

FEATURING SUMMER BEVERAGES

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE : TORONTO, MAY 28, 1920

No. 22



Called For By Thousands, Daily

The women who daily ask their grocers for Dominion Crystal Sugar, stipulate this brand because they can depend upon the uniformity of its quality and granulation.

DOMINION CRYSTAL SUGAR

is refined in a modern and elaborate refinery. Here is extracted the rich sweetness of the sugar beet, and refined into pure, sparkling sugar crystals.

More and more people are asking for Dominion Crystal Sugar as its merits become more widely known. And grocers feature this brand *strongly*—having found it so dependable.

The Dominion Sugar Company, Limited

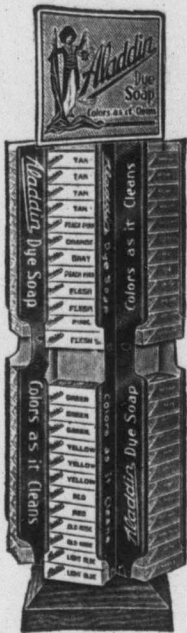
HEAD OFFICE: CHATHAM

Refineries at:

Chatham, Wallaceburg and Kitchener

THIS REVOLVING DISPLAY STAND

will do the selling for you



People like to turn things—women, when they see this stand on your counter, will instinctively give it a turn. With each turn, a new color suggestion comes into view—and a sale will thus often be made while you are selling another customer.

Let this silent salesman sell Aladdin for you—put it on your counter and watch results.

The Stand is given free with your first order for an assortment of Aladdin. As the cakes begin to go, you fill up the blank compartments with the needed colors, from your reserve stock of Aladdin.

When you order your first assortment of Aladdin be sure to ask for one of these Stands. They are substantially built of

steel in mahogany finish—2 feet 4 inches in height and 7 inches wide—a really attractive Counter Novelty that will harmonize with the fixtures of the finest of stores.

Order an assortment of this wonderful new product. It pays you a good profit, and will prove one of the best sellers you ever welcomed to your store.

In ordering mention name of jobber through whom you wish order filled.

Aladdin

Dye Soap

CHANNELL CHEMICAL CO., LIMITED, DISTRIBUTORS
TORONTO

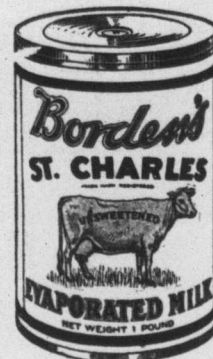


Borden's

Canada's
National Milk

Do your customers know that—

Borden's St. Charles Evaporated Milk will whip like cream—that it is absolutely pure, rich country milk — *with the cream left in* — that half a dozen tins always on the shelf will solve the summer milk problem with the greatest economy — that it can be used for every purpose that milk or cream may be put to, and last of all, that it is the safest milk — for their children — for their cooking—for their table? Tell them these facts, Mr. Grocer, and the increased profits will handsomely reward you.



SIX CANADIAN FACTORIES

The
Borden

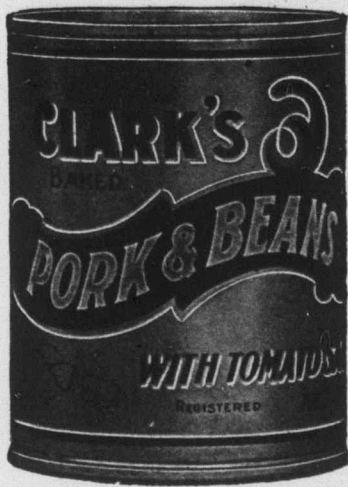
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER

CLARK'S PORK AND BEANS



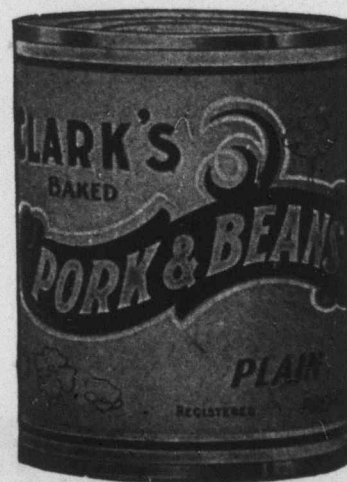
with Tomato, Chili or Plain Sauce.

Your customers, Mr. Grocer, always want quality, but these days they also study economy. If you give them CLARK'S PORK & BEANS they know they are getting the highest quality at

REASONABLE COST

You also are benefiting by the ready sale, the quick turnover and the satisfied customers who come back for MORE.

STOCK UP NOW
DEMAND IS BRISK



W. Clark, Limited



Montreal

TEA

Selection is the primary consideration in importing Teas. Through our direct offices in the Far East we are in a position to offer the best selections coming from the producing countries.

**CEYLONS
FORMOSAS
INDIAS**

**CHINAS
JAPANESE
JAVAS**

Shipment direct from the Orient to Vancouver, or from New York and San Francisco on B/L reading: "In Transit to Canada."

Our Offices located on both coasts of the continent enable us to handle shipments of large or small quantities to the best advantage.

Any of our Canadian representatives will be glad to have you call on them for samples and quotations.

