with no bone, gristle, or waste. The liquor in the tin is the gravy out of the meat. The Lind Brokerage Co., Toronto, have been appointed agents.

Sunkist marmalade is a new product coming on the Canadian market. The California Fruit Growers' Exchange are the manufacturers. They have opened a plant on Market Street, Toronto, for the distribution of this marmalade in Canada. The pulp is made in Los Angeles, the home of the California Fruit Growers' Exchange, and is shipped to the Canadian plant, where the processing of it is finished. Sunkist marmalade is made



from California sweet oranges. The accompanying illustration shows how the marmalade is put up. The California Fruit Growers' Exchange have appointed the following as their agents in Canada: P. E. Outerbridge, St. Johns, Newfoundland; Smith Brokerage Co., St. John, N.B.; W. H. Dunn, Ltd., Montreal, Que.; Dunn-Hortop, Ltd., Toronto; W. H. Malkin Co., Ltd., Vancouver, B.C.; Tees & Persse, Ltd., Winnipeg and branches.



### CATALOGUES AND BOOKLETS

Lea and Perrins have just issued a sixteen-page booklet describing their advertising campaign in Canada this year. This booklet was sent out to the retail trade this week. A paragraph introducing it to the trade says: "This booklet shows some of the advertising forming part of the advertising campaign which we are carrying on all over Canada. It is sent you in order that you may know of the efforts we are making to help you."

The Bowes Co., Ltd., has just issued an attractive little booklet of prize recipes. The recipes have been chosen from hundreds submitted to the company in connection with its recipe contest and the sender of each one was awarded a prize. The booklet in its varied recipes sets forth the many ways in which peanut



# NEWS FROM WESTERN CANADA

H. A. Guise, Saskatoon manager for the W. H. Escott Co., Ltd., was a visitor at the head office in Winnipeg last week.

Fire recently broke out in the Independent Grocery Swift Current, Sask., and \$1,000 damage had been done before it was mastered.

Mr. Brand, of Dodwell & Co., Vancouver, passed through Winnipeg last week, on his way back to the Pacific coast, following an extensive business trip in Eastern Canada.

A combination grocery and hardware store has been successfully operated in Dauphin, Man., for five years by McDonald & Oliphant. The store is located on a corner, the front entrance being to the hardware establishment, and the side entrance to the grocery department. The firm reports an increase of forty per cent. in the grocery business since the first of the year over the same period last year, due to the general prosperity of the district.

## BUSINESS CHANGES IN THE WEST

A. W. Armstrong has opened a general store at Fleet, Alta.

M. Shinbane, general merchant, Lemburg, Sask., has been burnt out.

Vernier and Gibbs, general merchants, have sold their Lemburg branch.

E. H. Arnold, butcher, Lemburg, Sask., has been succeeded by A. Guerdit.

Bowen Bros., general merchants, Kelsey, Alta., have dissolved partnership.

G. R. Russell, general merchant, Hoey, Sask., has sold to the Hoey Merchantile Co.

Shapack and Wolfe, general merchants, Humboldt, Sask., have dissolved partnership.

McBrides Ltd., grocers, have sold their Pangman, Sask. branch to Sundwall and Haagen.

W. H. Inkster, general merchant, Markinch, has been succeeded by Halb-wack and Hubick.

A. E. Ranford, general merchant and confectioner, has discontinued his confectionery business.

M. Adelman, general merchant, Kam-sack, Sask., has been succeeded by Arenson and Tabachnik.

Zutnoff & Co., general merchants, Markinch, Sask., has been succeeded by the Markinch Trading Co.

Edwards, Ltd., general merchants, Spring Valley, Sask., have been succeeded by Edwards, Mainwaring Ltd.

## EMPLOYING FEMALE CLERKS

Seems to be Scarcity of Male Help in Winnipeg—Apparently No Returned Men Unemployed

A representative of CANADIAN GROCER noticed the large number of women being employed as clerks in some

of the leading department stores in Winnipeg, in one case there being at least seventy-five per cent. women clerks. Many of these are married women.

This strikes the outsider as being rather strange. Reports reaching Winnipeg from Eastern centres are to the effect that there is considerable unemployment among returned men. The contrary seems to be the case as far as Winnipeg is concerned. On enquiry at the employment department of the returned soldiers' bureau, it was learned that only seven returned grocery clerks had registered there as being open to accept positions. This does not mean, however, that seven returned men are without positions. It would almost seem as though there were no returned grocery clerks available, and that employers have no option but to keep female clerks in their employ.

The employment bureau was asked to state how this compared with other trades, such as plumbers, machinists, etc. They replied that in the majority of trades men were picked up just as soon as they arrived. On the whole there was no reason at all why men should be out of employment in Winnipeg.

## ADOPT NOVEL SCHEME TO MARKET PRODUCE

Muckle, Taylor & Ross, of Calgary, have rented the Hastings Street premises at Vancouver, formerly known as the Hastings market, and after fitting them up have sub-let the stalls to grocers, produce vendors, tea and coffee merchants, butchers, etc., the whole aggregation being known as the Cal-Van market. The promoters propose to buy car lots of fruit, vegetables, eggs, butter, etc., when the various markets for same are at the lowest, and supply the vendors operating in the market at the actual cost during the year or as long as the purchases last. Mr. Taylor states that they do this for their tenants in order to provide a steady retail distribution for their beef, Mr. Taylor stating that their firm owned the largest herd of Polled Hereford cattle in Canada and that they had decided on this means of assuring direct marketing of their beef.

## GARDSTONE, ALTA., TO HAVE CO-OPERATIVE DELIVERY

The merchants of Gardstone, Alta., are making arrangements to have a joint delivery system which will be an advantage to all concerned. It will enable the merchants to save by having one delivery do the work of several, and thus enable them to give the townspeople the benefit of lower prices. The service will run on schedule to all parts of the town

and buyers can make their purchases accordingly and be absolutely sure of delivery at certain hours. Our next issue will contain full particulars of the system, a list of the merchants included in the new idea and the rules governing the whole.

## MANITOBA R. M. A. CONVENES JUNE 17

Session of Exceptional Interest Assured—Some Interesting Items Form the Program

The Manitoba convention of the Retail Merchants will be held in Brandon Monday, Tuesday and Wednesday, June 17, 18, 19. A number of the Brandon organizations are co-operating with the Brandon branch of the Retail Merchants' Association in making the convention the best that has been held in Manitoba.

The City Council, the Board of Trade, the Kiwanis Club, the Commercial Travellers, the Retail Clerks are all assisting in an effort to show the visiting merchants that Brandon is a good city for conventions. The speakers will be men well qualified to discuss the retail business and its problems. Every merchant and clerk who can get away June 17, 18, 19 should hear H. E. Hart, of James Hart & Sons, Long Prairie, Minn.

Mr. Hart was one of the leading speakers at the Business Builders' conference at Chicago in January. The business of James Hart & Sons in a town of 1,200 is a revelation. Come and hear him tell how they managed to increase their trade.

F. P. Mann, Devil's Lake, North Dakota.

Mr. Mann is president of the North Dakota Retail Merchants' Association. The business of Mr. Mann's store is, in many respects, like yours. Hear him tell how they are building up their business.

A. W. Gibb, C.A., Assistant Inspector of Taxation, Dominion Taxation Office, Winnipeg, will address the convention on "How to Make Out an Income Tax Return."

F. C. Middleton, secretary Community Organization of the Social Service Council of Manitoba.

Edwin Loftus, K.C., lecturer, Law School, Manitoba.

W. J. Keyes, of Winnipeg, manager printing dept. of Kelvin Technical High School. And additional plans are under way to introduce many attractive features.



## Gossip from the B.C. Coast

Many Vancouver grocers are selling bananas in the same way as they buy them, by the pound. This method has much to commend it.

A. J. Curran, formerly with Murphy & Co., Granville Street, Vancouver, has bought the business conducted at 1001 Granville Street by L. M. Staley. The name Clover Leaf Grocery is retained.

J. Harkness, corner Broadway and Main, Vancouver, has found it useful to keep a small stand dressed with an assortment of specialties in the centre of the store. He finds that just the silent suggestion given by the display of a can of grape marmalade, lobster, olive butter, etc., often results in this being added to the order.

A merchant of Granville Street, complains that the jobbers here will not

stock the highest grades of dried fruit that can be procured from California, apparently fearful that the trade will not take the more expensive grades. This merchant buys direct from California, though he claims he would not if he were not compelled to.

Robt. Kelly, president and manager of the Kelly Douglas Co., Ltd., Vancouver, has returned after an extensive trip through the chief produce centres of China and Japan. Mr. Kelly reports produce stocks fairly heavy in Japan, with prices at low levels until recently, when, with shipping becoming more plentiful, and the Japanese subsidized lines naming low freights, the demand is steadily increasing and the markets all becoming firmer.

## Vancouver's Chinese Problem

The Chinese Grocer, Who Can't Read a Trade Paper; Who Won't Limit His Selling Hours Except When Forced by Law; to Whom Our Occidental Ideas Regarding Sanitation and Living Standards Are Foolish. He's Getting the Business by Means of Low Prices

**I**N Vancouver one is continually running up against complaints regarding the prevalence of the Chinese and Japanese in the retail grocery, fruit and vegetable trades.

The complaint is that they are not interested in the betterment of the retail business, will not co-operate in any movements the associations may inaugurate, will not observe any restrictions of selling hours unless forced by law to do so, and cannot be reached with any up-to-date trade literature, owing to their inability, in most cases, to read the language. It is also true that the standard of living understood by these peoples falls far short of what a Canadian expects; the ideas of many of them of sanitation are far from modern; they do not dress their windows, nor attempt anything artistic in arranging their merchandise inside—what then is the secret of their success, after the Canadian public has been largely educated to expect plate glass, white enamel, all modern sanitary store equipment?

### No Attempt at Display

A CANADIAN GROCER representative dropped into one Granville Street Chinese grocer store recently for a solution to the problem. The shelving was composed of canned goods cases piled one above the other. There was very little counter, most of the floor space being occupied by canned goods in their original cases. Very little attempt was made at arrangement. Oranges, lemons, grapefruit, were all displayed by the top being removed from the original crates. No attempt was made at window dressing; the goods were simply piled in to

utilize the space—but during the four or five minutes that your correspondent stood in the store five white women and one white man were served. It is an absolute fact that one of the ladies served had her chauffeur waiting for her outside.

Upon asking one of the women waiting to be served if she found the service better or the prices lower at the Chinese store she said: "I can buy Crisco here for a dollar, and at the white stores they charge a dollar fifteen for the same tin."

## Merchant Sells Tea by Ton

A Franklin, Manitoba, Retailer Goes After the Scalp of the Mail Order House With Success—Sells Large Quantity of Tea on Deferred Payment Plan

**A** HURRY-UP order for one ton of tea sent in to a Canadian wholesale grocer by Fred Freeman, general merchant at Franklin, Manitoba, caused the manager to rub his eyes and look again. Franklin is a town of about 300 population, although situated in the heart of a very wealthy farming community. Mr. Freeman, in the letter enclosed with his order, went on to explain. He was faced, he said, with the competition of a mail order tea house, which shipped tea to the consumer in packages of 5, 10, 15, 20 and 25 lbs., attractively made up, with payments suspended until Nov. 1.

### Emulating the M. O. H.

The order was shipped to Mr. Freeman

and he proceeded to emulate the system of credit on a par with the mail order packages in bulk, and heralding the news of his enterprise throughout the district. The special prices which he was able to offer, coupled with an extended period of credit on a par with the mail order house, enabled him to meet his competitors on their own ground with the result that at this time, four weeks after his plan was put into operation, his huge stock of tea is pretty well depleted, and he has obtained a firmer grip upon his trade in every line of merchandise.

"The time has come when country merchants must use live methods and horse sense to meet outside competition," is the advice of Freeman of Franklin.

### B. C. CANNERY MANAGER DIES

Paul Swenson, formerly manager of a cannery at Canoe Pass, Westham Island, and one of the best known members of the Swedish colony on the Fraser River, died at the Vancouver General Hospital recently. He was 54 years of age, and had been in this country for the past 30 years. Recently the family had been living in Vancouver. He leaves a widow and four children.

### SHARP DEMAND FOR RICE ON WESTERN COAST

There is a growing demand for rice at the present moment that seems to indicate stronger market conditions. Reports from Vancouver indicate that New York, Mexico, and even Japan, are attempting to buy large quantities on that market, a condition that has led to a much firmer holding of available stocks.



## Rumors of Strikes Cause Trouble for Vancouver Grocers

Vancouver, May 31.—Strikes and rumors of strikes have had the effect here of stampeding the housewives into the grocer for large orders of the staple lines. Some of the Vancouver houses should be able to stand a prolonged state of siege. One Granville street merchant complains, however, that many of the good people call him aside and whisper that, "If Citizen Grocer will charge it on next month's account, Com-

rade Customer will be much obliged." The same merchant, with painful memories of certain transactions at the outbreak of the war, also fears that if the strike does not materialize, these same folks will be bringing back flour and what-not that has lain in their basement for a spell, and intimating "that they have a little more than they really require, and is he not a little short, perhaps?"

## Canada—Her Own Best Market

Canada's Two Million Homes the Greatest Factor in Her Prosperity. This Home Business More Important Than Overseas Trade

WHICH is Canada's best national market? Few people probably would be able to state their answer with any certitude. By far the greatest number of Canadians would be surprised to be informed that it is that which we have right at our own doors, in fact, which consists of the market in our own two million Canadian homes, is the statement made by the Canadian Trade Commission.

Valuable and necessary as are the great markets abroad as an opening for the fruits of our varied labors, the fact is that Canada's trade with Canada's own population is far more important.

### Importance of Farm-Raised Goods

The unquestionable importance of our farm-raised exports has been brought before the public in the last four years. The Canada Food Board report shows that while in the fiscal year 1914-15 the Dominion export of foodstuffs was valued at 187 million dollars, the total amount for the fiscal year 1917-18 had risen to the tremendous sum of 710 million dollars. A glance through the table, which is for the distribution of our farm products in 1915-16, will show that in almost every case we consumed within the Dominion a far larger amount of goods than that which we exported.

A point worth noting is that despite our large home consumption of that which was produced within the country, we imported large quantities of pork, valued at \$3,600,000; cheese and butter, \$3,100,000; fruit and vegetables, \$5,200,000; wool, \$1,900,000; hides, \$13,600,000; wheat, \$1,000,000; and corn, \$6,200,000. Most of these imports are accounted for by local scarcity, that is, a short supply in Saskatchewan would have been filled by imports from the United States rather than from Ontario, and conversely with other articles. Hides, perhaps, form an exception, because this was necessary for the making of harness and other things in the war orders.

The table shows the average consump-

tion at home, our exports and our imports averaged over the years 1915-16:

Quantities	Consumption	Exports	Imports
Beef, lbs. ....	426,451,000	33,125,000	5,563,000
Pork, lbs. ....	458,395,000	141,421,000	32,758,000
Mutton, lbs. ....	63,582,000	582,000	3,146,000
Poultry and Eggs ....	\$ 33,218,000	\$ 1,781,000	\$ 968,000
Cheese and Butter, lbs. ....	298,106,000	156,364,000	6,633,000
Whole Milk and Cream, gals. ....	190,131,000	2,015,000	\$ 45,000
Wool, lbs. ....	6,896,000	5,103,000	\$1,961,000
Hides, lbs. ....	.....	.....	66,284,000
Hay and Alfalfa, bus. ....	12,649,000	193,000	12,000
Oats, bus. ....	415,290,000	22,292,000	2,086,000
Barley, bus. ....	42,641,000	5,752,000	38,000
Wheat, bus. ....	213,332,000	114,829,000	1,047,000
Rye, bus. ....	2,227,000	454,000	29,000
Flax, bus. ....	2,269,000	4,817,000	38,000
Corn, bus. ....	10,119,000	205,000	8,590,000
Potatoes, bus. ....	60,887,000	938,000	498,000

The Canadian Trade Commission.  
Ottawa, May 17th, 1919.

### FEAR IN THE WHOLESALE GROCERY BUSINESS

The evils in the wholesale grocery business are many. Some have arisen through competition channels, others through the desire to sponsor something original, but when we begin to analyze those that exist, it resolves itself, as I see it, down to one fundamental cause, namely, Fear.

Fear: That if special deliveries are not maintained, our competitors will reap increased business.

Fear: That if the terms of the cash discount for prompt payment are enforced, that some will allow it after the time and thus gain business.

Fear: That if broken packages are reduced to a minimum that others will not adhere and again business will be lost.

Fear: That if our long time accounts are brought nearer to a sensible business basis, that the customer will drift elsewhere.

In fact, fear all along the line, until we are not dictating and maintaining the policies of our business, but instead are permitting our business to actually be operated by our competitors; yet we would not want nor would we admit it, and yet to a large degree it is true.

In the course of one short year many

evils, many wasteful and unnecessary practices have been eliminated for the good of the public and the trade, and it has all been brought about through the efforts of the Food Administration. Competition has not been the mountain of perplexities during 1918 that it was prior to this year, simply because of necessity and because of patriotic ideals.—R. L. Davidson in "National Wholesale Grocers' Bulletin."

### HOW CUSTOMER'S CONFIDENCE WAS LOST

A RETAILER in one of Canada's large cities decided recently to clear out a stock of canned asparagus at a reduced price. One of the clerks called up a customer and referred particularly to canned asparagus with the result that this customer decided to purchase 3 tins. On opening one it was found that the asparagus was not of good quality. The tips were all right but the remainder of the stock was not. The result was the customer returned the remaining two tins.

This was not good business on the part of that retailer. He should have made sure that the asparagus would meet with the approval of every customer. It means that the next time the store suggests a particular line in this way that customer will not be so ready to accept advice.

This incident indicates again the great importance of the retailer knowing all about the goods he stocks and sells. He must sell satisfaction with every article or he is sure to lose customers. At least he is sure to lose the confidence of a number of his customers. A retailer who knows what there is to know about his goods is in a position to advise his customers so that they will be perfectly satisfied with his suggestions. If the retailer sends out an article on his own recommendation and it is found to be of inferior quality, he is sure to lose every time. Every dealer and every clerk should familiarize himself as far as possible with all the lines stocked, the quality and character of each, and be in a position to give expert advice whenever the occasion demands it.

### BRITISH MARKET FOR HONEY

Information reaching the Canadian Trade Commission from England, points to a great demand for honey. Bee-keeping has been seriously interfered with throughout the British Isles, by the inability to get suitable labor during the last three years, and through the extreme restrictions on sugar for winter feeding of bees. It is pointed out that the opportunity for the Canadian production this year will, therefore, be unequalled.

### CHASE AND SANBORN'S COFFEES AGAIN HIGHER

Further advances are reported in Chase and Sanborn's coffees. The one pound packages have risen to 51 cents, the two pound packages to 50 cents, and the half pound packages to 52 cents.



# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**W**HILE the panicky buying that was a feature of the early strike days has subsided, there has been a very active business movement during the past week. There has been a noticeable demand for practically all lines. The indications are, however, that this is a result of improved business conditions rather than any outside force.

**MONTREAL**—Many advances are recorded this week and among them is another for coffee. The increases run from one to three cents per pound. Teas are very firm and will surely advance in the course of a few weeks, if not sooner. Wood butter dishes are advanced in price as are also pressed hops, the latter increase amounting to 3c per pound. Purgative water is higher again. Canned peas, pumpkin and apples are up this week. Nut markets are again firming outside and advances may be looked for here. Prune prices are bound to be much higher and the present basis is decidedly nominal with many sizes short. Raisins, too, apricots, apples, etc., are on a firmer basis. In the spice list cloves and nutmegs are firmer, with pepper still firm. Pearl barley advanced and corn flour and pearl hominy have stiffened in price. Pastry flour is selling at higher prices and oat feeds and grain, both barley and oats, are on an advanced basis this week.

Declines have been made effective for bicarbonate of soda, cream of tartar, oranges, lemons, beans, asparagus and tomatoes. There is a good trade in general, little unrest, and a hopeful, promising outlook.

**TORONTO**—There have been few marked changes during the week, the majority of commodities are holding firm, with tendencies upward. Teas and coffees are both in the ascendancy and indications point to higher quotations on both. It is expected in most quarters that the Dominion Government will place another tax on foreign teas, in the

forthcoming budget, and all reports point to stronger prices for Japanese teas, the crop in that country being very poor this year. Exchange on Ceylon is also affecting the market for Indian teas. The fact that stocks of tea among Toronto dealers has been very heavy is the only reason that prices have been as low as they are. These stocks are now becoming depleted, and new buying will be at higher levels. Coffees are also advancing and the heavy demand for coffees for European consumption is likely to hold prices at strong figures for some time to come. Demand for sugar is brisk, but supplies appear to be ample for all needs. There is no likelihood of a shortage, but prices are remaining firm. All dried fruits are pretty well cleaned up, and canned goods, too, are in small supply. There is a better movement of salmon, but the high grade qualities are scarce. Spices show higher prices in some instances this week. Both black and white pepper are marked up a few cents and cloves are from five to ten cents higher. Rice is very firm at last week's advance. Canadian beans are quoted higher, and there is a good active movement of Canadian hand-picked beans.

In provisions fresh cuts of pork and all pork products continue at very strong levels. Advances of from one to two cents are shown on fresh loins of pork, and smoked meats are very firm. Lard and shortening are strong, and cooked meats have had a big demand, with the advent of the hot weather. Easier prices prevail in the market for butter and eggs. Both are quoted from one to two cents lower to the trade. Indications are that butter quotations will go still lower, as supplies are plentiful. Cheese continues to advance.

**VANCOUVER**—There has been a sharp demand for rice on this market from foreign countries, which resulted in a sharp advance. Beans, too, are showing an upward movement. Tea is in a very strong position and there is a general expectation that coffee will advance in the near future.

QUEBEC MARKETS

**M**ONTREAL, June 4—Of a list of considerable price change, there are few items in this that have not advanced. The tendencies are strongly upward on many commodities and this is expected to continue while orders are frequent from abroad. There is a good, steady movement from the wholesaler to the trade.

*Wood Dishes Up;  
Hops Advanced*

**Montreal.**  
**HOPS, WOOD DISHES.**—Prices have advanced for hops 3c per lb., the price now being 31c.

New prices are effective for wood butter dishes, the following quotations applying here: for crates of 500, 1/2 lb., \$1.97 1/2, an advance of 22 1/2c; 1 lb., \$2.10, an advance of 30c; 2 lb., \$2.40, an advance of 40c; in cartons of 250 the price of \$1.41 on 3 lb. size shows an advance of 16c, and that of \$1.80 on 5 lb. size an advance of 35c.

*Bi-Carb. Soda Down;  
Mineral Water Up*

**Montreal.**  
**SODA BI-CARB. WATER.**—A decline of 50c per 112 lb. drum is made for bicarbonate of soda. The new price is \$4.50 per drum.

Riga purgative water is advanced in price 10c per case of 25 bottles, to \$3.50.

*Steady is Sugar;  
Selling Improved*

**Montreal.**  
**SUGAR.**—Heavier sales of sugar have been made within recent weeks, although there is much room still for improvement. The season will soon arrive when much will be needed for preserving purposes, and there is likely to be much active selling soon. As demand increases from abroad, as it very probably will, there will not be as much surplus in refiners' hands.

It is worthy of note that arrangements made by the United Kingdom with United States refiners call for 650,000 tons of sugar this year. This compares with a tonnage of 50,000 in 1914. It is therefore quite evident that there will be a heavy drawing upon stocks here within the coming months. Some authorities in the States are advocating the early purchase of supplies against the preserving season requirements, and this would seem seasonable advice. Indications point to the fact that neither wholesalers, jobbers, nor retailers have been stocking heavily.

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

Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 35-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 65
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

*Peas Are Higher;  
Apples, Pumpkin, Too*

**Montreal**  
**CANNED GOODS.**—It was definitely pointed out in CANADIAN GROCER last week that prices on canned peas were likely to be firm, and to even advance. One jobber has made new prices already, and while this is only 5c per doz. it indicates the trend. Canned pumpkin is higher too, and canned apples in three lb. tins. In a general way the outside enquiry from the United States and abroad has the effect of enhancing prices and there is a firmness of undertone on most lines. The movement too continues active.

<b>Canned Fruits—</b>		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 80
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	2 00	2 25
Currants, black, 2s, doz.		4 00
Do., gallons, doz.		13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.		3 00
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.		2 50
Do., No. 2	2 30	3 00
Do., 2 1/2	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2 1/2s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 2s		3 60
Do., 2 1/2s		4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s		2 45
Do., (light syrup, 2s)		2 00
Raspberries, 2s	4 00	4 20
Do., 2 1/2s		2 60
Strawberry, 2s	3 97 1/2	4 20

<b>Canned Vegetables—</b>		
Asparagus (Amer.) mammoth green, doz.	4 25	4 75
Asparagus, imported (2 1/2s)	4 85	5 25
Beans, Golden Wax	1 95	1 97 1/2
Beans, Refugee		
Beets, new sliced, 2-lb.	1 40	1 42 1/2
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		3 00
Spinach, California 2 1/2s		3 15
Do. (wine gals.)		10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 40
Tomatoes, 2 1/2s	1 90	2 00
Tomatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 02 1/2
Pumpkin, 2 1/2s (doz.)		1 10
Pumpkins, gallons, (doz.)		4 25
Peas, standards	1 45	1 50
Peas, early June	1 60	1 62 1/2
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.		1 57 1/2
Potatoes, Can. sweet, 2 1/2-lb tins		
Do., 2-lb. tins	2 75	
Olives (in bls, 40 wine gals.), gal.	1 35	
<b>Specialties</b>		
Olive oil (pure), 1 gal. tins	7 50	
Do., 1/2 gal. tins	8 00	
Do., 5 gal. tins	7 00	
Tomato Paste, 100 tins (case)	32 00	
Do., 200 tins (case)	33 00	
Do., 12-10 lbs.	30 00	

Salad oil (bbls. 50 gals.), gal.	2 50
Olives, Queen, gal.	1 45
<b>Canned Fish—</b>	
<b>Salmon—</b>	
"Clover Leaf," 1/2-lb. flats	2 45
Sovereign, 1-lb. flats	4 02 1/2
Do., 1/2-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50
1/2 flats, cases 8 doz., per doz.	1 50
Chams, 1-lb. talls	2 05
Do., 1/2s, flat	1 17 1/2
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 60
Pale, 1/2-lb. doz.	1 37 1/2
Pale, 1 lb. doz.	2 37 1/2
Pinks, 1/2-lb. doz.	1 62 1/2
Cohoos, 1-lb. talls	3 75
Cohoos, 1-lb. flats	2 30
Cohoos, 1/2 lbs., flat	1 75
Herrings, kippers, dz. (4 dz. case)	2 25
Herrings (tomato sauce), doz.	2 25
Haddies (lunch) (1/2-lb.)	1 00
Haddies, chicken (canned), doz.	9 00
Red Springs, 1-lb. talls	4 00
Red Springs, 1/2 lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Labretor salmon, 1-lb. flat	3 60
Pilehards, 1-lb. talls	1 90
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (1/4s)	22 00
<b>Oysters (Canned)—</b>	
5 oz., doz.	2 60
10 oz., doz.	4 75
Lobsters, 1/2-lb. doz.	2 25
Do., 1/2-lb. tins, doz.	3 60
Do., 1-lb. talls	3 25
Do., 1/2-lb. doz.	6 00
Do., 1-lb. flats	3 25
Lobster paste, 1/2 lb. tins	3 25
Sardines (Amer. Norweg'n style)	14 90
Sardines (gen. Norwegian)	22 00
<b>Sardines—Canadian brands (as to quality), case</b>	7 00
Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Scotch Snack, No. 1, ds., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 05
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Urals, No. 1 (as 4 doz.)	6 75
Clams (river) (1 lb.), doz.	1 90

*Sales Still Made  
of Best Beans*

**Montreal.**  
**BEANS.**—Markets are steady and quotations held, but there has been no change from last week. The selling is largely in the better grades of beans, Ontario hand picked being among the favorites, and some sales being made of fair quantities.

<b>Beans—</b>		
Canadian, hand-picked, bush...	5 00	
British Columbia	5 00	
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	5 50	
Lima, per lb. (as to quality)	0 10	0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	5 50	6 00
Peas (blue)	0 00	0 00

*Steady Rice Sales  
at Last Advances*

**Montreal**  
**RICE.**—At the advances made last week, prices on rice have held without change. The market conditions are reasonably satisfactory and a fair trading has been effected.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	14 00
Honduras	0 15
Siam, No. 2	7 65
Siam (fancy)	10 50
Rangoon "B"	9 75
Rangoon CC	8 10
Mandarin	10 75
Pakling	9 50
Tapioca, per lb. (seed)	0 11 1/4
Tapioca (nearl)	0 11 1/4
Tapioca (flake)	0 11



## No Low Prices in Sight For Nuts

**Montreal.**  
NUTS.—Prices are steadily advancing in outside points for nuts of various kinds. A few weeks ago peanuts were the centre of interest from a price standpoint, but now pecans, almonds, walnuts and filberts are commanding attention. There is a fair amount of demand at full prices.

Almonds, per lb.	0 27	0 28
Almonds (shelled)	0 55	0 56
Almonds (Jordan)	0 70	0 70
Brazil nuts (new)	0 24	0 26
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted) —		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	0 14	0 14
Peanuts (salted) —		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 32	0 33
Pecans (new Jumbo), per lb.	0 32	0 40
Pecans, large, No. 2, polished	0 28	0 33
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 80	0 83
Walnuts (Spanish)	0 80	0 83

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

## Prune Prices Nominal; Markets Will Advance

**Montreal.**  
DRIED FRUITS.—Prunes are the centre of interest more than any other item in the dried fruit list, perhaps. All indications point to a higher, a much higher, price basis for the coming season's crop, and some heavy orders are already placed, it is understood. On spot there appears to be but a limited quantity of stock, and lines are very broken. The basis is a very nominal one, and those having the supplies are able to sell them readily. Raisins, apricots, apples, pears and peaches are all firm. Stocks are reported as light on most lines. Seeded and seedless raisins are firming.

**Dried Fruits—**

Choice	0 24	0 25
Slabs	0 23	0 24
Apples (evaporated)	0 19	0 21½
Peaches (fancy)	0 19	0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 20	0 22½
<b>Drained Peels (old)—</b>		
Citron	0 45	0 45
Lemon	0 36	0 36
Orange	0 37	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	12 75	12 75
Cut, 10-lb. boxes (lb.)	0 48	0 48
<b>Raisins—</b>		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6-crown cluster, \$7.00-\$8.75.		
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	0 14	0 14
Fancy seeded, 16 oz. pkgs.	0 15½	0 16
Choice seeded, 16 oz. pkgs.	0 15	0 17
Seedless, 11 oz., packages	0 13	0 15
Do., 15 oz. pkgs.	0 17	0 18
Do., bleached, 15 oz. (choice)	0 15	0 15
Do. (fancy)	0 18	0 18
Valencia, selected	0 11¼	0 11¼
Valencia, 4-crown layers	0 11¼	0 11¼
Sultanas (bleached), 50-lb. boxes	0 18	0 20

Do. (15 doz. boxes)	0 22	0 22
Currants, old pack., 15 oz.	0 29	0 31
Currants, Greek (bulk)	0 18	0 18
12 oz.	0 16½	0 16½
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs.	0 20½	0 23
Pkgs. 8 oz. (20 pkgs.)	3 00	3 00
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
90 lb. Ainslia	0 23	0 23
12 oz.	0 25	0 25
Do., new	0 23	0 23
Cal. currants (loose)	0 18	0 22
Cal. "Kurranta," 15 oz. pkgs.	0 20	0 22
Dates, E. Celsius, per case (36-10s)	7 00	7 00
Do., Dromedary (36-10 oz.)	8 25	8 50
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 20
Do., Dromedary	0 22	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	5 40
Do., (28 8-oz. bxs)	3 50	3 50
Do., (12 10-oz. bxs)	2 20	2 20
Figs (cooking), 50-lb. boxes, lb.	0 16	0 16
Prunes—		
(25-lb. boxes)—		
30-40s	0 30	0 31
60-70s	0 22	0 23
70-80s (25-lb. box)	0 19	0 20
80-90s	0 17	0 17
90-100s	0 15	0 16
100-120s	0 11½	0 12

## Molasses and Syrup Remain Unchanged

**Montreal.**  
SYRUPS, MOLASSES.—Quiet conditions are reported with regard to syrups, this being the quiet season. The demand is not heavy for any of the brands, either cane or corn. Of molasses much the same may be said, and there has been no quotable change on either commodity. Buying of molasses has been lighter this season, and there is probably still some stock on hand that was carried over from last year.

A line of special syrup (Lyle's) is reported received, and is selling at \$18.25 per case of 56 2-lb. tins.

**Corn Syrup—**

Barrels, about 700 lbs.	0 07¾	0 07¾
Half bbls.	0 08	0 08
Kegs	0 08½	0 08½
2-lb. tins, 2 doz. in case, case	5 15	5 15
5-lb. tins, 1 doz. in case, case	5 75	5 75
<b>Jorn Syrup—</b>		
10-lb. tins, ½ doz. in case, case	5 45	5 45
20-lb. tins, ¼ doz. in case, case	5 40	5 40
2-gal. 25-lb. pails, each	2 45	2 45
3-gal. 38½-lb. pails, each	3 65	3 65
5-gal. 65-lb. pails, each	5 90	5 90
<b>White Corn Syrup—</b>		
2-lb. tins, 2 doz. in case, case	5 65	5 65
5-lb. tins, 1 doz. in case, case	6 25	6 25
10-lb. tins, ½ doz. in case, case	5 95	5 95
20-lb. tins, ¼ doz. in case, case	5 90	5 90
<b>Cane Syrup (Crystal) Diamond—</b>		
2-lb. tins, 2 doz. in case, case	7 00	7 00
Barrels, per 100 lbs.	0 75	0 75
Half barrels, per 100 lbs.	10 00	10 00
Glucose, 5-lb. cans (case)	4 80	4 80

**Prices for Island of Montreal**

<b>Barbadoes Molasses—</b>		
Punchons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
<b>Antigua Molasses—</b>		
Punchons	0 95	0 95
Barrels	0 98	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

## Steady Movement Honey and Syrup

**Montreal.**  
HONEY, MAPLE PRODUCTS.—This is a good consumptive centre for honey and there has been a good supply to take care of the same all season. The basis remains quite steady, but without change of any kind being recorded. Maple syrup and sugar are steadily high, a somewhat nominal condition still prevailing.

<b>Maple Syrup—</b>		
12½-lb. tins (each) (nominal)	\$2 10	\$2 25
10-lb. cans, 6 in case, per case	15 10	15 10
5-lb. cans, 12 in case, per case	17 10	17 10
2½-lb. cans, 24 in case, per case	18 50	18 50
Maple Sugar (nominal), small lots	0 25	0 30
<b>Honey, Clover—</b>		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 23	0 23
In tins, 60 lbs.	0 26	0 26
50-lb. pails	0 27	0 27
10-lb. pails	0 23	0 23
5-lb. pails	0 23	0 23
Honey—Buckwheat, tins or bbls.	0 22	0 22

## Cream Tartar Down, Cloves; Nutmegs Up

**Montreal.**  
SPICES.—Cream of tartar is declining outside but there is a somewhat limited supply in hand on spot here, and as a consequence there has been no lowering of the basis. This will come if stocks are sufficiently replenished soon. Cloves, on the other hand, are firming, and nutmegs are higher. Peppers are also rather firm. The markets are none too flush of supplies on some lines, and there has been an increased buying.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
<b>Cinnamon—</b>		
Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 50
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Picking spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 80	1 80
Cardamon seed, per lb., bulk	2 00	2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Redded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3¼ cents per lb. and for spices packed in tin containers add 10 cents per lb.

## Tea Stocks Less; New Crop Higher

**Montreal.**  
TEA.—With a continued buying activity by the wholesale jobbers, much tea has changed hands of late, and it is felt in some quarters that spot supplies are materially less. When these are distributed it is almost safe to say that new crop teas will be very much higher in price. There will not be the stocks to fall back upon that there have been heretofore, and both Japans and Javas are likely to be higher at a reasonably near date.

Pekoe, Souchong, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
<b>Japan Teas—</b>		
Choice	0 65	0 75
Early picking	0 55	0 65
<b>Javas—</b>		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

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



**Coffees One to Three Cents Up; Big Sales**

Montreal.

COFFEE, COCOA.—Advances of from one cent to three have been effected this week on coffee. It is remarkable to note that, notwithstanding the higher price, best grades are in favor among the sellers. There is a better movement than ever, jobbers state, stocks being very busy on actual orders.

Cocoa markets are stiffening and already some of the jobbers have advanced prices on bulk and package cocoa one to two cents per lb. The undermentioned prices are due for a change upward at any time.

Coffee—		
Bogotas, lb.	0 41	0 44
Jamaica, lb.	0 36	0 39
Maracaibo, lb.	0 38	0 40
Mocha (types)	0 40	0 43
Mexican, lb.	0 40	0 42
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 41	0 42
Santos, lb.	0 40	0 42
Cocoa—		
In 1-lb., per lb.	0 38	0 40
In 1/4-lb., per lb.	0 40	0 42
In 1-5 lb., per lb.	0 40	0 42
In 1/2-lb., per lb.	0 40	0 40

**Barley, Corn Flour and Hominy Higher**

Montreal

CEREALS.—Prices have materially advanced for pearl barley, which is now selling at \$6.75. Corn flour is also higher at \$5 to \$5.25 per cwt. Pearl hominy is also advanced. The market on cornmeal and rolled oats is steady, but with rather light sale for these lines. There has been no price change whatever.