NICHOLSON-RANKIN, LTD., Winnipeg, Man.	ALEX. F. TYTLER, London, Ont.	HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
NICHOLSON-RANKIN, LTD., Saskatoon.	J. T. PRICE & CO., Hamilton, Ont.	DASTOUS & CO., REG., Sherbrooke, Que.
NICHOLSON-RANKIN, LTD., Regina.	LIND BROKERAGE CO. LTD., Toronto, Ont.	SCHOFIELD & BEER, St. John, N.B.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.	JAMES KYD, Ottawa, Ont.	O. N. MANN, Sydney, N.S.
NICHOLSON-RANKIN, LTD., Calgary, Alberta.	HENRY M. WYLIE, Halifax, N.S.	A. T. CLEGHORN, Vancouver, B.C.

J. ARON & COMPANY, Inc.
NEW YORK

We have offices and substantial representatives in all large business centers of the civilized world.

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following:—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favorites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

John Tobin & Co.
Martin Street, Halifax, N.S.

NEW BRUNSWICK

Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC

Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO

The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA

W. Lloyd Lock & Co.
104 Princess Street, Winnipeg

BRITISH COLUMBIA—

MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

VANCOUVER ISLAND

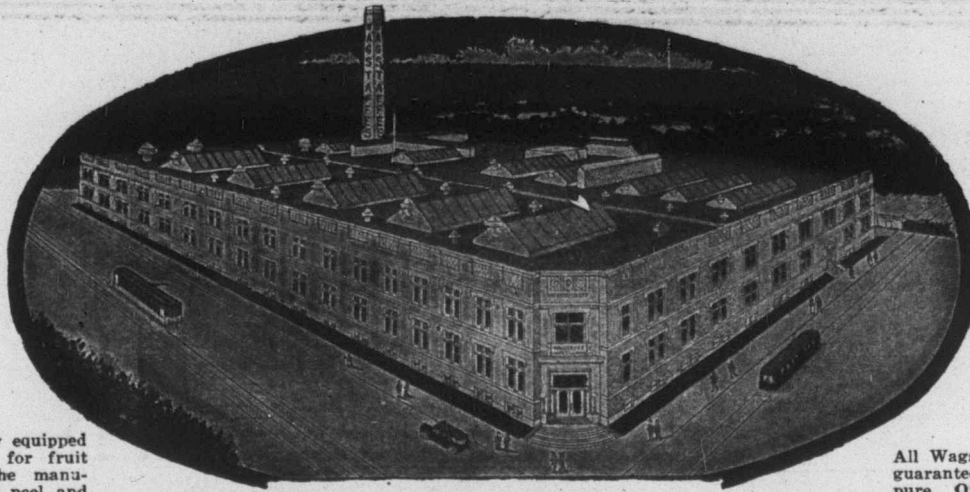
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR

P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND



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

The Home of Wagstaffe's Jams

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

"When you eat let it be the Best"



WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade

ARE GREAT APPETIZERS

BOILED IN SILVER PANS

Ask Your Grocer for Them





WAGSTAFFE'S

Real Seville
Orange
Marmalade

All Orange and Sugar—
No camouflaging.

Boiled with care in Silver Pans.

ASK YOUR GROCER FOR IT.



Helping You Sell Wagstaffe's

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

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

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

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

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

Reproduced from editorial
section "Canadian Grocer"
May 21st issue -- Page -- 29

Special Effort Sells 500 Tins of Canned Peas in a Day

Toronto Grocer Had His Staff Suggest Canned
Peas to Customers in Giving Orders Over the
Telephone—The Result Was Heavy Sales

Selling five hundred tins of canned peas in one day almost constitutes a record for the average grocer, but it is exactly what D. W. Clark, Avenue Road, Toronto, did recently in a special effort. Mr. Clark had received a fairly heavy consignment of these canned peas and decided that he had to get them moving.

It is a custom in the Clark store to boost sales of certain lines regularly. Sometimes it is peas, sometimes it is beans, soups, or any one of several different lines. Mr. Clark's chief trade is over the telephone. His staff is instructed to suggest whatever particular article is being pushed. On this occasion canned peas were recommended to customers, and splendid sales, as above indicated, were the result. Customers bought freely, Mr. Clark stated, not ordering merely one tin, but nearly every order was for two or more tins.

It was merely by the concentrated effort of the staff that resulted in such large sales of these peas, and it is another convincing instance as to how the grocer can increase sales of a reputable article, if he puts behind it some selling effort.

THE "canned peas" mentioned above were a French Imported Brand supplied by W. G. PATRICK & CO., LTD.

— They are just one of the many "high quality," "rapid-selling" W. G. Patrick lines which Grocers can heartily recommend to their best trade.

DISTRIBUTORS FOR CANADA

W. G. Patrick & Co., Ltd.
HALIFAX MONTREAL TORONTO WINNIPEG

Wholesale Grocery Limited

Wholesale Grocers, Importers, Exporters, Distributors

Telephone Adelaide 5895

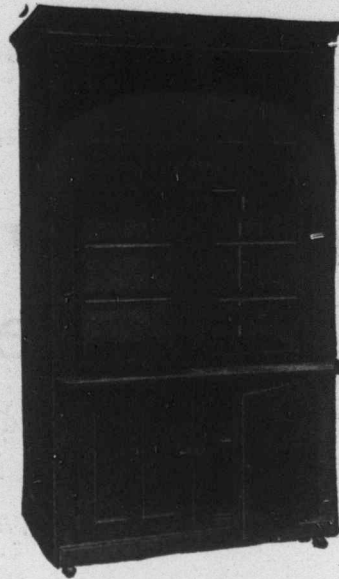
55 Bay Street, Toronto

We invite you to visit our warehouse and inspect our high-class stock. In this new wholesale house your interest and requirements receive first consideration. We specialize in mail order and telephone business.

Let the

EUREKA

Refrigerator



solve your hot weather problem. It is built especially for this work, and is covered by full guarantees to do it efficiently. We have a model to fit your requirements. Write for our free illustrated literature and we place at your disposal the advice of our refrigeration experts without obligation to you.

Eureka Refrigerator Co., Limited

Head Offices and Factories:
Owen Sound, Ont.

Profitable for Grocers

Brodie's XXX Self-Raising Flour will be found constantly in demand by the most discriminating housewives.



The reported excellent baking results have given this flour a high reputation on the market.

Display for profit.

Order from your wholesaler or jobber.

Brodie & Harvie, Ltd.

- -

Montreal

WHY SELL POTATOES

They are Too Expensive!

Try a shipment of

Graham's Dehydrated Potatoes and Julienne (Soup Vegetables)

Are easily prepared and just as good as
the fresh article and much cheaper

ASK YOUR JOBBER OR WRITE FOR PARTICULARS TO

GRAHAM'S, LIMITED
BELLEVILLE - - - ONTARIO



Front!

Keep Gold Dust on your front shelves and you will have to keep re-stocking it. Our advertising is constantly reminding Canadian women that they need it.

Your margin is right on this
'Made in Canada' product.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

**JAMS
MARMALADES
PEELS**

John Gray & Co., Ltd., Glasgow

Established over a Century

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

**CONFECTIONERY
MARZIPAN
CHOCOLATE**



Agents:

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

Lind Brokerage Co., Ltd., Toronto

Count Your Loss On Baking Powder

Every grocer knows the total number of his regular customers. And to them he supplies the largest proportion of their food necessities. He depends upon their trade and confidence for his business existence, while they depend upon him for worthy service and the best in foodstuffs. A mutual confidence is the result of fair trading on both sides.

All other things being equal, the average "regular customer" is glad to have his or her kitchen needs filled by the family grocer.

But when it comes to baking powder, the grocer may find that a surprising proportion of his regular trade are buying everything from him that is used for the table except baking powder. He may have 300 customers, only 100 of whom are purchasing their baking powder at his store.

This legitimate grocery business is proceeding through some other channel of trade, when EVERY CAN USED should be ordered from his shelves—and in the grocer's interest every can should be Egg-O Baking Powder.

Egg-O Baking Powder is supported by advertising and selling-demonstration that costs tens of thousands—every dollar of which is spent to bring all the great demand for baking powder into the grocery store.

Let's emphasize that thought—every effort for publicity, every direct sale to the home by our solicitors is to attract the baking powder business to the grocery store where it belongs.

All we ask of the grocer is a fair degree of co-operation and the vital touch of enthusiasm that makes team-play worth while in business-building.

Make all your customers baking-powder customers. We will do our honest-to-goodness level best to make them buy over your counters—and, of course, to buy Egg-O.

Egg-O is kept in stock by all Jobbers.

The Egg-O Baking Powder Co. Ltd.
HAMILTON, CANADA

In Tomato Sauce



They make a very
tasty lunch.

WALLACE FISHERIES LIMITED
VANCOUVER

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



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

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.

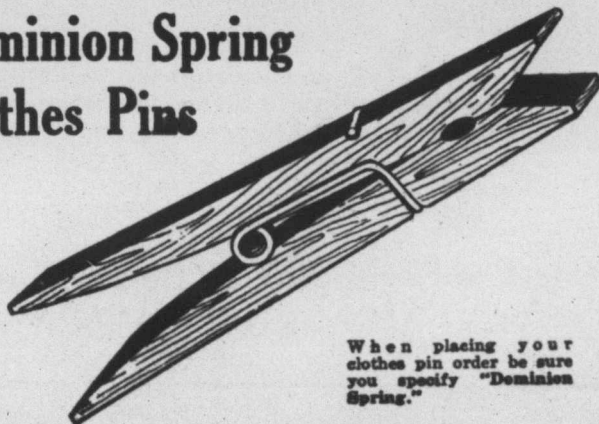
Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort Wil-
liam, Regina, Saskatoon, Moose Jaw; Tees
& Persse of Alberta, Ltd., Calgary, Edmon-
ton; 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 and Exporters
VANCOUVER

Dominion Spring Clothes Pins



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

There's greater Satisfaction

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

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

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, 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 announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER


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

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

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

Vancouver Office of
Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER


LET CANADIAN GROCER
Sell It For You




A Winnipeg Retailer Said :
When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."

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

EVERY MORSEL EDIBLE AND DELICIOUS



**"Yes, 'Red Arrow',
I find them selling
splendidly and giving
good satisfaction."**



NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

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

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

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

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

Richardson Green, Limited
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

WHEN WRITING TO ADVERTISERS

PLEASE MENTION THIS
PAPER

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from
the Great Lakes to Vancouver, we are in daily touch with all
Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each
branch, we are in an unexcelled position to give service to any
manufacturer or shipper desiring to enter this market, or who
wishes to extend his present business.