Self-raising Flour—		
3-lb. pkgs., doz.	2 90	5 70
6-lb. pkgs., doz.	5 00	5 25
Cornmeal, Gold Dust	6 75	6 75
Barley, pearl	4 25	4 75
Barley, pot, 98 lbs.	7 50	6 00
Buckwheat flour, 98 lbs.	5 50	5 25
Cornflour, white	8 75	9 00
Rice flour	5 75	6 00
Hominy grits, 98 lbs.	5 75	5 75
Hominy, pearl, 98 lbs.	5 75	5 90
Graham flour	4 75	4 90
Oatmeal (standard-granulated and fine)	5 70	5 50
Oatmeal (packages) fine cut	6 00	6 50
Peas, Canadian, boiling, bush	4 25	4 40
Split peas (per 98 lbs.)	5 60	5 60
Roller oats, 90-lb. bags	2 00	2 00
Roller oats (family pack.), case	5 10	5 10
Roller oats (small size), case	7 10	8 00
Oat Flakes (case 20 pkgs.)	6 00	6 00
Roller wheat (100-lb. bbls.)	5 80	6 25
Porridge Wheat—	0 15	0 16
Packages, 36 in case		
Packages, 20 in case (family pack.)		
Rye flour (Can.), 98 lbs.		
Tapioca flour, lb.		

**High Prices Prevail For Pastry Flours**

Montreal

FLOURS.—The prices obtaining for winter wheat flour are high, and those requiring supplies have had to pay enhanced rates for them. Quotations are running from \$11 to \$11.50 per barrel. War standard flours are steady but unchanged.

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

**Less Feed Sold But Prices Higher**

Montreal.

FEEDS.—Prices have firmed on barley and oat feeds, and this is occasioned by the higher prices in effect for grain. Special middlings are quoted at \$56 per ton. Demand has naturally been reduced on account of the excellent pasturage now obtainable in this district.

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

**Hay Sales Fall; Feed Grain Up**

Montreal.

HAY AND GRAIN.—While no declines have been made on hay, there is less demand, the state of pasturage being a big factor. Oats have again advanced and the barley market stiffened from 17c to 20c per bushel over the prices ruling a week ago.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good, No. 1, per 2,000-lb. ton	\$40 00	
Do., No. 2	38 00	
Do., No. 3	36 00	
Straw	11 00	
Oats—		
No. 2 C.W. (34 lbs.)	0 92	
No. 3 C.W.	0 89	
Extra feed	0 89	
No. 1 feed	0 87	
No. 2 feed	0 83 1/2	
Barley—		
No. 3 extra	1 50	
No. 3	1 52 1/2	
No. 2	1 55	

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

**Pineapples Are Up; Citrus Fruit Down**

Montreal.

FRUITS.—Oranges are reduced in price. Arrivals have greatly augmented the local stocks and prices may be gradually more favorable. Lemons are easier too. Pineapples, on the other hand, have advanced again but this will probably be only temporary.

Apples—		
Per Barrel		
Ben Davis, No. 1	9 00	10 00
Russets	9 00	10 00
In boxes	5 50	6 25

**ONTARIO MARKETS**

TORONTO, June 5—The grocery markets this week show few changes, as compared with a week ago, the majority of commodities being quoted at steady to strong prices. The price trend in almost all directions is upward, rather than to lower levels. Teas and coffees show a good deal of firmness and, in the case of the former, dealers generally are of the opinion that higher levels will prevail. Sugar is firm with supplies ample. Canned goods and dried fruits are none too plentiful.

**Supplies of Sugar Ample For Demand**

Toronto.

SUGAR.—There are no changes to report in quotations on sugar, prices being steady with the preceding week. The

Bananas (fancy large), bunch	5 50	6 50
Cherries (California), box		5 00
Cocoanuts, sack		9 00
Grapefruit (fancy Porto Rico)	4 50	5 50
Lemons (California)	5 00	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Cal. navels, 126		6 00
Do., 150		6 50
Do., 176		6 75
Do., 200-216		6 75
Tangerines, half boxes		4 75
Blood oranges		4 50
Pineapples (24s to 36s)		7 00
Strawberries, large		0 40

**Beans, Asparagus, Tomatoes Lower**

Montreal.

VEGETABLES.—With the arrival of larger supplies and also of the better variety of beans, markets have declined on this vegetable. The same condition holds with regard to asparagus. Tomatoes are freer in supply and the prices are less. Rhubarb is down. Onions of the various varieties are firm, while red onions are higher this week. Declines should soon be made in some of the coarser and some earlier varieties of vegetables.

Asparagus (doz.)	4 00	
Artichokes, bag	2 00	
Beans, new string (American) basket	4 50	
Beets, bag	1 00	
Do., new, doz.	1 75	
Cucumbers, Florida (basket)	4 50	5 00
Chickory, doz.		3 00
Cauliflower (imported), doz.		5 50
Cabbage, new, crate	6 00	6 50
Carrots (new), doz.		1 75
Celery (Wash.), doz.		2 50
Do., crates (3-4 doz.)		8 50
Egg plant	3 00	4 00
Horseradish, lb.		0 20
Lettuce (curly), box (3 doz.)		3 00
Lettuce, Boston, box		4 50
Leeks	2 00	3 00
Mint		0 25
Mushrooms, lb.		1 75
Basket (about 3 lbs.)		4 00
Onions, Texas, crate		6 00
Red, 100 lbs. bag	9 50	10 00
Onions (Shallots), doz.		1 00
Oyster Plant		0 75
Parasnis, bag		2 50
Parsley (C. nadian)		0 75
Parsley (American)		1 50
Potatoes, Montreal (90-lb. bag)		2 00
Potatoes (New Brunswick), bag		2 25
Potatoes (new), Florida (per bbl.)	9 00	10 50
Potatoes (sweet), hamper		4 00
Radishes, doz.		0 50
Rhubarb, doz.	0 25	0 50
Spinach, box		2 00
Spinach, bbls.		6 00
Turnips, Quebec		2 50
Tomatoes (hothouse), lb		0 40
Tomatoes, crates (fancy)		6 50
Tomatoes (choice), crate		6 00
Lemons, Cal., 270s, 300s, case	4 75	5 00

movement of stocks is very active, but supplies are ample for all requirements. With the busy season for sugar now approaching dealers are not anticipating any shortage, but believe stocks will be fully up to the needs of the consumers. No recessions in values are looked for.



St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

### Quotations on Syrup Are Unchanged

Toronto.

SYRUPS, MOLASSES, ETC.—Demand for syrups and molasses is not quite so active as was the case a few weeks ago. The market as far as prices are concerned is steady, no changes having been reported in the past month.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 07 3/4
Half barrels, 1/2 c over bbls.: 1/2 bbls., 1/2 c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 65
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, 1/2 doz. in case	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	5 55
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 45

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, 1/2 c over bbls.: 1/2 bbls., 1/2 c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—

Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	1 00	1 00
West India, bbls., gal.	0 44	0 44
West India, No. 10, kegs	6 50	6 50
West India, No. 5, kegs	3 25	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 00	4 00
Tins, 5-lb., table grade, case 2 doz., Barbadoes	6 75	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	6 00
West Indies, 1 1/2s, 48s	4 60	6 95

### All Package Goods Sell at Firm Prices

Toronto.

PACKAGE GOODS.—There is a very firm market prevailing for rolled oats at the present time, although quotations show no changes as compared with last week. All package goods are selling at unchanged prices.

#### PACKAGE GOODS

Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s case	3 60
Shredded Wheat, 36s, regular, case	4 50
Porridge Wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Pens, 36s, case	3 60
West Indies, 1 1/2s, 48s	4 60
Cornstarch, No. 1, lb. cartons	0 11
Do., No. 2, lb. cartons	0 09 1/2
Canada Laundry Starch	0 09 1/2
Laundry Starch, in 1-lb. cartons	0 11 1/2
Do., Do., in 5-lb. tin canisters	0 12 1/2
Do., Do., in 5-lb. wood boxes	0 12 1/2
Potato Flour, in 1-lb. pkgs.	0 16

### Rices Are in Small Demand

Toronto.

RICES.—The market for rices is very firm at last week's advances. Quotations at primary points are again higher, and further advances in the spot market are not unlikely. Rice dealers state it is very hard to procure, particularly the good qualities.

Texas, fancy, per 100 lbs.	14 50	15 00
Blue Rose Texas, per 100 lbs.	12 50	13 00
Induras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	12 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	12 00	12 50
Japans, second, per 100 lbs.	11 00	12 00
Chinese XX, per 100 lbs.	10 00	10 00
Do., Simiu	11 00	11 00
Do., Mufin, No. 1	10 50	10 50
Do., Pakling	10 00	10 00
White Sago	0 11 1/2	0 12
Tapioca, per lb.	0 11 1/2	0 12

### Active Demand For All Shelled Nuts

Toronto.

NUTS.—There is a very brisk demand for nuts, that is for the shelled kinds just now. Supplies are rather limited and new arrivals are speedily taken. Spanish peanuts are quoted slightly higher this week, at from 18 1/2c to 19c per lb., and Brazil nuts at from 78c to 80c per lb. Indications are that Jumbo peanuts may be higher, as reports from Virginia show advancing prices. Wash. Brazil nuts too are higher at primary points.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 30	0 30
Cocoanuts, Jamaica, sack	10 00	10 00
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.	0 19	0 19
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 44	0 46
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 18 1/2	0 19
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 78	0 80

### Dried Fruits Are in Small Quantities

Toronto.

DRIED FRUITS.—The market for dried fruits is pretty well cleaned out. Some of the small sizes of prunes are still available. There are also a few evaporated apples selling at 21c per lb. Raisins have been pretty well cleaned up, but importers state that this year's crop in California should be a fairly heavy one, but there will be heavy export demands for the same. Quotations among the wholesalers this week are unchanged at the recent advances.

Apples, evaporated, Ontario	0 21	0 14
Apricots, unpitted	0 20	0 20
Do., fancy, 25s	0 20	0 20
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange	0 45	0 45 1/2
Citron	0 47	0 47
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	7 00	7 00
Dromedary dates, 3 doz. in case	5 00	5 00
Figs—		
Taps, lb.	0 14	0 15
Malagas, lb.	0 14	0 15
Comadre figs, mats, lb.	0 14	0 15

Cal., 4 oz. pkgs., 70s, case	5 00
Cal., 3 oz., 20s, case	4 25
Cal., 10 oz., 12s, case	2 25

Prunes—

30-40s, per lb.	0 25
40-50s, per lb.	0 20
50-60s, per lb.	0 22
60-70s, per lb.	0 22
70-80s, per lb.	0 15
80-90s, per lb.	0 16 1/2
90-100s, per lb.	0 14 1/2
100-120s, per lb.	0 11

Peaches—

Standard, 25-lb. box, peeled	0 20
Choice, 25-lb. box, peeled	0 23
Fancy, 25-lb. boxes	0 24
Practically peeled, 25-lb. boxes	0 23 1/2
Extra choice, 25-lb. box, peeled	0 26

Raisins—

California bleached, lb.	0 17	0 18
Choice sulphur bleached, 25s	0 17	0 17
Seedless, 15-oz. packets	0 18	0 18
Seeded, fancy, 1-lb. packets	0 14 1/2	0 15
Seeded, 15 oz. packets	0 15	0 15
Seedless, Thompson's, bulk	0 18	0 20
Seedless, 16-oz. packets	0 16	0 18
Do., Bakers, Thompson's, 50s	0 16	0 18
Crown Muscatels, 25s	0 17	0 17

### Brisk Inquiry Now For Salmon

Toronto.

CANNED GOODS.—In the market for canned goods, the movement of salmon is decidedly better. The supplies of the best grades of salmon are light, but the quantities of the inferior grades in the packers' hands are said to be fairly heavy. Prices of salmon are very firm. Canadian sardines are quoted all the way from \$6.50 to \$15. These Canadian sardines are in the better grades, of very fine quality, and put up well. Tomatoes are getting pretty well cleaned up. Some are now selling as high as \$2.10. Standard peas are quoted at \$1.40, and early June peas at from \$1.75 to \$1.85. Canadian corn is practically off the market. One dealer has some in stock, which he is holding at \$2.45. About the only fruit available in the canned fruits is plums. They are offered at from \$1.90 to \$2. There are also a few lots of gallon apples selling at \$6 per case.

Salmon—

Sockeye, 1s, doz.	4 50	4 75
Sockeye, 1/2s, doz.	2 95	2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. tails	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. tails	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. tails	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.	3 75	4 50
Whole Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. tails, doz.	1 90	2 15

Canned Vegetables—

Beets, 2s	1 90	2 30
Tomatoes, 2s	1 95	2 00
Peas, standard	1 40	1 50
Peas, early June	1 75	1 85
Sweet Wrinkle	1 92 1/2	1 95
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Canadian corn	2 25	2 45
Corn, American, 2s, doz.	2 00	2 00
Pumpkins, 2 1/2s	0 95	1 00
Spinach, 2s, doz.	1 90	1 90
Do., 2 1/2s, doz.	2 52 1/2	2 50
Do., 10s, doz.	10 00	10 00
Peas, early June	1 65	1 70
Sweetash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 50	4 00
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 05	2 07 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Apples, gals., dozen	6 00	6 00
Peaches, 2s	2 85	2 87 1/2
Pears, 2s	2 85	2 87 1/2
Plums, Lombard, 2s	1 90	1 90
Plums, Green Gage	2 17 1/2	2 27 1/2
Raspberries, 2s, H.S.	4 50	4 50
Strawberries, 2s, H.S.	4 50	4 50
Blueberries, 2s	2 10	2 15
Preserved Fruits, Pint Sealers—		



Peaches, pint sealers, doz. ....	3 40	3 45
Jams—		
Apricot, 4s, each .....	0 84	0 84
Black currants, 16 oz., doz. ....	4 90	4 90
Do., 4s, each .....	0 98	1 10
Gooseberry, 4s, each .....	0 84	0 84
Peach, 4s, each .....	0 82	0 82
Red currants, 16 oz., doz. ....	3 45	3 45
Raspberries, 1/2 oz., doz. ....	3 90	4 25
Do., 4s, each .....	1 02	1 10
Strawberries, 16 oz., doz. ....	3 90	4 25
Do., 4s, each .....	1 08	1 10

**Imported Fruits  
Are Quick Sellers**

Toronto.  
FRUITS.—The demand for imported fruits continues to be on a large scale and prices for the same are very firm. Strawberries do not show any tendency to decline, but are slightly higher than a week ago. They are quoted at from 40c to 41c per qt. Georgia peaches have made their appearance on the market and are quoted at \$5 per crate for six basket carriers. Watermelons, too, are on sale at from \$1.25 to \$1.50 each. California cherries are slightly easier at from \$4 to \$4.50 per box. Owing to the strike in Havana there has been quite an advance in quotations on Cuban pineapples this week as compared with last. They are now quoted at \$7 in 24's, 30's and 36's. The market for oranges and grapefruit is practically steady.

Bananas, per lb. ....	0 07	0 07 1/2
Grapefruit—		
California, seedless, 64s, 80s, 94s and 100s .....	6 75	7 25
Do., 48s .....		6 00
Oranges—		
California navels, 100s .....	5 25	5 25
200s, 216s, 250s, 288s .....	5 50	6 75
Valencias—		
126s, 150s, 176s, 200s, 216s ..	5 25	6 50
250s, 288s .....	5 25	5 75
324s .....		5 00
Lemons, Cal., 270s, 300s, case ..	5 00	5 50
Pineapples—		
Cuban, 24s, 30s, 36s, case .....		7 00
Strawberries, quarts .....	0 40	0 41
Rhubarb, doz. bunches .....	1 50	1 50
Cherries, Cal., box .....	4 00	4 50
Watermelons .....	1 25	1 50
Georgia peaches, 16 basket crates, per crate .....		5 00

**Ont. Potatoes Are  
Quoted Higher**

Toronto.  
VEGETABLES.—Several changes are noted in quotations on vegetables this week, some being upward, while others show downward tendencies. Ontario potatoes are stronger, at from \$2.35 to \$2.40 per bag, and Florida new potatoes are selling by the barrel at \$7.75. Canadian asparagus is selling in two dozen bunch lots at \$1.50, and new beets and carrots at \$3 per hamper. Southern cabbages by the crate are quoted at \$6.25. Fancy cucumbers in large hampers are selling at from \$5 to \$5.25, and choice cucumbers at \$4.50. Tomatoes of very fine quality are now arriving, and range all the way from \$6.75 to \$8 per case.

Can. Asparagus, 2 doz. bunches ..	1 50	1 50
New beets, hamper .....	3 00	3 00
Cabbage, crate .....	6 25	6 25
Celery, Florida, 3s to 6s, 8s .....	6 00	7 50
Do., 10s .....	4 75	4 75
New Carrots, hamper .....	3 50	0 00
Cucumbers, fancy, large hamper ..	5 00	5 25
Choice, large hampers .....		4 50
Plain, large hampers .....	2 50	0 00
Leamington hothouse cucumbers, 11-qt. basket .....	2 50	3 50
Radishes, per doz. ....	0 25	0 30
Lettuce, head, Cal. Iceberg, 4 to 5 cwt. case .....		4 50
Do., Do., Florida, 30 head to hamper .....		4 50

Do., leaf, doz. ....	0 40	0 50
Onions—		
Green onions, doz. ....	0 25	0 30
Texas onions, crate .....	5 00	6 00
Parasnips, bag .....	0 75	0 75
Parsley, per basket .....	0 25	0 30
Peppers, green, doz. ....	1 00	1 00
Potatoes, Sweet, Louisiana, hamper .....		2 50
Wax beans, per hamper .....		5 00
New potatoes, Florida .....		7 75
Turnips, hamper .....	2 75	0 00
Potatoes, Ontario, bag .....	2 35	2 40
Spinach, box .....		2 00
Tomatoes, Florida, 124s, 144s ..		7 50
Do., 72s, 84s and 180s .....	6 75	8 00
Do., Hothouse, No. 1, per lb. ....	0 20	0 45

**Hand Picked Beans  
Are Selling Higher**

Toronto.  
BEANS.—Hand-picked Canadian beans are quoted higher this week. They are quoted at \$4.50 per bus., and 1 lb. to 2 lb. pickers at \$4.25 per bus. In spite of the summer season there is a very active demand for beans, but dealers report them in good supply.  
Ontario, 1-lb. to 2-lb. pickers, bu \$.... 34 25  
Do., hand-picked .....

**Firm Market  
For All Cereals**

Toronto.  
CEREALS.—The market for cereals is very firm, with prices, however, showing few changes. Golden cornmeal is slightly higher at from \$5.50 to \$5.85. Some fancy yellow cornmeal is quoted as low as \$4.90 in 98's, but conditions are more general around \$5.25 and \$5.50. The market for rolled oats is very firm but unchanged from last week.

	Single	Bag	Lots
	F.o.b.	Toronto	
Barley, pearl, 98s .....	5 50	6 00	
Barley, pot, 98s .....	4 25	4 50	
Barley Flour, 98s .....		4 50	
Buckwheat Flour, 98s .....	7 25	8 00	
Cornmeal, Golden, 98s .....	5 50	5 85	
Do., fancy yellow, 98s .....	5 25	5 50	
Corn Flour, white, 98s .....	4 60	4 85	
Do., Government standard, 98s ..		4 25	
Hominy grits, 98s .....	5 25	5 25	
Hominy, pearl, 98s .....	5 00	5 25	
Oatmeal, 98s .....		4 55	
Oat Flour .....		4 50	
Rolled Oats, 90s .....	4 40	4 50	
Rolled Wheat, 100-lb. bbl. ....	6 50	7 00	
Rice Flour, per 100 lbs. ....		8 00	
Linseed Meal, 98s .....		6 75	
Rye Flour, 98s .....	6 50	7 25	
Peas, split, 98s .....		6 20	
Blue peas, lb. ....		0 10	

Above prices give range of quotations to the retail trade.

**Cloves Advance 10  
Cents Per Pound**

Toronto.  
SPICES.—Some dealers in spices are quoting black pepper this week at an advance, while others are holding at the same quotation. Quotations range all the way from 38c to 43c per lb. White pepper is selling at from 45c to 50c per lb. Cloves too have advanced from 5c to 10c per lb. at from 50c to 60c. The next shipments of French pure cream of tartar are likely to be quoted lower. At present it is selling at from 75c to 80c per lb. American high test cream of tartar per doz. of 2 oz. packets, is selling at \$1.75.  
Allspice .....

mint, savory, Marjoram .....	0 40	0 70
Pastry .....	0 35	0 40
Pickling spice .....	0 22	0 30
Mustard seed, whole .....	0 35	0 40
Celery seed, whole .....	0 25	0 30
Coriander, whole .....	0 25	0 30
Caraway seed, whole .....	0 55	0 60
Tumeric .....	0 24	0 27
Cream of Tartar—		
French, pure .....	0 75	0 80
American high test .....		1 75
2-oz. packages, doz. ....		3 00
4-oz. packages, doz. ....		6 00
8 oz. tins, doz. ....		6 00

**Tea Prices Show  
Higher Tendencies**

Toronto.  
TEAS.—The tendency in the tea market is for higher prices. Wholesale merchants are not selling the cheap teas that they were a few weeks ago. The likelihood of a new Government tax on foreign teas, and the fact that the large stocks in the hands of the dealers, that have been held for some months, are showing depletions, are having their effect on the tea situation. The trend is upward although prices here are, for the most part, steady. According to advices from the United States, prices of Japan teas are five and six cents higher, notwithstanding the vast supplies that have been held by the importers. The outlook for this year's crop is not the best. Exchange on Ceylon is also higher, and the strength of Ceylon exchange has a big influence on Indian teas.

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

**Trend of Coffee  
Prices is Higher**

Toronto.  
COFFEE.—Some lines of coffees have again advanced this week. The market continues very firm, and everything points to higher prices. The prospects of a big European demand is likely to keep the market very firm for some time to come.

Java, Private Estate .....	\$....	\$0 50
Java, Old Government, lb. ....		0 50
Bogotas, lb. ....	0 47	0 49
Guatemala, lb. ....	0 47	0 49
Mexican .....	0 44	0 46
Maracaibo, lb. ....	0 41	0 43
Jamaica, lb. ....	0 39	0 42
Blue Mountain Jamaica .....		0 50
Mocha, lb. ....	0 46	0 48
Mocha, Arabian, lb. ....		0 50
Rio, lb. ....	0 32	0 33
Santos, lb. ....	0 42	0 43
Santos, Bourbon, lb. ....	0 41	0 42
Ceylon, Plantation, lb. ....		0 48
Chicory, lb. ....		0 30
Cocoa—		
Pure, lb. ....	0 24	0 28
Sweet, lb. ....	0 24	0 28

**Honey and Maple  
Syrup Sell Steady**

Toronto.  
HONEY, MAPLE SYRUPS. — The market for honey is firm, with demand



only moderate. Five pound pails are quoted at 25c per lb., and 2½'s at 26c. Ten pound tins are selling at 20 cents. Prices of maple syrup continue very firm but unchanged.

<b>Honey—</b>	
<b>Clover—</b>	
5-lb. tins .....	0 24
2½-lb. tins .....	0 26
10-lb. tins .....	0 25
60-lb. tins .....	0 24
Buckwheat, 60-lb. tins, lb. ....	0 18
Comb. No. 1. fancy, doz. ....	3 75
Do., No. 2. doz. ....	3 00
<b>Maple Syrup—</b>	
3½-lb. tins, 10 to case, case. ....	17 00
Wine qt. tins, 24 to case, case. ....	16 00
Wine ½ gal. tins, 12 to case, case. ....	15 00
Wine 1 gal. tins, 6 to case, case. ....	14 00
Imperial 5 gal. cans, 1 to case, case. ....	14 00
<b>Maple Sugar—</b>	
50 1-lb. blocks to case, lb. ....	0 29

**Flour is Selling  
at \$11 Per Barrel**

**Toronto.**  
FLOUR.—The past fortnight has seen quite a heavy demand for flour. The in-

quiry is being met largely by Manitoba wheat flour, the supply of winter wheat flour now being rather small. Both kinds are, however, selling to the trade at \$11 per barrel.

<b>FLOUR</b>	
Government standard, 74 per cent. extraction.	
Ontario winter wheat flour, in carload shipments, on track, bbl. ....	\$11 00
Manitoba wheat flour, in carload shipments, on track, bbl. ....	\$11 00

**Bran and Shorts  
Are a Slower Sale**

**Toronto.**  
MILLFEEDS.—Quotations on bran and shorts are unchanged from last week, the bran selling at \$42.50 per ton, and shorts at \$44.50. Demand for the same is not quite so active, the fact that there is now plenty of pasture slackening the inquiry.

	In carlots, track
Bran, per ton .....	42 50
Shorts, per ton .....	44 50

**WINNIPEG**

OWING to the strike conditions in Winnipeg, and the congested condition of the Winnipeg Post Office, CANADIAN GROCER'S Winnipeg markets have not reached this office at the time of going to press. As conditions stand at present, however, with the strikers still very strongly influencing the situation, the market service is of comparatively little service, as a free movement of goods is an impossibility. This service, it is confidently expected, will be resumed next week.

**VANCOUVER**

VANCOUVER, June 2—There has been a good movement of food products on the market during the past week. This has been very notably the case in rice where outside demand has had its effect. The strike situation has had a serious influence in fruit and vegetable sales.

**Mexican, Japanese and  
American Buyers For Rice**

**Vancouver.**  
RICE.—It would seem that all world markets are beginning to appreciate that a world shortage of rice exists. Buyers for the American market, buyers for the Mexican market, and also Japanese buyers are attempting to purchase in Vancouver. Price on Siam natural advanced 2½ cents per pound in the last week; 7½ cents was asked at San Francisco, and buying brisk.

**Cocoanut Still Advances;  
Exchange Very High**

**Vancouver.**  
COCOANUT.—In the last seven days cocoanut has advanced another cent per pound; primary markets are so unsettled and exchange so fluctuating with an upward tendency that trading has temporarily ceased.

**Europe Hungry;  
Beans Will Advance**

**Vancouver.**  
BEANS.—Last year Canada produced beans to the value of \$19,000,000. There is not the slightest doubt that the peoples of Europe, who always have regarded beans as one of their staple foods, will not overlook the present low prices that rule in beans in world markets, but will

buy just as soon as peace can be concluded and bottoms can be obtained.

B.C. White .....	\$8 00
Japanese Kotenashi, per bush. ....	8 00

**Brazil Needs the Money;  
Coffee Will Advance**

**Vancouver.**  
COFFEE.—Coffee continues to become firmer in the primary markets. To date a fifteen cent advance per pound has been made on the prices ruling last mid-summer, and it is estimated that as Brazil, which at present controls the situation, has to pay in the United States from two to three times normal prices for her cottons and manufactured articles, Brazil will make her coffee returns as nearly equalize the situation as possible. Brazil knows that the European nations will be in the market for her coffees some of these days; that stocks are not large in any market; that the July crops will amount to only about one-third of normal owing to crop failure and frost, and knowing all this, it is reasonable to expect that Brazil will hold coffee at higher levels, and will be able to continue to do so for some time to come.

**Demand Good; Exchanges  
High; Teas Very Strong**

**Vancouver.**  
TEAS.—The fact that Great Britain is

reducing the duty on British grown teas by 2d. per pound, and increasing the duty on foreign grown teas by a like amount has naturally caused the British buyers to concentrate on Ceylon teas with the natural effect of raising the prices on these teas in the primary markets. Australia has lifted the embargo on Java teas, and as she will take some fifteen million pounds the effect has been felt on Java prices. Should the Canadian Government follow the lead of the Old Country the interest in Ceylon teas will be further stimulated. The rate of exchange on the Ceylon and Indian rupee is at the present time 25 per cent. higher than normal into American funds, and the exchange from American into Canadian currency again increases the cost to the Canadian buyer by 3 per cent. Those in the best position to judge cannot foresee other than further advances in teas. The price asked at present by Vancouver jobbers follows:

<b>Tea, Ceylon —</b>		
Pekoe .....	0 31	0 38
Broken Pekoe, chests, lb. ....	0 37	0 39
Do., Orange Pekoe, chests, lb. ....	0 40	0 48
Less than chests, one cent per pound more.		
<b>Tea, Java—</b>		
Broken Pekoe .....	0 34	0 37
Broken Orange Pekoe .....	0 37	0 41
<b>Tea Indian—</b>		
Pekoe .....	0 39	0 48
Broken Orange Pekoe .....	0 44	0 52

**Prices Quoted  
On New Molasses**

**Vancouver.**  
MOLASSES—New crop New Orleans molasses is now quoted as follows:

<b>Molasses—</b>	
36, 1½s, per case .....	\$4 25
24, 2½s, per case .....	4 50
12, 5s, per case .....	4 25
6, 10s, per case .....	4 25

**Strike Situation  
Affects Fruit Prices**

**Vancouver.**  
FRUIT AND VEGETABLES.—Owing to the refusal of the express companies to accept perishable shipments for points outside the B. C. borders, the Vancouver market has had to absorb all the tomatoes and cucumbers grown in the coast greenhouses that were intended for the prairie market. In the last few days the price has dropped on No. 1 tomatoes from \$10 to \$5.50 per 20-pound crate, and on cucumbers from \$2.50 to \$2 per dozen. Should express shipments not be resumed shortly and the greenhouse products continue to come in increasing volume, the greenhouse men stand to lose very heavily. Local strawberries will be on the market June 15 or thereabouts, and the crop is reported quite heavy; as the Eastern canners have contracted largely in advance low prices are not a probability. Raspberries will come in about July 1; these also will largely go to Ontario, having been bought at around 17 cents—last year's prices were around 8 and 9 cents. The first gooseberries arrived May 29 and brought 20 cents. Last quotations on fruits and vegetables follow :

<b>Apples—</b>		
Winesaps (box) .....	5 00	6 00
Newton Pippins .....	5 00	6 50
Oranges, Cal., aver. ....	6 00	6 50
Strawberries, crate .....		4 25
Cucumbers, B.C., per doz. ....	1 25	2 00
Tomatoes (hothouse), 20, crate		
No. 1 .....	6 00	7 00



# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 4.—Genuine Lima beans are being offered from twelve to fifteen cents per pound. Lobsters, quarters, are \$2.75 to \$3.00. Gallon apples are selling at from \$2.90 to \$3.10, and Crisco has advanced 65 cents per case. Lard has risen a cent a pound, making three \$22.80. Eggs are \$15.50, but there are very few arriving on account of the express strike. Barrington Hall coffee advanced two cents per pound; the soluble about fifty cents per dozen. Prunes, 90-100's are selling at from 18 to 20 cents; 60-70's, 22 cents; 40-50's, 26 to 27 cents. Raspberries, twos, \$8.40 to \$9. Valencia oranges are quoted at from \$7 to \$7.50. Onions, \$6.25 to \$6.50. Hood River strawberries are selling at \$7.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1		4 80
Do., No. 2		3 95
Tapioca, lb.	0 11	0 12 1/2
Sago, lb.	0 11	0 12 1/2
Sugar, pure cane, granulated, cwt.		11 07
Cheese, No. 1, Ontario, large	0 33	0 34 1/2
Butter, creamery, lb.	0 58	0 59
Do., Adv. "	0 35	0 36
Lard, pure, 3s, per case		22 80
Eggs, new-laid, local		15 50
Tomatoes, 2 1/2s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack.		5 60
Apples, gal., Ontario, case	2 90	3 10
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, titted		6 40
Apples, evaporated		0 22
Do., 25s, lb.		0 23
Apples, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s		0 22
Lobsters, quarters	2 75	3 00
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencias	7 00	7 50
Lemons, case	6 25	6 50
Grapefruit, California		7 00
Strawberries, Hood River, crate		7 00

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, June 4.—Crisco advanced today from \$12.70 per case to \$13.35. Lard is quoted at \$21.60 for 3's. Little creamery butter is being offered, but dairy is quoted at 43c. Eggs are 48 cents, but are expected to decline this

week. Very little cheese is on the market, but it is quoted at 34 1/4 cents. All kinds of fruit remain high. Word has been received here that the pea pack this year will be very small, owing to unfavorable weather conditions.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12 1/2
Rolled oats, brails	3 86
Rice, Siam, cwt.	8 40
Sago, lb.	0 11 1/4
Tapioca, lb.	0 11 1/4
Sugar, pure cane, gran. cwt.	10 99
Cheese, No. 1, Ontario, large	0 34 1/4
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Con. lb.	0 47
Eggs, new-laid	0 48
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18 1/2
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Grapefruit	7 50
California oranges	7 00
Pinapples	7 00
Lemons	8 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 4.—Few changes, but all upward are reported from St. John this week. Cheese is quoted at from 32 to 32 1/2 cents. Lard, compound, 31 1/2 cents. Can tomatoes, \$4. Corn, \$4.70. Peas, \$3.20 to \$3.30. Bermuda onions, \$5 to \$6.

Flour, No. 1 patents, bbls., Man.	\$12 54
Cornmeal, gran., bags	6 00
Cornmeal, ordinary, bags	3 90
Rice, Siam, per 100	9 75
Molasses	0 88
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, Ont., twins	0 32
Eggs, fresh, doz.	0 46
Eggs, case	0 46
Breakfast bacon	0 42
Butter, creamery, per lb.	0 46
Butter, dairy, per lb.	0 43
Butter, tub	0 42
Margarine	0 33
Lard, pure, lb.	0 36 1/2
Lard, compound	0 31 1/2
American clear pork	56 00
Beef, corned, lb	4 90
Tomatoes, 3s, standard, case	4 00
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 20
Corn, 2s, standard case	4 70
Peas, standard case	3 20
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00
Cohoes	14 50
Chums	8 50
Evaporated apples, per lb.	0 20 1/2
Peaches, per lb.	0 21
Apricots, per lb.	0 24
Potatoes—	
Natives, per bbl.	4 00

Onions, Can., bag	5 00	6 00
Do., Bermuda, per crate	6 50	7 00
Lemons, Cal.	6 50	8 00
Oranges, Cal., case	3 00	9 00
Grapefruit, case	0 08 1/2	0 09
Bananas, per lb.	6 00	6 50

## LOST A GOOD CUSTOMER

Here is a hint which may be worth something. It shows how easy it is to lose a customer. This incident happened in a grocery store about ten miles out of Boston. The store also sells fresh meats.

It was late in the forenoon, and among others in the store was a lady who had lately moved to a house two or three blocks from the store and who is now a most desirable customer of another store.

The meat cutter was getting a piece of meat ready for an order-route customer and the store's best order man commented that one corner of the meat didn't look right. The meat man cut off part of this corner, and in some way tucked the poor part he didn't cut off into the rest of the meat. As he did so he exclaimed, "She'll never notice it." The order clerk apparently didn't like it and the proprietor was somewhere else. The lady customer, waiting to be waited upon, was standing quite near and overheard the conversation.

That expression, "She'll never notice it," didn't go down with her, and she immediately became a customer at a store further away, but as she telephones most of her orders, distance isn't of much importance. The four words, "She'll never notice it," cost a store a good customer, nevertheless.

## WORTH \$300

Editor, CANADIAN GROCER.—We wish to express our thanks to your publication, CANADIAN GROCER, for information obtained through its editorial and advertising columns. It is the best paper in its line we have ever had the pleasure to examine.

We heartily recommend it to any one in the grocery trade in Canada. A recent issue was the instigation of our placing an order that meant we were able to secure a commodity that no one else had in this city, and was worth ONE HUNDRED times its subscription.

J. McTAGGART & SONS,  
Vancouver, B.C.

May 20, 1919.



# PRODUCE AND PROVISIONS

## Fresh Meat Dept. a Profit Maker

Taking Stock Every Month Gives a Knowledge of Business That Assures Success—  
Places the Onus of Making Profits on Department Manager

**T**HERE are a good many grocers who are fearful of enlarging their business in provisions to take in fresh meats. They have a feeling that the business to be gained is beset with so many dangers and difficulties that it is next to impossible to make it a paying venture.

As a matter of fact most of those who have added this department to their business seem to have found it a decided benefit. Mr. Heuther, of Heuther & Todd, Guelph, Ont., is one of the most enthusiastic advocates of the advantages to be gained from the combination of the two departments. So much so is this the case that they have recently taken over another store not far distant from their present stand and are devoting the bulk of their attention to the meat business in this new place of business.

### Practical Experience Not Essential

There are merchants who would adopt the idea of a fresh meat department but for the fear that knowing nothing of the business they may be led into difficulties without understanding how or why. There is indeed some danger of this for a man who is inexperienced in the meat business, and unquestionably a good deal of the success of the venture where the merchant is not himself a trained butcher is dependent on the choice of a manager. While this is so the merchant, according to Mr. Heuther, is not as dependent as he might believe. He may not know how to cut meat, but he should know how to take stock, and if he does he has no great reason to fear any very serious difficulties.

### Putting the Responsibility on the Manager

Mr. Heuther has a good butcher in charge, but while this is the case his system of checking up the department is none the less of importance. It is a simple matter of putting the onus of making a profit on the manager of the butcher department. The large packing houses that have retail stores have adopted this policy successfully," said Mr. Heuther, so why shouldn't I?" The two departments are kept absolutely separ-

ate, and only lines of goods pertaining to that department are sold under that head. If we have a meat order to give from the grocery department we credit that department for the goods, and if a customer of that department wants groceries the meat department is charged with the goods sold. In this way it is very easy to see whether the business is doing its fair share of the turnover; as a matter of fact the business last year showed that the grocery department had totalled only one-fifth more than the meat department, and the latter has more than made up in the matter of meat profits.