LET US SHOW YOU.

Head Office : WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
 Mfrs. Agent and Importer
 Groceries and Chemicals
 Headquarters for Dipping Sulphur
 533-537 Henry Ave., Winnipeg

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.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
 STORAGE
 DISTRI-
 BUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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C. DUNCAN & SON

Manufs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Estab. 1899

JOHN PRITTY, Ltd. Merchandise Broker and
Manufacturers' Agent

HEAD OFFICE: REGINA, SASK.

Live, energetic representation given, and fullest results from our territory guaranteed.

11 years in the West. An excellent connection amongst the trade, both wholesale and retail. We produce results.

Let PRITTY handle your account.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and
Manufacturers' Agents.

We give you the best of service.

617 McIntyre Bldg. | 16 Board of Trade Bldg.
Winnipeg, Man. | Calgary, Alberta

ALBERTA

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing

Our Specialty

Office: 304 11th Ave. East
CALGARY ALTA.

B. M. Henderson Brokerage, Ltd.

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

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

WHEN WRITING TO ADVERTISERS KINDLY MENTION

THIS PAPER

THIS PAPER



MACARONI

The Pure Food that Builds Muscle and Bone at Small Expense

The Meat of the Wheat

Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants

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

SALES FORCE

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

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

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

WRITE US TO-DAY

HEAD OFFICE

Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.

Fort William, Ont.

Calgary, Alta. Edmonton, Alta.

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you

NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg.
Montreal

A. S. May & Co.
Toronto

Donald H. Bain Co.
Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY -
COMMISSION BROKERS
 34 DUKE ST.
 TORONTO

CAN
 CREATE
 A DEMAND
 FOR YOUR GOODS
 THROUGH EFFICIENT
 METHODS OF REPRESENTATION

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

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

H. D. MARSHALL
Wholesale Grocery Broker
 OTTAWA MONTREAL HALIFAX

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

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

Owing to the high
 freights prevailing
 CONTINUE TO IMPORT
 supplies of

SPRATT'S
 DOG CAKES
 POULTRY FOODS
 CANARY & PARROT MIXTURES
 Etc.,

through **SPRATT'S**
 PATENT (AMERICA) LIMITED
 NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
 24-25 Fenchurch St., London, E.C. 3, Eng.

Sell the Best

.....

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

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

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

OCEAN BLUE
 In Squares and Bags
Order from your Wholesaler.

HARGREAVES (CANADA) Limited
 The Gear Building, 24 & 26 Wellington St. W., Toronto.

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

When Writing to Advertisers Kindly Mention
 this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO

**MANUFACTURERS
O. M. SOLMON**
Importer—Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the
European market
Write or wire immediately.
73 McGill College Ave.

BRITISH GUIANA
Why not build up your trade in
British Guiana and the West In-
dies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara,
British Guiana
Exporters: Coconuts, Coffee, Rice, Cocos.

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all
kinds, damaged grain, also cereals. Mail
samples.

SHEELY-MOTT CO.
Brokers and
Manufacturers' Agents
**A FEW MORE FIRST CLASS
AGENCIES WANTED**
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

MARITIME PROVINCES
GAETZ & CO.
MANUFACTURERS' AGENTS AND
GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

WANTED
Agencies for food products for the
City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

You Try This
When you desire any information on
matters pertaining to the trade it will
be gladly furnished free upon applica-
tion through the columns of this paper.
If you enclose stamped, addressed en-
velope we will also reply direct to
you. Don't hesitate to ask us. We
will do our best.

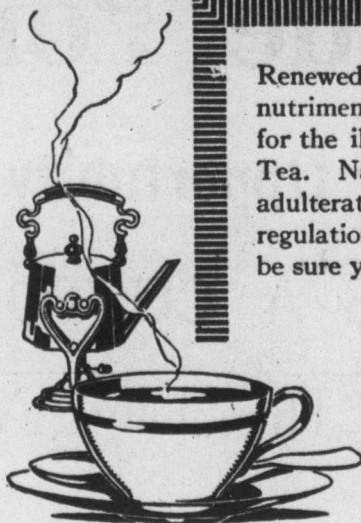
TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires
Importers & Exporters
Peas and Beans
Food Products
ST. NICHOLAS BUILDING, MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots
A. H. M. HAY
*General Produce & Lumbermen's
Supplies*
Phone 5311
Residence 6383
98 St. PETER ST.
QUEBEC

GURD'S DRY GINGER ALE Is in Demand from
Coast to Coast
As a refreshing and satisfying beverage—it is a social
requisite—a steady sale follows introduction
CHARLES GURD & COMPANY, LIMITED, MONTREAL

When Writing to Advertisers Kindly
Mention this Paper

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. - Drink Japan Tea and be sure your tea is pure.

*"Tea tempers the spirit,
awakens thought and
refreshes the body."*

14

A big consumer demand is sure evidence of sterling quality—no amount of advertising, no matter how aggressive, can retain that demand if the quality is not dependable.

When superior quality and aggressive advertising are combined as in the case of JAPAN TEA it creates a demand that keeps the Grocer's cash register ringing.

New customers are attracted, first customers come back and old customers are retained when you sell them Japan Tea—the delightfully satisfying product of old Japan.

Keep a display where the housewife will see it.



SUMMER BEVERAGE SECTION



Champagne de Pomme

Grocers! Grasp Your Opportunity Now

ONE SALE MAKES A CUSTOMER

Your Suggestion Will Be Thankfully Appreciated

**NO
TROUBLESOME
BOTTLES
RETURNED**



**NO
GOVERNMENT
SALE
RESTRICTIONS**

It has gained popularity

Will you share it?

Give Your Customers the Opportunity We Offer You

Sold throughout Canada
by

CIE CANADIENNE D'IMPORTATIONS LTEE.

P. DOUST, Selling Agent

Office: ST. CATHERINE ST. E.

MONTREAL



SUMMER BEVERAGE SECTION



Business—Builders

Are you taking full advantage of the popularity of O'Keefe's beverages? These pure, sparkling brews and soft drinks are big business-builders as well as effective thirst quenches. O'Keefe's are easy to sell, because they are pure and wholesome —and the more you recommend them the more customer-confidence will you enjoy.



A drink for every requirement. Place your order now for any of the following favorites:—Imperial Brews—Ale, Lager and Stout—and Soft Drinks—O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola, Lemonade, etc.

O'Keefe's - - Toronto

'Phone : Main 4202

A Million Advertisements Every Day!



FAM-LY-ADE

FAM-LY-ADE advertising will be read by over one million people every day! It will be read by people who are hot and thirsty—your prospective customers.

Grocers will make big profits this year on FAM-LY-ADE. You can get your share of these profits by stocking FAM-LY-ADE NOW—before the advertising campaign begins. FAM-LY-ADE advertising will appear every day in the newspapers listed below:

Montreal Star
 Montreal La Presse
 Montreal Gazette
 Toronto Globe
 Toronto Star
 Toronto Telegram
 Ottawa Citizen
 Ottawa Journal
 Kingston Standard
 Galt Reporter
 Belleville Intelligencer
 Peterborough Examiner

Hamilton Spectator
 Hamilton Herald
 London Free Press
 London Advertiser
 Windsor Border Cities' Star
 Brantford Expositor
 Kitchener News-Record
 St. Catharines Standard
 Chatham News
 Guelph Mercury
 Owen Sound Sun-Times

Fort William Times-Journal
 Port Arthur News-Chronicle
 Quebec Le Soleil
 St. John News
 Sherbrooke Record
 Sherbrooke La Tribune
 St. John Tel. Times-Star
 Halifax Herald and Mail
 Charlottetown Guardian
 Winnipeg Free Press
 Winnipeg Telegram

LIME

LEMON

Five True Fruit Flavors

ORANGE

CHERRY

RASPBERRY

Made in Canada by
Power-Keachie
 Limited
 Duncan and Pearl Sts.
 TORONTO

FAM LY ADE

Representative for Quebec
 and Maritime Provinces
Frank L. Benedict & Co.
 Montreal, Que.
 Price \$3.00 doz.
 10 per cent discount on gross orders



SUMMER BEVERAGE SECTION



ROSE'S LIME JUICE

A winner of repeat sales and good will

"Rose's" Lime Juice (the original and genuine brand) is an ideal refreshing beverage that sells well and earns big profits.



It is put up in attractive bottles that make excellent displays. Send in your order to-day and arrange them on your counter or in your window. Back them with a little selling effort and put extra dollars in your "till."

Holbrooks, Ltd.
Toronto and Vancouver

FOR HOME MADE SUMMER DRINKS



AND



25c bottles make 6 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. & Market Sq., Hamilton, Ont.

ARNETTIZE YOUR STORE

Arnett "Silent Salesmen"
or
The "Old Fashioned
Showcase"

Let us explain the advantage of Arnett service—a free service of re-arrangement by experts.
Ask also for our catalog.

Thomas Lewis Arnett
Souris, Man.



THE "WANT" AD.

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

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

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

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

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

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 3 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—Three cents per word first insertion, 2 cents 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



Get ready for the big selling season for soft drinks that Old Sol and prohibition will line up for you by keeping your stock of

Marsh's
"Incomparable"
Grape Juice

well to the front in your displays and on your counters. Never fail to suggest a case to each of your customers with their order and your intelligent use of the telephone will boost your sales in an astonishing manner. The added profits will handsomely reward your extra efforts.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.


Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company Limited
Toronto and Montreal

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

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


REPRESENTATIVES:


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



GILT EDGE
WHITTEMORE'S
GILT EDGE
DRESSING
FOR LADIES' AND CHILDREN'S
BLACK SHOES

SOFTENS
PRESERVES
LEATHER
RESTORES
COLOR
LUSTRE





Whittemore's
Bostonian Cream

FOR LEATHERS & PRESERVES
THE SOFT & POLISHED
KID & CALF
LEATHERS


MADE IN
WHITTEMORE BROS. CO.
BOSTON, MASS. U.S.A.