### Making the Business Show a Profit

Of course this is not the only necessity. There may be a splendid total of business in a store and yet profits be lacking. There are a hundred and one ways that this can happen. Dishonesty or carelessness of employees, an overbalanced stock or injudicious buying. These factors are especially important where the grocer who is starting a meat department is not a trained butcher.

### Monthly Stock Taking

Heuther & Todd have overcome these difficulties by systematic stock taking. "I may not know all about the butcher



The Grocery Department of Heuther & Todd, Guelph, Ont., who are firm believers in the value of a fresh meat department. This department is reached by a door that joins the two stores at the head of the counter shown in the photograph.

business," said Mr. Heuther, "but I do know when stock is not moving evenly, and when stock is piling up too fast. In order to keep posted on these questions, and to be in a position to attend to them in time we have adopted a system of monthly stock taking in this department. We know what we have sold during the month at the end of that period, we know what we have purchased and what stock remains on hand. With this information it is fairly easy to regulate buying, so that danger from too large purchases may be avoided." Then, too, Mr. Heuther keeps a very careful oversight over the daily sales. It does not take a very expert man to get sufficient knowledge of the butcher business to keep the stock even. If flanks and forequarters and the less desirable cuts are in the predominance, that is a fact that even a man with absolutely no butchering experience is able to see. It is then merely a matter of seeing that sales are so regulated as to assure the working off of these cuts. That may be done by featuring them, and by keeping the better cuts out of sight, for the customer is very likely to ask for the goods that are on display.

"But the most important factor in making this business a success we have found to be in choosing a good manager for the department, and then in holding him responsible for its success, and incidentally in making that success a matter of interest to him. By this system you

put a man on his metal, and encourage him to think for himself, and generally to do for the business what he would do were the business his own." That this system has proved effective for the store is pretty well evidenced by their enlarging this department of their business by operating a new store.

**PETERBOROUGH FIRM FINDS MEAT BUSINESS PROFITABLE**

Fitzpatrick & Geraghty, Peterborough, Ont., conduct a butcher shop in connection with their grocery business. The two are entirely separate, as far as arrangement of the store is concerned, as each has its own entrance from the outside, and from the inside a glass door renders the two shops accessible. This firm believes that a butcher department can be run in conjunction with the grocery business very satisfactorily. It can be operated profitably, they state, with a minimum of cost. The same delivery does for both the grocery and the meat and in this way money is saved. Then again the customers for groceries are largely the customers for meat, and both help the other in the way of bringing new business.

**PREPARING THE PURE FOOD SHOW**

The Ottawa Retail Grocers' Association are again making elaborate preparations for the Pure Food Show that is held in conjunction with the Central Canada Exhibition at Ottawa, September 6 to

15. The grocers have succeeded in obtaining a 5-year lease of Howick Hall, the largest and most modern building in the exhibition grounds. This gives them double the usual space, which they are confident will be an effective factor in making the Pure Food Show better than ever.

**INCREASE IN FOOD PRICES**

The British Labor Gazette has made a compilation showing the increase in retail prices of food in various countries since July, 1914. The most striking advance occurred in Sweden, where the rise in costs was 220 per cent. Australia, South Africa and India had the smallest increases, ranging between 31 and 35 per cent. The figures, with the dates on which the calculations were made, follow:

Country	Rise p.ct.	Date
United Kingdom	120	Mar. 1919
France (Paris)	137	Oct. 1918
Portugal (Lisbon)	133	Feb. 1918
United States	75	Sept. 1918
Canada	84	Dec. 1918
Australia	31	Oct. 1918
New Zealand	42	Oct. 1918
South Africa	34	Dec. 1918
India (Calcutta)	35	Nov. 1918
Norway	175	Nov. 1918
Sweden	220	Nov. 1918
Denmark	86	Jan. 1919
Holland (Amsterdam)	103	Dec. 1918

**Produce, Provision and Fish Markets**

**QUEBEC MARKETS**

**M**ONTREAL, June 3—Produce markets are quite active and especially so with regard to some lines. For instance, lard selling has continued heavy in spite of new advances. There is a big export movement. Shortening is higher and also moving out well. Hogs are easier, but most pork and beef products are held without change, and some of the cuts are quite firm. Ham and bacon are both steady and firm and very active. Butter interest increases as the supplies increase, for the ideal grass weather has helped production and it looks very much as though prices will be lower. The same applies to eggs, and declines are looked for, export markets for both lines being dull. The price of butter in the States is also down and this will have a big influence in forcing local markets lower. Cheese is decidedly firm and higher than it was last week, with receipts very heavy. Chickens are higher and ducks, turkeys and geese have lowered one cent per pound. Fresh fish sales are good and supplies increasing from some points.

**Hogs Down Dollar; Cattle Price Unsteady**

**Montreal**  
**FRESH MEATS.**—The market for hogs rules somewhat below last week's figures, sales being made at \$21.50 to \$22. This is in accord with the weaker trend elsewhere. Delivery of hogs has been fair and there is a seasonable out-

turn of dressed. The cattle market is rather unsettled but changes of consequence are lacking.

Hogs, live	21.50	22 00
<b>Hogs, Dressed—</b>		
Abattoir killed, small, 65-90 lbs.	31 00	
Sows (heavy)	25 50	
Hogs (country dressed)	27 50	
<b>Fresh Pork—</b>		
(Steers and Heifers)	(Cows, lamb, Veal)	
Leg of pork		0 35

Leg of pork (trimmed)	0 39 1/2
Loins (trimmed)	0 42
Loins (untrimmed)	0 38
Spare ribs	0 24
Trimmed shoulders	0 27 0 28
<b>Fresh Beef—</b>	
\$0 29 \$0 32	Hind quarters.. \$0 27 0 30
0 17 0 22	Front quarters. 0 17 0 20
0 42 0 44	Loins .. 0 35 0 38
0 32	Ribs .. 0 30
0 19	Chucks .. 0 18
0 30	Hips .. 0 29
Calves (as per grade)	0 16 0 22
Lambs, 30-40 lbs. (whole carcass)	
lb.	0 34
No. 1 Mutton (whole carcass), lb.	0 25
Sheep	0 20 0 26

**Ham Sales Good; Prices Holding**

**Montreal**  
**CURED MEATS.**—Summer weather conditions are contributing to a ready sale for cured meats, and these are holding on a firm basis. Hams and bacon are going forward in very fair quantities and at prices that are well maintained. Slightly advanced quotations are made for heavier hams.

<b>Hams—</b>	
Medium, smoked, per lb.—	
(Weights), 12-14 lbs.	0 39
14-20 lbs.	0 38 1/2
20-25 lbs.	0 38
25-35 lbs.	0 35
<b>Bacon—</b>	
Plain	0 43 0 48
Boneless and trimmed	0 56
<b>Bacon—</b>	
Breakfast, per lb. (as to qual.)	0 44 0 50
Roll, per lb.	0 32 1/2 0 37



**Dry Salt Meats—**

Long clear bacon, ton lots....	0 80½	0 81½
Long clear bacon, small lots..	0 81½	0 82½
Fat backs, lb. ....	0 33	
<b>Barrel Pork—</b>		
Canadian short cut (bbl.) 30-40 pieces .....	68	50
Clear fat backs (bbl.) (40-50 pieces) .....	67	50
Heavy mess pork (bbl.) .....	54	50
Bean pork (bbl.) (American) (60-80 pieces) .....	53	00

**Cooked Meats Firm on Revised Basis**

**Montreal**  
**COOKED MEATS.**—On the revised higher basis made last week, cooked meats are moving out very well and the market steadily holds. Sales of cooked ham and tongue are naturally better.

Head Cheese .....	0 13	0 15
Choice jellied ox tongue .....	0 57	0 59
Jellied pork tongues .....	0 44	
Ham and tongue, lb. ....	0 32	
Veal and tongue .....	0 25	
Hams, roast .....	0 58	
Hams, cooked .....	0 56	0 58
Shoulders, roast .....	0 50	0 50
Shoulders, boiled .....	0 50	0 50
Pork pies (doz.) .....	0 85	
Blood pudding, lb. ....	0 12	

**Lard Again Higher Export Sales Big**

**Montreal**  
**LARD.**—Although there is plenty of lard to be had, prices are very steadily advancing and another half cent has been added to the price this week. The reason assigned for advances is principally the heavy buying for export account and which continues right along. There is much business still in sight.

**LARD, pure—**

Tierces, 400 lbs., per lb. ....	0 36½
Tubs, 50 lbs., per lb. ....	0 37
Pails, 20 lbs., per lb. ....	0 37½
Bricks, 1 lb., per lb. ....	0 39

**Higher Oil Price Advances Shortening**

**Montreal**  
**SHORTENING.** — Not only the advances for lard this week, but also higher prices for cottonseed oil are attributable as the reasons for advances in this commodity. Quotations are revised upward from 1½c to 2c per pound all around. There is a good demand, particularly with the lard ruling so high.

**SHORTENING—**

Tierces, 400 lbs., per lb. ....	0 29½
Tubs, 50 lbs., per lb. ....	0 29¾
Pails, 20 lbs., per lb. ....	0 30
Bricks, 1 lb., per lb. ....	0 32

**Margarine is Held; Moderate Selling**

**Montreal**  
**MARGARINE.**—Sales of this are still fairly frequent but there is not much change. Merchants prefer to buy sparingly now that the hot weather has arrived. The price range remains without change of any kind.

**Margarine—**

Prints, according to quality, lb. ....	0 35	0 38½
Tubs, according to quality, lb. ....	0 32	0 34½

**Plenty of Butter May Lower Prices**

**Montreal**  
**BUTTER.**—Prices have been held unchanged, but there may be a decline at any time. The tone is an easier one and this is attributed to the larger sup-

ply of fresh grass-made. Providing the weather holds as favorably as it now does, there will be much improvement in delivery from the creameries. One of the interesting developments is that of a lower price basis in the United States, and from which there are practically no standing orders for supplies from this market. In addition to this fact, it must be remembered that the prices obtaining in Great Britain are fixed. It is stated that these are such as to make shipment there unprofitable, or rather impossible on the present selling basis here. There is indication that prices will recede at any time.

**BUTTER—**

Creamery prints, fresh made. ....	0 53
Creamery solids, fresh made. ....	0 57
Dairy prints .....	0 49
Dairy, in tubs, choice .....	0 48

**Still Upward Go Cheese Prices**

**Montreal**  
**CHEESE.**—Prices scored considerable advances again, and these, added to the advances mentioned last week, make a very high basis for the various grades. Old cheese, for instance, is as high as 35c per pound. The advices received from day to day from the country indicate that the various cheese boards are making new records in the matter of price. That the high markets are proving a stimulus to business is evidenced from the fact that over 11,000 boxes more were received in Montreal last week than in the same week of 1918, while butter receipts were substantially the same. Selling is not so active, but the undertone is strong.

**Cheese —**

New, large, per lb. ....	0 33
Twins, per lb. ....	0 33½
Triplets, per lb. ....	0 34
Stilton, per lb. ....	0 35
Fancy, old cheese, per lb. ....	0 34 0 35

**Eggs Will Decline With Small Orders**

**Montreal**  
**EGGS.**—That there will be a reduction of price on eggs is frankly expressed by a large buyer here. Export orders have fallen off greatly; the produce houses have been doing a lot of candling and there is really quite a surplus at this time. So soon as candling has been about completed, if there is not a resumption of orders from abroad, it is evident that prices must decline. Production continues large, and buyers have been advised for several days past not to buy eggs at all. It is stated further that country buying prices are around 47c at this time, with plenty to be had if wanted. There may be a considerable slump within the week.

**EGGS—**

No. 2 .....	0 49
New laids .....	0 56

**Advance For Chickens; Reduction on Ducks**

**Montreal**  
**POULTRY.**—Increased demand from outside the city is a firming factor this week and prices scored higher for chickens, the increase amounting to one cent per pound. A full carload was

shipped by one firm to Toronto. Local demand also is good. The market for geese, ducks and turkeys has ruled a little easier on the other hand, and reductions total one to two cents. There is a good supply of ducks and they are meeting with favorable sale.

**POULTRY—**

Chickens, roast (3-5 lbs.) .....	0 40	0 41
Chickens, roast (milk fed) .....	0 45	0 46
Broilers (3-4 lb. pr.) .....	0 44	0 47
<b>Ducks—</b>		
Brome Lake (milk fed green) .....	0 46	
Young Domestic .....	0 38	0 40
Turkeys (old toms), lb. ....	0 49	
Turkeys (young) .....	0 50	
Geese .....	0 30	0 31
Old fowls (large) .....	0 36	
Old fowls (small) .....	0 32	

**Fresh Fish Demand; Delivery is Fair**

**Montreal**  
**FISH.**—Excepting from the Far West and from the Winnipeg district, fish delivery is better and lake fish are coming to hand in good variety and frequent supply. There is a tendency to lower levels on some lines and the price of halibut promises to be reasonable this summer compared with that of last season. Lobster selling has been active and there is good sale for various lake fish.

**FRESH FISH**

Carp, per lb. ....	0 09	0 10
Bullheads (dressed) .....	0 10	0 13
Gaspereaux, each .....	0 06	
Haddies .....	0 12	0 13
Fillet Haddies .....	0 18	
Haddock .....	0 07	0 08
Halibut, Eastern .....	0 21	0 22
Halibut (Western) .....	0 20	0 21
Steak Cod .....	0 10	0 11
Market Cod .....	0 06½	0 07
Flounders .....	0 10	
Prawns .....	0 40	
Pike—lb. ....	0 12	0 13
Live lobsters .....	0 23	0 24
Boiled lobsters .....	0 18	0 20
Salmon (B.C.) per lb., Red .....	0 29	0 30
Lake trout .....	0 19	0 20
Mackerel .....	0 20	
Shrimps .....	0 35	0 40

**FROZEN FISH**

Gaspereaux, per lb. ....	0 06½	0 07
Halibut, large and chicken .....	0 19	0 20
Halibut, Western .....	0 20	0 21
Halibut, medium .....	0 21	0 22
Haddock .....	0 06½	
Mackerel .....	0 14	0 15
Dore .....	0 14	0 15
Smelts, No. 1, per lb. ....	0 12	0 13
Smelts, No. 2, per lb. ....	0 07	0 08
Pike, Headless and Dressed .....	0 10	0 11
Market Cod .....	0 05½	
Whitefish, small .....	0 11	0 12
Sea Herrings .....	0 07½	0 08
Steak Cod .....	0 08	
Gaspe Salmon, per lb. ....	0 24	0 25
Salmon Cohoes, round .....	0 17½	0 18
Salmon, Qualla, Hd. and Dd. ....	0 13	0 14
Whitefish .....	0 15	0 16
Smelts, extra large .....	0 22	
Lake Trout .....	0 19	0 20
Lake Herrings, bag, 100 lbs. ....	0 05	0 06
Alewives .....	0 05½	0 06

**SALTED FISH**

<b>Codfish—</b>		
Codfish, large bbl., 200 lbs. ....	\$20	00
Codfish, No. 1, medium, bbl., 200 lbs. ....	18	00
Codfish, No. 2, 200 lb. barrel, 17 00 .....	17	00
Pollock, No. 1, 200 lb. barrel .....	15	00
Codfish, strip boneless (30-lb. boxes), lb. ....	0 20	0 23
Codfish (boneless) (24 1-lb. cartons) .....	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx) .....	0 19	
Boneless cod (2-lb.) .....	0 23	
Shredded codfish (12-lb. box) .....	2 50	
Dried codfish (100-lb. bbl.) .....	20	00

**PICKLED FISH**

Herrings (Scotch cured), barrel. 11 25 .....	12	00
Scotia, barrel .....	12	00
Do., half barrel .....	6	25
Mackerel, barrel .....	34	00
Salmon, Labrador (200 lbs.) .....	26	00
Salmon, B.C. (200 lbs.) .....	24	50
Sea Trout (200-lb. bbl.) .....	25	00



Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16
OYSTERS	
Cape Cod, per barrel	16 00
Batouche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 50

Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	9 00
SUNDRIES	
Paper Oyster Pails, 1/2 per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 25

## ONTARIO MARKETS

**T**ORONTO, June 5—Higher quotations are again ruling for dressed fresh pork. Some advances are also noted in the smoked meats, and cooked meats are experiencing a big demand at steady prices. Butter and eggs are at lower levels, and the trend is towards even easier prices. Cheese advanced again this week.

### Dressed Fresh Pork is Again Higher

**Toronto.**  
**FRESH MEATS.**—Quotations on all dressed fresh pork are higher this week as compared with last. Buyers are talking lower bids for live hogs, but at present the prices are still very high. Fresh legs of pork up to 18 lbs. are quoted at from 37 to 38 cents per lb., and loins of pork at from 42 to 43c. Tenderloins are higher at from 48 to 50c. Beef quotations are easier in some instances, whole loins being quoted at from 33 to 36c, and short loins at from 35 to 40c. Lambs, whole, are easier at from 28 to 30c, and sheep at from 20 to 22c.

#### FRESH MEATS

<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	30 00	
Live, off cars, per cwt.	21 50	
Live, fed and watered, per cwt.	21 25	
Live, f.o.b., per cwt.	20 25	
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs.	0 37	0 38
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 48	0 50
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 29	0 29
New York shoulders, lb.	0 28	0 28
Montreal shoulders, lb.	0 29	0 29
Boston butts, lb.	0 33	0 33
<b>Fresh Beef—From Steers and Heifers—</b>		
Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole lb.	0 33	0 36
Do., short, lb.	0 35	0 40
Hips, lb.	0 26	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 28	0 30
Sheep, whole, lb.	0 20	0 22
Above prices subject to daily fluctuations of the market.		

### Provision Prices Slightly Higher

**Toronto.**  
**PROVISIONS.**—Medium hams are quoted slightly higher this week at from 46 to 48c per lb. Breakfast bacon is selling at from 47c to 49c per lb. The market for provisions is very strong, but for the most part quotations are unchanged from last week. There is a good demand for all lines.

<b>Hams—</b>		
Medium	0 46	0 48
Large, per lb.	0 39	0 42
<b>Backs—</b>		
Skinned, rib in	0 48	0 51
Boneless, per lb.	0 55	0 58
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 47	0 49
Breakfast, fancy, per lb.	0 50	0 53
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 40	0 42
<b>Dry Salt Meats—</b>		
Long clear bacon, av. 50-70 lbs.	0 30	0 32
Do., av. 70-100 lbs.	0 30	0 30

Fat backs, 16-20 lbs.	0 32
Out of pickle, prices range about 2c per pound below corresponding cuts above.	
<b>Barrel Pork—</b>	
Mess pork, 200 lbs.	55 00 58 00
Short cut backs, bbl., 100 lbs.	60 00 63 00
Pickled rolls, bbl., 200 lbs., heavy	59 00 60 00
Do., do., do., lightweight	62 00 63 00
Above prices subject to daily fluctuations of the market.	