Whittemore's
Shoe Polishes
Are Superior

**Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New**


Send for Complete Catalog

Canadian cheques on Montreal accepted at Par



QUICK WHITE
MAKES DIRTY
CANVAS SHOES
CLEAN & WHITE

QUICKLY & EASILY
APPLIED
ALSO CLEANS
ALL KINDS OF
WHITE CANVAS



WHITTEMORE BROS. CO.
ALBO
FOR ALL KINDS OF
WHITE SHOES
CLEANS
WHITENS
PRESERVES

BOSTON, U.S.A.

DO NOT Dampen sponge with water

Whittemore Bros. Corp., Boston, Mass., U.S.A.

THE WANT AD

will supply your wants. The world is full of wants; the want ad introduces the man who wants to Buy to the man who wants to Sell. Many of our subscribers want to add to their sales force; many of the clerks want to make new business connections. Agents want to buy or sell something they want or do not want.

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE,

TORONTO, ONTARIO

Tea Pedlars Sell More Than Tea



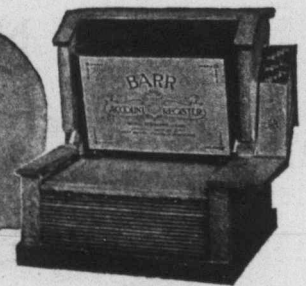
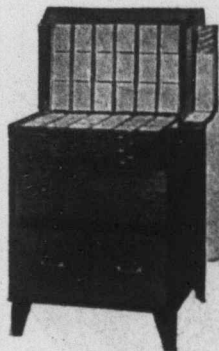
A customer who comes to your store regularly for **Red Rose Tea** is sure to buy other groceries from you.

If you are satisfied to sell bulk tea, your customers may be satisfied to buy bulk teas from the tea pedlars—and *other lines of groceries as well*, because some tea pedlars peddle other lines than tea.

Red Rose builds *your* business.

T. H. Estabrooks Company, Limited

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



Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

**An expert bookkeeper
at \$10.00 per month**

Would you like this book-keeper?

Without keeping a day-book and ledger and with no effort on your part other than writing your counter check slip, to give you the following results:

A. Within 5 minutes, to produce an itemized statement of your customers account when he demands it.

B. To give your customer without offense with each purchase a complete statement of the amount he owes to date.

C. To give you all the items required by the Dominion Government in making up your yearly Income Tax return, within 6 hours after demand.

We place these facts before you and if you are interested our representative will call without expense to you and thoroughly demonstrate.



**This
Handsome
Display
Card**

**Is Yours
for
the
Asking**

We want to send you this attractive show card, Mr. Dealer. Just mail us a postal card with your name and address and we will gladly send you this "silent salesman,"

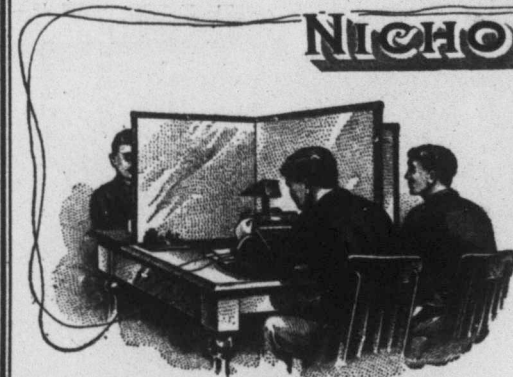
charges paid. You will find it a booster of sales—constantly reminding your customers that you handle "Colman-Keen" incomparable products.

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL
TORONTO BRANCH: 30 CHURCH STREET

NICHOLSON - RANKIN LTD.

**WHOLESALE
GROCERY BROKERS**

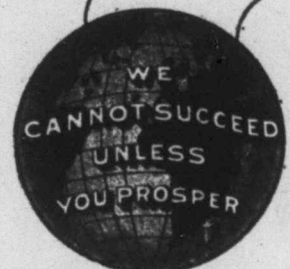
**IMPORTERS
EXPORTERS**



"IN TOUCH WITH THE WORLD'S MARKETS"
 ALL QUOTATIONS SUBJECT TO CONFIRMATION
 TELEPHONE MAIN 6601

OFFICES-707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA



CODES
 A.B.C. 4196 5TH EDITION
 ARMSBY'S LATEST
 PRIVATE CODES

WE REPRESENT--not merely handle accounts.
 May we **REPRESENT YOU.**

**WE DO NOT BUY OR SELL
 MERCHANDISE
 FOR OUR OWN ACCOUNT**

NICHOLSON-RANKIN LIMITED

WINNIPEG

THE SERVICE BROKERS

CANADA

CANADIAN GROCER

VOL. XXXIV

TORONTO, MAY 28, 1920

No. 22

Retail Grocer Will Not Be Called Upon to Collect the New Taxes

Sales Tax of 1 Per Cent. of Manufacturer and Wholesaler Will be Added to Cost of Goods and in the Case of Confectionery, Manufacturers Will Also Add the Excise Tax to the Invoice Price—Many Points Are Made Clearer in Interviews by CANADIAN GROCER.

THE budget announcement of last week has caused considerable confusion among the manufacturers, wholesalers, and retailers, as to the working out of the new taxation laws, as affecting the grocery trade. In the past week, several deputations have visited Ottawa, in order to have matters of doubt cleared up. In some instances, new interpretations have been made, and definite information obtained, as to the effect on the various branches of the trade. CANADIAN GROCER has endeavored, through interviews and investigation, to make the position of the retailer clear in regard to the new taxation, and many bewildering points that arose with the first budget announcement have been given a definite ruling by the R. W. Breadner, Commissioner of Taxation, and will be found interesting, in this week's issue. That there is still more light needed, in this drastic levying of taxes, there is no doubt, but, in the working out of the new law, it is hoped, all difficulties will be finally adjusted. CANADIAN GROCER will welcome inquiries from retailers as to points that they do not understand.

A NUMBER of instances have come to light where grocers are closing their store or selling out because of the intricate character of the new taxes. One merchant also gave for his reason the questionnaire being sent out by the Board of Commerce. He says he would have to employ someone to work out this information if he stayed in business. A grocer is known in Eastern Ontario who nailed a board across the front of his door the day after the new taxes were announced. Will the new budget mean the lessening of competition in the grocery trade? This is a point Sir Henry Drayton no doubt overlooked when doing his figuring.

A Discrimination

One interesting phase of the new tax is that a manufacturer charges 1 per cent. on the sales price to the wholesaler—except for the few exemptions—and the wholesaler charges 1 per cent. to the retailer. But when a large retailer like the department stores and mail order houses buy direct from the manufacturer they are only charged 1 per cent. In this way they have an advantage of 1 per cent. over the smaller retailer who buys in small quantities through the wholesaler. Why shouldn't the retailer who

buys direct pay 2 per cent? There is likely to be some strenuous objection on the part of the retail and wholesale trade on this account.

Chocolate Not Confectionery

There is a tax of 10 per cent. on confectionery. The manufacturer charges this to the merchant and the merchant collects from the consumer. The question arises, what is confectionery? One firm that makes plain chocolate claims that chocolate is not confectionery. They define confectionery as a boiled candy or candy with filling and their contention is upheld.

The merchant does not collect the 1 per cent tax on turnover. This is collected by the manufacturer and wholesaler. The merchant must pay it. It looks as if the retailer is going to lose out in the majority of cases. Take for instance the case where a merchant purchases a dozen packages of some particular article for say \$1. He pays \$1.01. This means a fraction of a cent extra to him which he is not going to be able to collect very well from the consumer. This may look small on a dozen of goods, but where the dealer is buying many cases of such an article, and makes similar purchases on a thousand and one other

articles, his net profit is not going to be what he thinks it should be during the year. This is a leakage which Henry Johnston, Jr., might be asked to explain how it can be overcome.

What About This?

When a dealer sells a stick of gum or a small package of gum is he going to collect the 10 per cent. excise tax that has been charged to him?

One good thing the retailer does not have to do—after August 1—and that is he doesn't put the stamp on patent medicines. The manufacturer has to do it. After August 1 all patent medicines on the retailers' shelves must show the stamp. Alcoholic patents only carry this additional 30 per cent.

Excise Tax on Preserved Fruits

The ten per cent. excise tax is not payable on importations of nuts, shredded cocoanut, glucose, confectionery, dipping, chocolate, or any partly manufactured products which is the raw material for another manufacturer. Preserved fruits, however, are subject to the excise tax.

May Reduce Goods

Consideration was promised by the Department in regard to the request that small cash sales in wholesale houses may be reported in some other way than by copies of invoices, which might be difficult to produce.

As regards the taxing of luxuries on the sale direct to the consumer, the ruling is that goods may be reduced in price to exempt them from tax.

It is permissible to include the tax in the sale price if retailers believed that prejudice against the tax would destroy the sale. One dealer stated that customers already had shown a willingness to pay an inclusive price, while they ob-

jected to paying the retail price plus the tax.

Applicable on Cash Discounts

Tax is applicable on cash discounts.

Tax does not apply on articles sold for export.

Specified luxuries sold by wholesale houses to contractors subject to 1 per cent. sales tax as well as luxury tax.

Goods delivered on May 19 or after subject to tax, irrespective of when contract was made.

Manufacturer Puts Excise Tax On in Case of Confectionery

Discussing the question of the new taxation of ten per cent. on chocolates and confectionery, C. J. Bodley, secretary of the Confectionery, Biscuit and Chocolate Industries of Canada, on behalf of the deputation of manufacturers and confectioners that visited Ottawa on Thursday last in regard to the matter, told CANADIAN GROCER that the tax would be put on by the manufacturer at the time of sale to the retail trade, and not by the retailer when selling candy or biscuits to the consumer.

The deputation to Ottawa consisted of W. Robertson, of Robertson Bros., Toronto; H. N. Cowan, of Cowan Co., Ltd., Toronto; Allan Ross, of Wrigley's, Ltd., Toronto; W. H. McEachern, of The Patterson Candy Co., Toronto; E. Littler, of The W. M. Lowney Co., Montreal, and C. J. Bodley.