### Big Demand For All Cooked Meats

**Toronto.**  
**COOKED MEATS.**—Boiled and roast hams are unchanged from last week's boiled has been selling to the trade at 58c and roast hams at from 58c to 59c. Jellied ox tongue is selling at from 55c to 56c per lb. The advent of warm weather has resulted in a big demand for all cooked meats.

#### COOKED MEATS

Boiled hams, lb.	0 58	0 58
Hams, roast, without dressing, lb.	0 58	0 59
Shoulders, roast, without dressing, per lb.	0 50	0 51
Head Cheese, 6s, lb.	0 15	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 25	0 00
Choice Jellied Ox Tongue, lb.	0 55	0 56
Pork and Tongue, lb.	0 34	0 34
Above prices subject to daily fluctuations of the market.		

### Lard Sells at Strong Prices

**Toronto.**  
**LARD.**—Packers are quoting lard this week at from 35 3/4c to 36c, tierce basis. Demand for lard is very heavy at the present time.

Lard, tierces, 400 lbs., lb.	0 35 3/4	0 36
In 60-lb. tubs, 1/2c higher than tierces, pails 3/4c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

### Shortening is Quoted Higher

**Toronto.**  
**SHORTENING.**—There is a very firm market for shortening just now. Quotations are stronger than last week, at from 28 3/4c to 30c per lb., tierce basis. Shortening, tierces, 400 lbs., lb. 0 28 3/4 0 30

### Cheese Continues Upward Trend

**Toronto.**  
**CHEESE.**—Dealers paid 31 1/2c per lb. on the cheese boards last week, and they are selling large cheese to the trade at from 33 1/2c to 34c. New Stiltons are selling at 35c.

<b>Cheese—</b>		
New, large	0 33 1/2	0 34
Stilton (new)	0 35	0 35

Twins 1/2c lb. higher than large cheese. Triplets 1 1/2c higher than large cheese.

### Price Trend is Lower on Butter

**Toronto.**  
**BUTTER.**—There is an easier market in butter this week. The market is easier at Montreal, and Toronto market has been influenced largely by conditions there. Packers report supplies heavy and prices should come down to even lower figures. Several lots of butter offered on the Toronto Produce Exchange did not receive a single bid this week, and this is taken to indicate that prices will see still further recessions. Dealers are now selling to the trade at from 54c to 55c.

<b>Butter—</b>		
Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0 53	0 54
Dairy prints, fresh separator, lb.	0 50	0 50
Dairy prints, No. 1, lb.	0 46	0 48

### Egg Receipts Heavy; Prices Go Lower

**Toronto.**  
**EGGS.**—Easier prices also prevail in the market for eggs. Supplies are fairly heavy, and packers are able to quite easily fill storage requirements, and there are still ample for the consuming public. Dealers are buying them this week at 46c, and they are selling to the trade at 53c. New laids in cartons are selling at from 54c to 55c per dozen.

<b>Eggs—</b>		
New laids in cartons, doz.	0 54	0 55
New laids, doz.	0 53	0 53
Prices shown are subject to daily fluctuations of the market.		

### Margarine Still Has Good Demand

**Toronto.**  
**MARGARINE.**—Margarine continues to sell well at from 35c to 36c per lb. for number one quality. Number two margarine is quoted at from 32c to 34c, and number three at from 28c to 29c.

<b>Margarine—</b>		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Solids 1c per lb. less than prints.		

### Little Moving in Poultry Market

**Toronto.**  
**POULTRY.**—The market for poultry is quiet, and prices are for the most part unchanged. The demand is largely being met by frozen stuff, there being very few fresh fowl coming forward. Spring chicken is slightly higher this week at from 65c to 70c per lb.

<b>Prices paid by commission men at Toronto:</b>			
	Live	Dressed	
Ducks, lb.	\$ -30 35	\$ -30 40	
Turkeys, old, lb.	0 40	0 42	
Do., young, lb.	0 40	0 45	
Roosters, lb.	0 25	0 28	
Fowl, 4 to 6 lbs., lb.	0 35	0 40	
Fowl, over 6 lbs., lb.	0 35	0 40	
Fowl, under 4 lbs., lb.	0 28	0 30	0 35
Chickens, over 5 lbs., milk fed, lb.	0 38	0 38	
Prices quoted to retail trade:			
		Dressed	
Hens, heavy	\$0 35	\$0 40	
Do., light	0 34	0 36	
Chickens, spring	0 65	0 70	
Ducks	0 40	0 42	
Turkeys	0 47	0 50	



## Fresh Fish Have Good Inquiry

Toronto.

**FISH.**—There is a very good demand for the fresh fish just now, and of course the fresh kind take precedence over the frozen stuff. Fresh lake fish are now coming forward in larger numbers. Fresh mackerel is selling this week at 15c per lb. Trout is 16c, and smelts are now practically off the market. Fresh white fish is also selling at 16c.

### FRESH SEA FISH

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 11	0 12
Halibut, chicken	0 21	0 23
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Soft shell crabs, doz.	1 75	2 00
Fresh sea bass	0 30	

### FRESH FROZEN SEA FISH

Cod Steak, lbs.	0 09	
Do., market, lb.	0 05	0 07 1/2
Flat Fish, B.C., lb.		0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05 1/2	0 07
Haddock, lb.		0 07
Herring, lb.	0 06	0 07
Mackerel, lb.		0 11
Salmon, Cohoe, lb.		0 19
Do., Qualla, lb.	0 12 1/2	0 15
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.		0 09
Do., No. 1, lb.		0 17
Do., Extra, lb.		0 25
Tomcods, lb.		0 07

### FRESH LAKE FISH

Lake herring, lb.	0 12	
Trout, lb.	0 16	
Whitefish, lb.	0 16	
Mullets, lb.	0 05	
Fresh pickerel	0 20	
Ciscoes	0 16	
Pike	0 12	
Fresh Mackerel	0 15	

### FROZEN LAKE FISH

Herrings, Lake Superior	0 03	
Do., Lake Erie, lb.	0 06	0 06 1/2
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 07	0 08
Tulibeas, lb.	0 09	0 10
Whitefish, lb.		0 11

## A HUNDRED MILLION FOR COFFEE Annual Bill of the United States Reaches This Enormous Total

The average American consumes ten pounds of coffee a year. And the coffee habit is growing according to a compilation of facts about the industry by the National City Bank of New York.

During the last five years America's taste for coffee has cost on the average \$113,000,000 (importers' price). Over the same period, an average of 1,175,000,000 pounds of coffee a year have been brought into the country. The United States Government recently took control of coffee imports.

Brazil is, of course, the world's chief coffee producer, supplying, in fact, nearly three-fourths of the coffee of the world. In the coffee year 1900-01 Brazil produced 11,280,000 bags (of 132 pounds each) of the world production of 15,070,000; in 1911, 10,548,000, out of the world production of 14,524,000, and in the coffee year 1917-18, according to the best estimates now available, Brazil's product was 17,000,000 bags out of a world total of 22,000,000, the 1917-18 crop, both in Brazil and the world at large, having been larger than in any preceding year, except in 1906-07, when the world's

total was 23,786,000 bags and that of Brazil 20,190,000 bags.

The United States is entirely dependent upon other countries for coffee except that supplied by her own islands, Porto Rico, Hawaii and the Philippines. The quantity of coffee sent from Porto Rico to the United States in the fiscal year 1918 was 256,697 pounds, valued at \$39,064, or an average of about 15 cents per pound, against the average price of about 9 cents for that brought from foreign countries. Our own consumption of Porto Rican coffee, however, is but a comparatively small part of her product, since she sent to foreign countries in 1918 about 40,000,000 pounds, most of it going to Spain and France, where Porto Rican coffee has always been popular. We brought also in 1918 about 2,000,000 pounds of coffee from the Hawaiian Islands, valued at \$276,000, or an average of about 15 cents per pound; while from the Philippines the quantity imported was extremely small, the only record of coffee imported from these islands in recent years having been in 1916, 1,200 pounds, valued at \$203.

## SUBSCRIBE FOR ONE GOOD TRADE PAPER

"Does a good grocery trade paper come to your store?"

"Every retail grocer should take at least one such paper, for in no other way can he keep informed on the big things that are going on all over the country which have a direct bearing on his business.

"Some merchants rely on some one or two traveling salesmen who call on them regularly, and in whom they have confidence, to keep them posted on what is happening in the trade. This is fine so far as it goes and sometimes you will find a salesman who is a regular mine of honest to goodness information.

"And sometimes you find that it was mis-information.

"The function of the grocery trade paper, as your secretary sees it, is to furnish news of matters which will affect your business, to tell you of new (and old) methods of merchandising which may prove helpful to you, to conduct a department which will interest your clerks and show them the possibilities and the responsibilities of their position and in these very specific ways to help you keep your business on the high plane where it belongs.

"The grocery store of twenty years ago with its dingy windows and dirty, disorderly, disgustingly unsanitary interior has very largely disappeared and perhaps no one factor has been more largely responsible for this change than the trade paper.

"I have access to the daily reports of almost a hundred salesmen, covering every part of the United States and Canada, but no matter how detailed these reports may be I do not get the real "feel" of things until the grocery trade papers which come to my desk have been read.

"You can make no better investment than a subscription to at least one such

paper."—W. T. Sherer in "The Sherer Counter Guard."

## HOW TO HANDLE ACCOUNTS RECEIVABLE

Please Send Fuller Data  
(Continued from page 26)

Another grocer writes me:

Will you kindly give me advice in regard to the enclosed statement. I started in business May 1, 1915, with \$700 borrowed money—no capital of my own. Is your advice to clean up on charge accounts and reduce stock on hand?

### Statement

Assets—	
Cash in bank	\$ 866.19
Cash on hand	257.20
Accounts, good	1,687.36
F. & L., less depreciation	675.00
Stock on hand	3,402.30
	<hr/> \$6,888.05
Total Liabilities	4,246.06
Net worth	<hr/> \$2,641.99

I certainly should hesitate to prescribe a remedy to anybody on the basis of such a meagre diagnosis of his case. I want to know the nature in detail of those liabilities. \$4,000 of the total may be a mortgage on property not due for ten years, or every cent may be current indebtedness. Obviously, such factors make wide differences.

In general, I should say that any man whose net equity in his possessions is only about 40 per cent. of the total, who owes for 60 per cent. of his entire business, should begin readjusting things at once. There is \$1,123.39 in hard cash on hand. My disposition would be to pay \$1,000 on indebtedness as a first, most vital step. That would get the indebtedness down to less than my stock, at least—apparently a very desirable thing. Next, most decidedly you should begin to work against that stock. Merchandise already has begun to decline against which I have warned merchants strongly during the past year or two. It may drop rather rapidly, especially in some lines. To sell steadily as rapidly as possible, and buy only as absolutely forced to buy, and then in the very smallest quantities, that is the right course to pursue from now onward.

True, here is a man who began with nothing, and now has \$2,600; but he began on a market rising every day, and which has risen pretty steadily since. Now is the time to play safe. Will you give me more details?

## CANADIAN CHUM SALMON GOES TO FIJI ISLANDS

The export section of the Canadian Trade Commission granted a permit yesterday to export British Columbian Chum salmon to a merchant in the Fiji Islands. This is the first considerable order received in the Dominion for very many months from this market.

**VEGETABLES  
PROPERLY  
DISPLAYED  
WILL BRING  
MORE TRADE**



*Illustrated  
Catalogue  
on Request*

**DISPLAY STAND and MIST MACHINE**  
*Keeps Vegetables Always Fresh and Inviting*

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

**The W. A. FREEMAN COMPANY, Limited**  
HAMILTON - ONTARIO

Branches at Toronto, Montreal, Winnipeg

# Hams

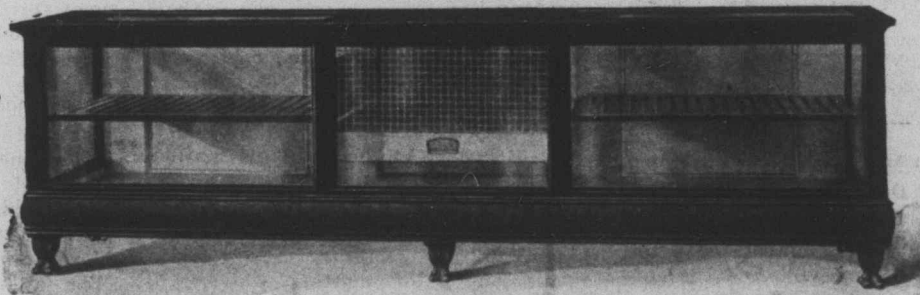
Hams are cheaper than either Breakfast or Back Bacon. We have them Smoked for either Boiling or Frying. We have them Pickled for Boiling only. We have them also cooked ready to serve and we have them fresh for roasting. Small, Medium and Large in Size. Let us have your order for them.

**F. W. FEARMAN CO**  
LIMITED  
HAMILTON

**ARTIC  
COUNTER  
REFRIGERATOR  
IN TWO SIZES:**

No. 996—72 inches long, 27 inches wide, 36 inches high; shipping weight, 600 lbs.

No. 998—96 inches long, 27 inches wide, 36 inches high; shipping weight, 775 lbs.



## Jog Up The Lagging Desire To Buy

**THIS ARTIC COUNTER REFRIGERATOR WILL  
HELP KEEP SUMMERTIME SALES UP TO PAR**

You don't need to suffer smaller sales in summer just because sweltering weather puts people in that "can't-be-bothered" state of mind and lowers their desire to buy.

Just as the mind doesn't care to exert itself in summer, so it will respond most readily to outside suggestion.

Fill up the clean, white tile floor and slatted wood trays of an Arctic Counter Refrigerator with your summertime perishables and watch the way people will begin to find their appetites and their desire to buy delicious, fresh, cooling eatables.

An Arctic Counter Refrigerator is the biggest sales-bringer you could employ for summer trade, and its cold, dry air circulation to all parts ensures absolute protection. The glass top and sides make it easy to view contents from any angle. Adds greatly to the appearance of your store. Write for free catalogue to-day.

### **JOHN HILLOCK & CO., Limited**

Office, Showrooms and Factory: 154 George St., Toronto

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.



Keep "Easifirst" where your customers can see it

It will sell itself

Once your customer knows "Easifirst" she seldom changes.

Phone Junction 3400

**GUNNS LIMITED**

WEST TORONTO



57

57

**HEINZ Baked Beans**

Tie up your store with our national advertising—use Heinz display material, posters, cards window trims, booklets and folders.

Illustrations like the one at the left furnished free to grocers for their printed advertising. Ask your Heinz salesman.



57

57

Now is the time you will really appreciate it.



The CANADIAN Open

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

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

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in 1/4, 1/2 and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$15.00.

**The Computing Cheese Cutter Co.**

WINDSOR, ONT.



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.

**COSGRAVE'S  
PURE  
Malt Vinegar**



It pays you best to sell branded, guaranteed goods. That's why you ought to sell **COSGRAVE'S PURE MALT VINEGAR.**

*Attractively Labeled  
Bottles--2 Sizes.*

RETAIL PRICES:

Large Bottle 25c.      Small Bottle 15c.

100% Pure      Well Advertised

**ASK YOUR JOBBER FOR IT**

**The Demand  
is There**

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

*O'Keefe's*  
**GINGER ALE**

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

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

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

**O'Keefe's, Toronto**

Phone Main 4202

**Oranges  
California Lemons  
and Early Vegetables**

*We Invite Correspondence*

**LEMON BROS.**

Owen Sound, Ont.

**ORDER YOUR CANNING  
BOX SHOOKS REQUIRE-  
MENTS FOR 1919 NOW  
AND ENSURE GOOD  
DELIVERIES.**

**W. C. EDWARDS & COMPANY, LTD.**

OTTAWA - ONTARIO





# Profit or Loss

Your profit or loss depends chiefly on your good judgment in buying.

Stock products that are hard to sell, that need work and time to push them and you lose money steadily.

Stock products for which there is a created demand and the resulting quick turnovers soon swell your income.



For

# ROSE BRAND PRODUCTS

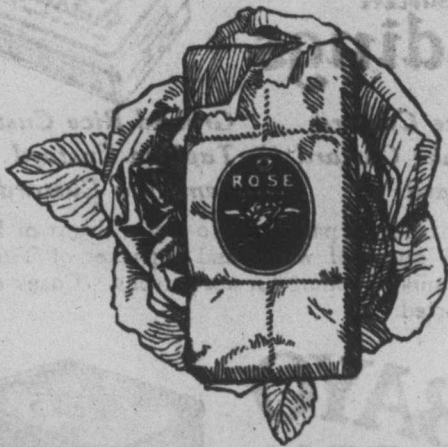
The Demand Has Been Created

By systematic advertising in the magazines and large dailies of this country, we convince the public of the merits of Rose Brand Products and assist our dealers to make more sales. Sell the following Rose Brand Products and watch, not only the quick turnovers, but the repeat orders from satisfied customers.

**Rose Brand Lard**—rendered from the raw leaf, “tried” in the old-fashioned way. It is incomparable as to purity and flavour—the finest lard sold.

**Rose Brand Bacon and Ham**—unequaled for sweetness in cure and flavour.

**Rose Brand Sausages**—made from the choicest pork, lean and fat proportionately mixed.



*Our nearest Plant will Fill your Orders promptly by Express*

## Matthews-Blackwell, Limited

Manufacturers also of the famous “Snowflake” Brand Shortening

Plants at:

TORONTO MONTREAL HULL  
PETERBORO BRANTFORD

Branch Houses:

WINNIPEG FORT WILLIAM OTTAWA  
SYDNEY HALIFAX

Canada Food Board License No. 13-85.



## Are You Satisfied

Is your stock of canned sea foods pulling the kind of results that keeps your cash drawer filled? Or do they seem to lack the qualities that mean steady, continuous sales and spell "profit" and bigger business?

## BRUNSWICK BRAND SEA FOODS

give mutual satisfaction to dealer and customer. Their quality is guaranteed by the most careful selection and the most modern equipment.

¼ Oil Sardines  
¼ Mustard Sardines  
Finnan Haddies  
(Oval and Round Tins)  
Kipperd Herring  
Herring in Tomato Sauce  
Clams

**CONNORS BROS., LIMITED**  
**BLACK'S HARBOR, N.B.**

# Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.  
LONDON, E.C. 4, ENGLAND

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

## Direct Shippers



Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

## Turban BRAND BUSHER Dates



IN CARTONS. Cases each 60 nominal pounds

## Turban COMPLETE Puddings



Whole Rice Custard  
Barley Flake Custard  
Sago Custard

Ground Rice Custard  
Tapioca Custard  
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

## OBAYO REAL SARDINES



*The Elite of the Sea*

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

*Special Quotations upon Application*





## Customers Appreciate being Answered Promptly

The merchant that gives particular attention to telephone calls and who answers promptly and pleasantly is bound to increase his trade, for he gains the good-will of his customers.

The Bell Telephone Co. of Canada

"Good Service . . . our true intent."



## J. TOBIN & SONS

Representing

British Export Service Co.  
of England

NEW MONEY MAKER FOR THE GROCERS

CELEBRATED

English Lavender

Picked when in full bloom

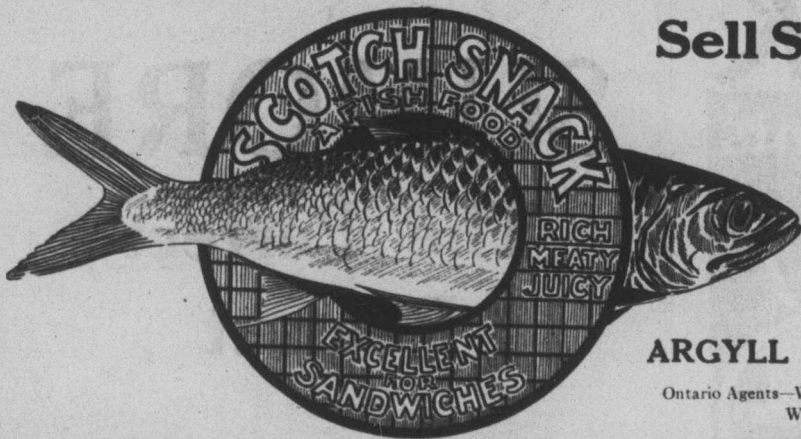
Handsome Silent Show Case furnished free.

Are You Interested?

J. TOBIN & SONS

"A  
National Perfume"

OTTAWA, ONT.



## Sell Scotch Snack to every Camping Party

It keeps fresh, sweet and appetizing in the warmest weather. For Sandwiches it is unexcelled and it makes delightful Salads, and Croquettes. Not a bit of waste. Every particle is eatable.

We Guarantee the sale

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

Ontario Agents—Walter G. Bayley, 20 Front St. E., Toronto. Phone Main 2226  
Western Agents—Watson & Truesdale, Winnipeg

## SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

**"Old English Xmas Pudding,"** packed in tins and basins.  
**Silver Medal. Cream Stilton Cheese.**

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal.

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

# Malcolm Milk Products



## Offer You Real Good Profits

And it's easy to sell Malcolm's. Because they are quality—every drop of them—the equal of any imported milk products whatsoever.

Just have the housewife try Malcolm's once. Recommend Malcolm's to her. She'll like it—that's sure. And repeats are certain to follow.

Send for a 5-case trial supply. We'll deliver it free to your store provided the latter is situated in Ontario, Quebec or the Maritimes.

We pay freight up to 50c per 100 lbs.

Malcolm Condensing Company, Limited  
ST. GEORGE, ONTARIO

# VOL-PEEK

A Fast Seller with **15cents**  
Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at  $\frac{1}{2}$  cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory. Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—

**N. NAGLE & CO.**

(Owning and operating Vol-Peek Mfg. Co.)  
BOX 2024, MONTREAL, CANADA



**COSTS ONLY  $\frac{1}{2}$ ¢ FOR EACH MEND**

# SUMORE

## The Perfect Peanut

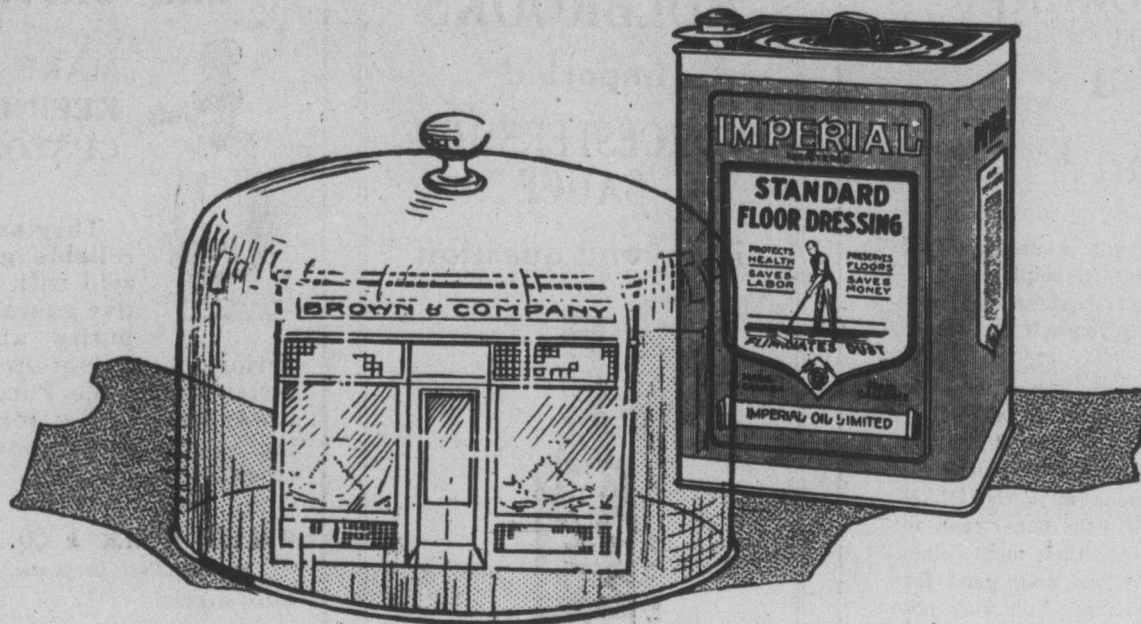
ASK YOUR JOBBER

OR

## Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.





## Insure Your Reputation for Spotless Cleanliness

Any store draws trade when it has a reputation for fresh, bright stock and clean floors. Customers are attracted by clean stock as much as by any other feature of store service.

### STANDARD Floor Dressing

the non-evaporating, sanitary wood-*preservative* thoroughly cleans the surface of wood, linoleum and oil-cloth. It also *effectively prevents dust from rising*.

Imperial Standard Floor Dressing holds the dust so that it can be collected and removed from the store.

One gallon is sufficient to cover 500 to 700 square feet of floor space and last for several months. It is easily and quickly applied with an ordinary sprayer. Get a supply and apply it to your floors and shelves—ask the Imperial Oil man when he calls or ask our nearest branch.

**IMPERIAL OIL LIMITED**  
BRANCHES IN ALL CITIES

## Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer  
143-153 University Ave.  
Toronto

The Quality of  
**HOLBROOKS**  
Imported  
**WORCESTERSHIRE**  
**SAUCE**  
is beyond question



Made and Bottled  
in England

YOU can get behind Holbrooks Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicate piquancy—an exquisite "zest"—to every drop of Holbrooks that wins approval from hard-to-please-people.

And you'll ring up a profit on every Holbrooks Sale that makes a continued selling effort worth while.

**Holbrooks, Ltd.**  
Toronto and Vancouver

## Baker's Cocoa and Chocolate



REGISTERED  
TRADE-MARK

MAKE AND  
KEEP GOOD  
CUSTOMERS

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

MADE IN CANADA

WALTER BAKER & CO. Limited  
Montreal, Can. Dorchester, Mass.  
Established 1780

## HOME-MADE SUMMER DRINKS

are easily prepared with  
ADAMS' ROOT BEER and  
ADAMS' GINGER BEER



25c bottles make 5 gallons  
15c bottles make 2 gallons  
25c sizes \$2.10 per dozen, \$24.00 per gross  
15c sizes \$1.20 per dozen, \$14.00 per gross

Manufactured and for sale by  
**PARKE & PARKE, LIMITED**  
MacNab St. and Market Sq. HAMILTON, Ont.

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





**You'll sell more Cow Brand than any other because**

for over seventy years it has been the housewife's favorite, giving her a satisfactory service not equalled by any other brand on the market.

**Church & Dwight, Ltd.  
MONTREAL**



Known and asked for  
the world over---

**KEATING'S**

**The Universal Insecticide**

Are you profiting by the constant demand for this proven insecticide? Keating's never fails to destroy all insect life with which it comes in contact. Every private home and public building is a prospect for you. Keating's kills.

**Flies Fleas Mosquitoes Ants  
Wasps Beetles Bugs  
Cockroaches or Moths**

and is a steady seller all the year 'round. Keep your stock well supplied.

Made by **THOMAS KEATING, London, England**  
Established 1788

SOLE AGENTS FOR CANADA

**HAROLD F. RITCHIE & CO., Limited**  
10 McCaul Street, TORONTO



**Mathieu's  
Nervine Powders**

—not a cure-all, but a reliable little remedy for Headache, Neuralgia and kindred complaints.

Spring and Summer offers an opportunity to sell Mathieu's Nervine Powders to advantage.

**J. L. Mathieu Co.**

PROPRIETORS  
SHERBROOKE, QUEBEC

**KEYSTONE BRAND**

**SATISFACTION**  
Satisfied customers are your assurance of repeat orders. "Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality broom of light weight.

**NUGGET BROOMS**  
are in steady demand. If you aren't stocking them, you're losing customers and money.  
Write for prices and particulars to  
**STEVENS-HEPNER CO. LIMITED**  
PORT ELGIN, ONT.  
Makers of the famous Keystone Line.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

**STEVENS-HEPNER CO., Limited**  
PORT ELGIN, ONTARIO



**SIFTO SALT** IT FLOWS  
BEST FOR TABLE USE

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

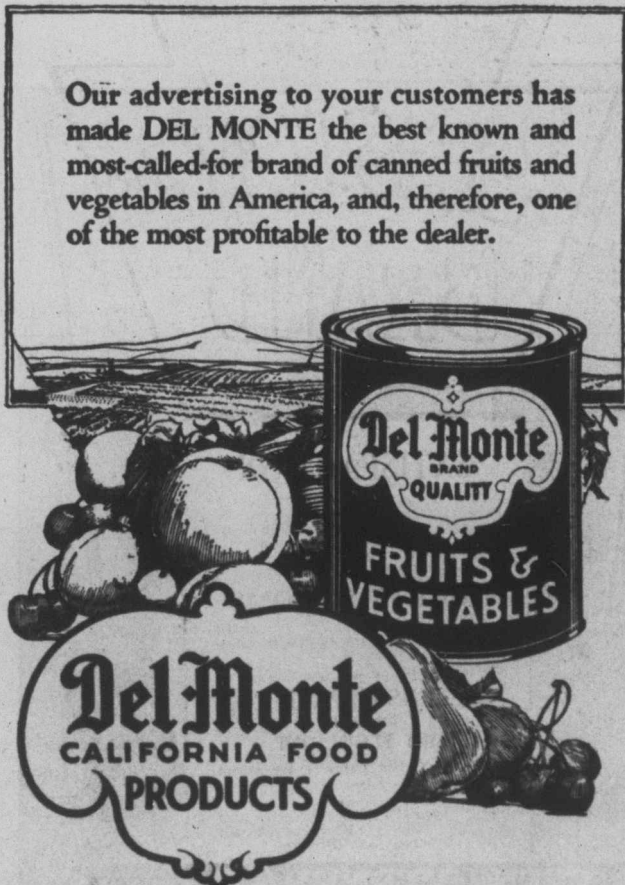
**CENTURY SALT** BEST FOR GENERAL USE

THE DOMINION SALT CO. LIMITED  
SARNIA, ONTARIO

*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

Our advertising to your customers has made DEL MONTE the best known and most-called-for brand of canned fruits and vegetables in America, and, therefore, one of the most profitable to the dealer.



**Del Monte**  
CALIFORNIA FOOD PRODUCTS

**QUOTATIONS FOR PROPRIETARY ARTICLES**  
SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

**JAMS**  
DOMINION CANNERS, LTD.

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

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case. Per doz.

Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

**PORK AND BEANS**  
"DOMINION BRAND"

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

**CATSUPS—In Glass Bottles**

1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

**BORDEN MILK CO., LTD.**  
CONDENSED MILK

Terms, net, 30 days.

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

Challenge Clover Brand, each 48 cans ..... 7 75

**EVAPORATED MILK**

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

**CONDENSED COFFEE**

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

**W. CLARK, LIMITED**  
MONTREAL

Compressed Corn Beef—1/2s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$15.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$9.75.	
Roast Beef—1/2s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.	
Boneless Turkey—1/2s, \$5.90; 1s, \$9.00.	
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.	
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	



# MACDONALD'S Popular Brands

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

## Plug Smoking

"British Consols"  
"Brier"  
"Index"



Trade Mark  
Registered



## Plug Chewing

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



Trade Mark  
Registered

# W. C. MACDONALD, REG'D.

*Established Over 60 Years*

*Incorporated.*

**MONTREAL, QUE.**

*After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.*

# RICE FLOUR

*Healthy  
and  
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome  
and  
Nutritious*

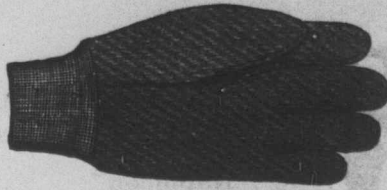
*Use anywhere from 10% to 20% Rice Flour.*

## Mount Royal Milling and Mfg. Co., Limited

*Agents:*  
**D. W. Ross Co., Montreal**

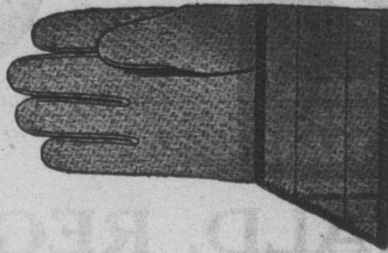
*Mills at*  
**Montreal and Victoria, B.C.**

**TAPATCO**  
REGISTERED TRADE MARK  
BRAND



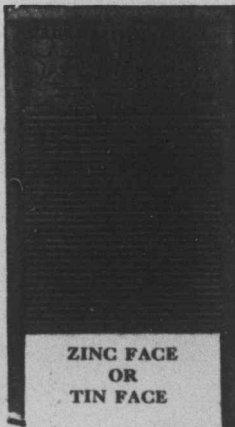
Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company  
Chatham, Ontario

**CANE'S WASHBOARDS**  
They look good—and they are



The flawless, well-made rubbing plates of "Cane" Washboards that wear so long and give such good satisfaction are backed up by clear, white basswood, free from splinters and splinters. They look so clean and perfect that every housewife "just knows" she can do better work with one of these "Cane" Washboards.

ZINC FACE  
OR  
TIN FACE

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

Your jobber has all these, as well as all the other lines of Cane Woodenware.

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

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.  
Mince Meat (bulk)—5s, 13c; 10s, 16c; 25s, 15c; 50s, \$15.  
Chateau Brand Pork and Beans with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.  
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.  
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Peas, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.  
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16.  
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.  
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.  
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.  
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.  
Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.  
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.  
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.  
Tongue, Ham and Veal Pates—½s, \$2.30.  
Ham and Veal Pates—½s, \$2.30.  
Smoked Vienna Style Sausage—½s, \$2.45.  
Pate De Foie—¼s, 75c; ½s, \$1.40.  
Plum Pudding—½s, \$1.90; 1s, \$3.30.  
Potted Beef Ham—¼s, 75c; ½s, \$1.40.  
Beef—¼s, 75c; ½s, \$1.00.  
Potted Tongue—¼s, 75c; ½s, \$1.40.  
Potted Game (Venison)—¼s, 75c; ½s, \$1.40.  
Potted Veal—¼s, 75c; ½s, \$1.40.  
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.  
Devilled Beef Ham—¼s, 75c; ½s, \$1.40.  
Beef—¼s, 75c; ½s, \$1.40.  
Devilled Tongue—¼s, 75c; ½s, \$1.40.  
Veal—¼s, 75c; ½s, \$1.40.  
Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.  
In Glass Goods  
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.  
Ox Tongue—1½s, \$14.50; 2s, \$19.70.  
Lunch Tongue (in glass)—1s, \$9.90.  
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.  
Mince Meat (in glass)—1s, \$3.25.  
Potted Chicken (in glass)—¼s, \$2.40.  
Ham (in glass)—¼s, \$2.40.  
Tongue (in glass)—¼s, \$2.40.  
Venison (in glass)—¼s, \$2.40.  
Meats, Assorted (in glass)—\$2.45.  
Chicken Breast (in glass)—¼s, \$3.90.  
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.  
Chili Sauce—10 oz., \$3.25.  
Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.  
Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.  
**COLMAN'S OR KEEN'S MUSTARD**  
Per doz. tins  
D.S.F., ¼-lb. .... \$2 80  
D.S.F., ½-lb. .... 5 30  
D.S.F., 1-lb. .... 10 40  
K.D., ¼-lb. ....  
Per jar  
Durham, 1-lb. jar, each ... \$0 60  
Durham, 4-lb. jar, each ... 2 25  
**CANADIAN MILK PRODUCTS, LIMITED,**  
Toronto and Montreal  
KLIM  
Hotel ..... \$18 50  
Household size ..... 8 25  
Small size ..... 5 75  
F.a.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed  
50c per 100 lbs., to other points, on 5-case lots or more.  
**THE CANADA STARCH CO., LTD.**  
Manufacturers of the Edwardsburg Brands Starches  
Laundry Starches—  
Boxes Cents  
40 lbs., Canada Laundry ... .09½  
40 lbs., 1-lb. pkg., Canada White or Acme Gloss... .10  
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... .10½  
100-lb. kegs, No. 1 white ... .10  
200-lb. bbls., No. 1 white ... .10  
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. .11½  
48 lbs., Silver Gloss, in 6-lb. tin canisters ..... .13  
36 lbs. Silver Gloss, in 6-lb. draw lid boxes ..... .13  
100 lbs., kegs, Silver Gloss, large crystals ..... .11  
40 lbs., Benson's Enamel, (cold water), per case... 3.26  
Celluloid, 45 cartons, case... 4.50  
Culinary Starch  
40 lbs., W. T. Benson & Co.'s Celebrated Prepared .... .11½  
40 lbs. Canada Pure or Challenge Corn ..... .09½  
20-lb. Cases Refined Potato Flour, 1-lb. pkgs. .... .16  
(20-lb. boxes, ¼c higher, except potato flour)  
**GELATINE**  
Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50  
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00  
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. .... 2 10  
**SYRUP**  
**THE CANADA STARCH CO., LTD. CROWN BRAND CORN SYRUP**  
Perfect Seal Jar, 3 lbs. 1 doz. in case ..... \$4.00  
2-lb. tins, 2 doz. in case... 5.15  
5-lb. tins, 1 doz. in case... 5.75  
10-lb. tins, 1 doz. in case... 5.45  
20-lb. tins, ½ doz. in case... 5.40  
(Prices in Maritime Provinces 10c per case higher)  
Barrels, about 700 lbs. .... \$0 07½  
Half bbls., about 350 lbs... 0 08  
¼ bbls., about 175 lbs... 0 08½  
2-gal. wooden pails, 25 lbs. 2 45  
3-gal. wooden pails, 33½ lbs. 3 65  
5-gal. wooden pails, 65 lbs. 5 90  
**LILY WHITE CORN SYRUP**  
2-lb. tins, 2 doz. in case... \$5 65  
5-lb. tins, 1 doz. in case... 6 25  
10-lb. tins, ½ doz. in case... 5 95  
20-lb. tins, ¼ doz. in case... 5 90  
(5, 10, and 20-lb. tins have wire handles)  
**MOZOLA COOKING OIL**  
Toronto Montreal  
Pints, 2 doz., case... 9 00 9 00  
Quarts, 1 doz., case. 8 25 8 40  
Gallons, ½ doz., case 15 00 15 40  
**INFANTS' FOOD**  
**MAGOR, SON & CO., LTD.**  
Robinson's Patent Barley—Doz. 1 lb. .... \$4 00  
¼ lb. .... 2 00  
Robinson's Patent Groats—1 lb. .... 4 00  
¼ lb. .... 2 00  
**NUGGET POLISHES**  
Doz.  
Polish, Black, Tan, Toney Red and Dark Brown ..... \$1 15  
Card Outfits, Black and Tan... 4 15  
Metal Outfits, Black and Tan... 4 85  
Creams, Black and Tan... 1 25  
White Cleaner ..... 1 25  
**IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH**  
Black Watch, 10s, lb. .... \$1 20  
Bobs, 12s ..... 1 00  
Currency, 12s ..... 1 00  
Stag Bar, 9s, boxes, 6 lbs. ... 1 00  
Pay Roll, thick bars ..... 1 25  
Pay Roll, plugs, 10s, 6-lb. ¼ caddies ..... 1 25  
Shamrock, 9s, ½ cads., 12 lbs. ¼ cads., 6 lbs ..... 1 00  
Great West Pouches, 9s, 3-lb. boxes, ¼ and 1-lb. lunch boxes ..... 1 12  
Forest and Stream, 10s, 9s, 2-lb. cartons ..... 1 44





Bars  
 Cream Bar  
 Filbert Bar  
 Milk Bar

Canada's  
 Best  
 Cream Cakes  
 Peanut Bar

Your assortment is not complete without this line

**BAINES LIMITED - MONTREAL**

A. W. BARNUM, Winnipeg and Vancouver

**Make it  
 Your Big  
 Summer  
 Seller**

When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst quenching, invigorating beverage like Marsh's Grape Juice.



**The Marsh Grape  
 Juice Company**  
 NIAGARA FALLS, ONT.

*Ontario Agents:*  
**The MacLaren Imperial  
 Cheese Co., Limited**  
 Toronto, Ont.

**Once Used, Always Used**

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

Our trade-mark is registered

MANUFACTURED BY

**John Mackay & Co., Limited**  
 BOWMANVILLE, ONT.

**"PRIDE OF CANADA"  
 PURE MAPLE SUGAR AND SYRUP**

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

**REPRESENTATIVES:**—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

**MAPLE TREE PRODUCERS ASSOCIATION, LIMITED**  
 Offices: 58 Wellington St. W., Montreal, Canada

## CALIFORNIA VALENCIA ORANGES

Always the FINEST Brands we can secure.

## CALIFORNIA LEMONS AND GRAPEFRUIT

Now summer is here everybody will be buying them. Get your orders in before the market goes higher. Lemon quotations already jumping daily.

## PINEAPPLES--PINEAPPLES

We foretold last week that they would be much higher. They are. Better get busy quick.

## GEORGIA PEACHES. STRAWBERRIES

More Peaches on the way. STRAWBERRIES now coming in fine shape and selling fast.

TOMATOES, PEPPERS, FANCY WAX and GREEN BEANS, CUCUMBERS, NEW CARROTS and BEETS, CABBAGE, CELERY.

## BANANAS--BANANAS

Our branches are headquarters for the finest Bananas.

Standing orders for the summer appreciated.

## PETERS, DUNCAN, LIMITED

88 FRONT STREET, E.

Branches: NORTH BAY

SUDBURY

COBALT

TORONTO  
TIMMINS

Sell a Flour you can depend on—a flour that makes friends everywhere and will make friends for you. PURITY Flour never fails to satisfy the good housewife.

## PURITY FLOUR

(Government Standard)

MAKES

*“More Bread and Better Bread, and Better Pastry.”*

## WESTERN CANADA FLOUR MILLS CO., LIMITED

HEAD OFFICE: TORONTO, ONTARIO

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



# RAISINS

Now it's Raisins that are getting scarce.

All kinds of dried fruits are almost unattainable. Raisins were more plentiful than other lines and consequently have lasted out longer—but you must watch out for a clean up on Raisins before the new crop is available next Fall.

We quote

Sun-Maid Seedless, - - - - -	15oz.	-	18
Griffin Seedless, - - - - -	11oz.	-	13 <sup>3</sup> / <sub>4</sub>
Thompson Seedless, Natural, - -	25s	-	17 <sup>1</sup> / <sub>2</sub>
Thompson Seedless, Bakers, - -	25s	-	18
3 Crown Muscatels, fine quality, -	25s	-	15 <sup>3</sup> / <sub>4</sub>
3 Crown Muscatels, rain damaged,	25s	-	11 <sup>3</sup> / <sub>4</sub>

*SEND US AN ORDER*

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

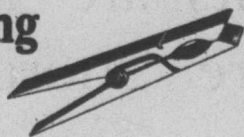
## Make Better Tea Profits

We offer you Quality Bulk Teas that are priced in a way to assure you a sizeable margin of profit while the quality assures your customer satisfaction.

Get Our Prices

**Minto Bros.**  
TORONTO  
Originally Established 1873

## Dominion Spring Clothes Pins



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

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

Order from your Jobber

## "STAR" BRAND

COTTON  
CLOTHES LINES,  
ROPE AND  
WRAPPING TWINES

Manufactured in Canada



## Oakey's "WELLINGTON" KNIFE POLISH

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

**John Oakey & Sons, Ltd.**

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

LONDON, S.E., ENGLAND

AGENT:

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

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

WM. H. DUNN, LTD., Montreal  
BABBITS

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

### JELL-O

Made in Canada

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

### JELL-O ICE CREAM POWDERS

Made in Canada

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

### BLUE

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

### COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa

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

### (Unsweetened Chocolate)

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

### SWEET CHOCOLATE— Per lb.

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

### CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

### 5c LINES

Toronto Prices

Per box

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

### 10c LINES

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

Do you want help or have you something to sell, if so use the classified column in this paper.



# PINEAPPLES For Preserving

Season now on  
Stock arriving in Fine Shape

Cabbages Cucumbers  
Tomatoes  
Strawberries Cherries  
Oranges Lemons  
Bananas

*The House for Quality*

**WHITE & CO., LIMITED**  
TORONTO

# PINEAPPLES

**This Week is Canning Week**

Price now as low as they will  
be this season. Order now.

We have cars arriving daily  
direct from steamers at New  
York.

Our Quality and Prices are  
Right

*The House of Quality*

**HUGH WALKER & SON**

Established 1861

Guelph, Ontario



# Custard that Compels Custom

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

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

It will pay you well to display

**FREEMANS DEVONSHIRE CUSTARD**

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

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

Write for trade terms and  
particulars to the  
**WATFORD MFG. Co., Ltd.**  
Delectaland, Watford,  
England

*Freemans*  
FOOD PRODUCTS  
*Watford*  
188

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We are pleased to advise the  
trade that we can now sup-  
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**Standard Brooms**

*Prompt Shipment*

and will be glad to book  
your order.

Prices *right.* Quality as usual.

**Walter Woods & Co.**  
Hamilton and Winnipeg

**FINEST CRYSTAL GELATINES**

Powdered and Sheet  
**FINE LEAF GELATINE**  
*British Manufacture*

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**EVERY DOG OWNER**  
throughout the World

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and

**PUPPY BISCUITS**

Will you cater for those in your town?

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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE

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

The Toronto Pottery Co. Limited  
Dominion Bank Bldg.  
TORONTO

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

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

### WHITE-COTTELL'S

Best English Malt Vinegar

### QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.  
Agents:  
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto  
Beach 2170  
J. E. TURTON, Board of Trade Building, Montreal

### The LV PICKLE

Manufactured by  
**GILLARD & CO., LIMITED**  
London, England  
An English Delicacy of High Repute  
Magor, Son & Co., Ltd., 403 St. Paul St.,  
(Place Royale), Montreal.

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

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

### Sardine Packers Ask Help

Maine sardine packers, according to Portland advices, are endeavoring to secure the assistance of the Government in taking up the great surplus with which packers are burdened. It is hoped that coast sardines may be included in the food supplies to be furnished to the Central Powers, thus moving the present unmanageable excess.

It is understood that sardine packers in Maine have at the present time approximately 600,000 cases of sardines which remain unsold. Most of this stock is still in Maine, while a large amount of it is on consignment at large consuming centres throughout the country. Some have estimated the unsold stock as high as 700,000 cases, but the more conservative estimate places the pack at around 600,000.

The total pack last year in the State of Maine was in the neighborhood of two million cases. It will readily be seen, therefore, that 30 per cent. of last year's pack is still unsold. In an effort to force absorption the selling price for these sardines has been reduced to considerably below cost, but there has been little movement of consequence as a result. The coast towns are very largely dependent upon the sardine industry and it is said to be impossible for the packers to open the factories as long as these big stocks of unsold goods remain in their hands. It is estimated that the price is over a dollar a case below the lowest possible estimate of cost production.

### COCOANUT

For immediate or future deliveries.

**E. B. THOMPSON**  
20 Front Street East, Toronto

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

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

### CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and overseas.

**NUTRIENT FOOD CO., TORONTO**



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

**BOWMAN FISH CO.**  
66 Jarvis Street.  
Toronto

### GROCERS & BUTCHERS

Buy the Best  
FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER  
**C. A. MANN & CO.**  
LONDON, ONTARIO  
"Canada Food Board License No. 7-478"

Ship us your  
**BUTTER, EGGS, POULTRY**  
Etc.

We pay highest wholesale prices  
**KAVANAGH PROVISION CO.**  
Bleury Street, Montreal  
Phones:  
Uptown 4620, Uptown 4621, After 7 p.m. Upton 198

**WANTED**  
**EGGS AND POTATOES**

We pay highest market prices.  
Write us for information  
**NAPOLEON MORRISSETTE**  
— 18 Jacques Cartier Square, Montreal

# Wanted

## Classified Advertising

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

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

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

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

### WANTED

**WANTED—YOUNG MAN WITH GROCERY** experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

**SPECIALTY SALESMAN FOR EXCELLENT** grocery lines. Must be a first class salesman and thoroughly experienced. Splendid opportunity State salary expected, references, etc. Box No. 640, Canadian Grocer, University Avenue, Toronto.

### SITUATIONS WANTED

**MARRIED MAN, THIRTY-SIX YEARS OLD,** speaking both languages, 15 years' experience in the retail trade, desires position as traveller. Good references. Apply Box 644, Canadian Grocer, Toronto.

**WANTED, BY TEA EXPERT IN ENGLAND,** situation in Canada with wholesale, retail grocers, or tea merchants, as buyer, blender, or manager of tea department, thoroughly experienced in wholesale and retail groceries, holds several Gold Medals for valuing and blending teas. Nine years last birthday, as buyer, blender and manager of tea department, good salesman and traveler, age 34 years, excellent references. Apply Box 646, Canadian Grocer, 143 University Avenue, Toronto, Ontario.

The Grocer of to-day must keep in close touch with market prices. If you are a reader of **CANADIAN GROCER** you will be better able to carry on your business.

## TO THE TRADE

This Want Ad. page offers opportunities to YOU!

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

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

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

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

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

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

### FOR SALE

**GENERAL STORE WITH DWELLING ABOUT** 30 miles from Ottawa. Yearly turnover over \$20,000. Good reasons for selling. Apply Box 642, Canadian Grocer, Toronto.

**FOR SALE OR RENT — GENERAL STORE** with dwelling attached in live town on Ottawa-Prescott highway. Well established business. Good reasons for selling. Box 630, Canadian Grocer, 143 University Ave., Toronto.

### COLLECTIONS

**COLLECTION LETTERS — MONEY-GETTING** letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

### TRANSLATIONS

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

An Advertisement in this paper will get you results. Try it.

## COLLECTIONS

If you want your own money—we can get it. There's no reason why you should not get the money that really belongs to you.

Those bad accounts are a sore spot—but we can help you.

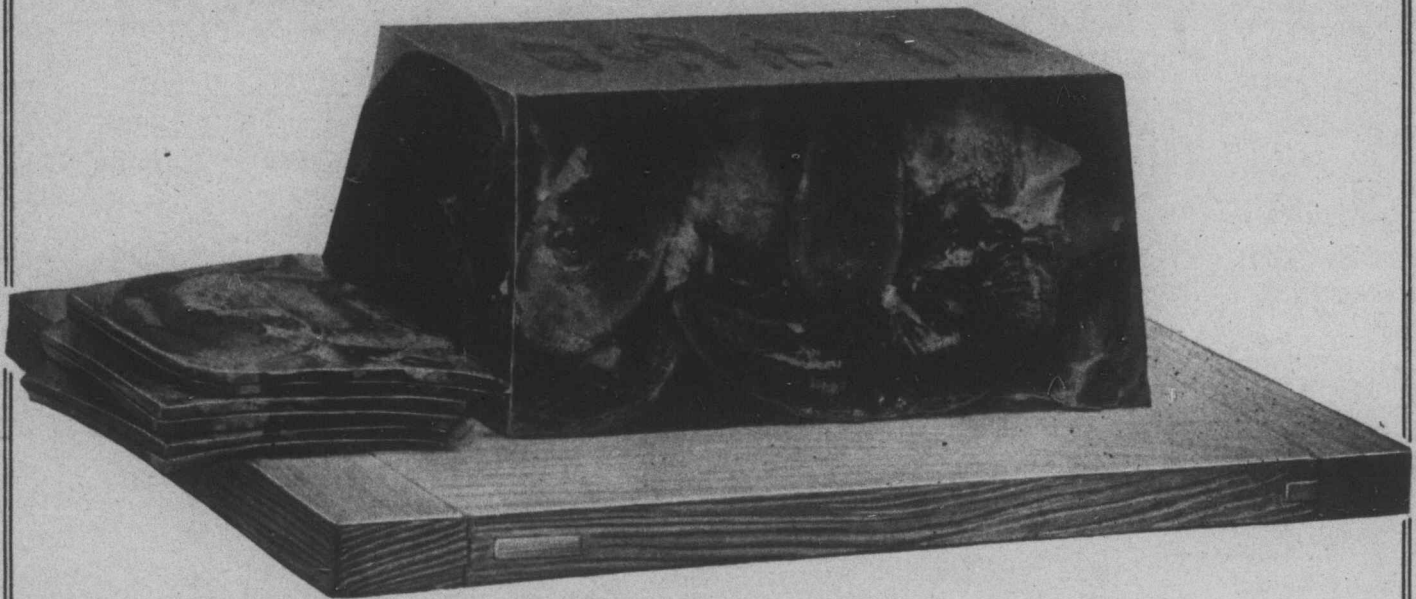
Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

**Nagle Mercantile Agency**  
Westmount, Montreal, Que.

EVERYWHERE  
NO  
COLLECTION  
NO  
CHARGE  
EFFICIENT  
RELIABLE



# Feature These Cold-Luncheon Treats For Summer Days



## Davies' Jellied Pork Tongue

**I**F you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

***Feature these popular lines in your Store.***

**PORK TONGUE  
OX TONGUE**

**PORK AND TONGUE  
HOCKS  
ENGLISH BRAWN**

**PRESSED BEEF  
VEAL**

*(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)*

**THE DAVIES COMPANY  
WILLIAM DAVIES LIMITED**

**Montreal**

**TORONTO**

**Hamilton**

Canada Food Board Packers' License No. 13-50.

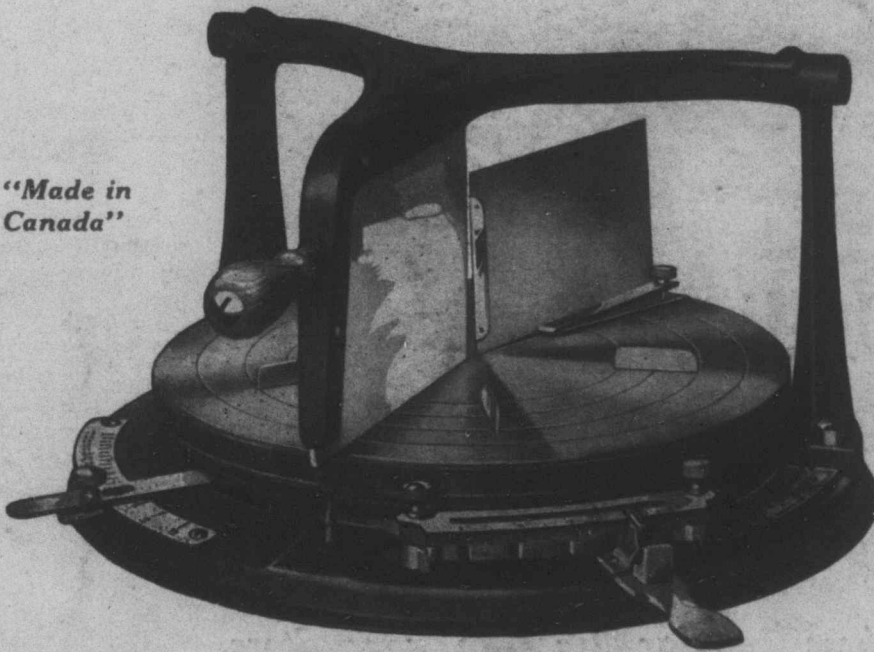
# Is There Any Money in Cheese?

Many a grocer has asked himself this question, well nigh in despair, as he watched his crumbly, chopped-up cheese. Then when he bought a

## Dayton Cheese Cutter

the only regret he had was that he hadn't bought one long ago. Think of having a machine that cuts and prices your cheese automatically and with absolute accuracy. Doing for your cheese trade, in fact, just exactly what the famous Dayton Scale does for your weighing trade.

"Made in  
Canada"



### "It Cuts a Shearing Slice"

The blade begins cutting on its inside point and cuts a shearing slice from the centre, outwards and downwards. Ensures against pushing and crumbling of the cheese. The cut side is guarded against exposure and evaporation. Computing chart is changeable and the Dayton cuts either to weight or to value. Gives you "3/4 of a pound," or "15 cents' worth," either way, any amount, with perfect satisfaction and economy.

Don't give away any more cheese by slap dash methods of cutting, weighing and pricing. Get our Catalogue and see the money you can save on a Dayton Cheese Cutter.

*IF IT'S A DAYTON---IT'S RIGHT*

## DAYTON COMPUTING SCALES

Royce and Campbell Avenues, Toronto, Ont.

Frank E. Mutton,  
Vice-Pres. and Gen'l. Mgr.

Division International Business Machines Co., also makers of International  
Time Recorders and Hollerith Electric Tabulators.