According to the interpretation placed by R. W. Breadner, Commissioner of Taxation, of the Act, in regard to the excise tax on candy and confectionery, chocolate coating, sweetened or unsweetened, or cocoa will not bear excise tax, only the one per cent. sales tax. Biscuits and cake, when covered in whole or part with icing or when filled with sugar products, such as chocolate dipped biscuits, cream sandwiches, marshmallows or any line of biscuit (hard or soft) or cake with icing on or between, is considered as a luxury and will be as-

Says It Is Unfair

Calgary.—That the excise tax is not workable, and is manifestly unfair in its present form, was the opinion expressed by the members of the retail section of the Board of Trade, and the following resolution was unanimously adopted and forwarded to Federal members of Parliament for Calgary: "That the tax is unworkable and manifestly unfair if collected on the total purchase price, and that it be recommended that the tax be levied on the excess of the maximum only."

sessed 10 per cent. excise tax. Contrary to the interpretation of the confectioners, the 1 per cent. sales tax is added to the total after adding the 10 per cent. excise, making it virtually a tax on tax.

Where cases and tins have been added to the cost of goods, and not charged out, it is possible to make the invoice show the price of such cases, paying the 10 per cent. on the goods only. The one per cent. sales tax covers the entire total of invoice including cases. This is not applicable where tins and cases are charged and are returnable. No tax whatever can be collected on such a transaction. This cannot be carried so far as to include all the packages, etc., which are the actual clothing of the goods, only to cases, tins, etc., which are really the outer containers of the goods.

The budget went into effect on Wednesday, May 19th, and all taxes are collectible from that date. All goods shipped on and after that date are taxable, whether back orders or not.

Mr. Bodley pointed out that the new taxation really meant 11 1-10 per cent. to the present cost of candy and confectionery to the retail trade, and would necessitate the latter advancing his prices to the consumer to that extent. The fraction of one-tenth is because the one per cent. turnover tax must be added after the excise tax is put on.

"Supposing that goods were shipped direct from the manufacturer to the retailer, would the retailer than have to pay two per cent. tax?"

"No," was the reply. "The retailer, who is buying direct from the manufacturer, will only pay the one per cent. sales tax put on by the manufacturer and will escape the one per cent. required to be put on by the jobber. Therefore he will buy his goods one per cent. less than the retailer who buys through the jobber."

Montreal Grocers Finding the New Taxes Confusing

MONTREAL.—There is much doubt and misunderstanding prevalent among the manufacturers and wholesalers of Montreal at the present time as to how the new taxes are to affect the grocery trade. The general belief is that foodstuffs are exempt, but the trouble arises as to just what constitutes foodstuffs.

Armand Chaput of Chaput Fils et Cie, in an interview with CANADIAN GROCER, said: "We are at sea at the present time to know officially just how the new taxes are to affect the grocery business. As far as wines and liquors are concerned there is little doubt, but there are other lines that we are not prepared to make transactions on until we have a clearer understanding of the budget: To my thinking the budget is far from fair. For instance if a man buys a suit worth \$45, he is not taxed, but should he be required to pay \$46 he has to pay a tax on the whole amount. It would be far more just if one was required to pay a tax on all exceeding the amount of \$45. Think for a time at least there will be a very decided economy in buying."

Mr. Girard of Hudon, Hebert et Cie said: "It is hardly fair to the consumer that he is required to pay twice the 1 per cent. sales tax that is enforced. In the case of manufactured goods the manufacturer must pay one per cent. It is added to the cost to the wholesaler. When it is sold to the retailer another one per cent. is added not only to the real cost but also on the sales tax already added.

"Nuts are considered as foodstuffs," said Walter Christmas to CANADIAN GROCER, "and as such are exempt from the excise tax. We are glad to have the Government's confirmation that nuts are foodstuffs and not luxuries."

Tax on Hams and Bacon

That smoked hams and bacon are subject to the sales tax came as a surprise to Canadian packers. When the first announcement was made it was thought all meats, fresh, salted or pickled, were exempt. It seems that such is not the case, and the one per cent. turnover tax will be collected on bacon and cured hams for the reason that they undergo a process of curing before they are ready for the market.

Present Profit Should Permit Absorption of Gum Tax

On the ten per cent. luxury tax placed on chewing gum, B. H. Bramble, of the Canadian Chewing Gum Co., stated to CANADIAN GROCER: "In view of the large profit made on gum by the wholesaler and retailer, we think that this tax could be absorbed between them and still leave a good profit. We would gladly do this ourselves, if it was possible for us to do so, but our profits have been trimmed to such a fine point on account of the extremely high cost of sugar, that it is next to impossible for us to do so. However, perhaps something will be done along this line. We may be able to figure it out to absorb the tax between the three of us. As yet we

have not come to any final decision as to just how it will be figured out."

"How are you handling the tax in the meantime?" was asked:

"We have suspended business," was the reply, "until the tax is finally taken care of. Our factory is operating but we are not filling any orders or making out any invoices."

"How about the one per cent. tax on sales?" was next asked.

"That, of course, will be added to the invoice and passed on to the jobber, who will also add it to his invoice when rendered to the retailer. The retailer will then, of course, pay two per cent. more for his goods."

Would be Unfair to Wholesaler and the Small Retailer

W. P. Eby, of Eby-Blain, Ltd., wholesale grocers, told CANADIAN GROCER that several conferences of the wholesalers had been held in reference to the new taxation of foodstuffs, but there was still confused opinion as to the real meaning of the Act, and the exact extent to which it applied to the wholesale grocery trade. Another deputation of wholesalers again took the matter up with the Finance Minister on Thursday, in order to have the new law made perfectly clear. As Mr. Eby pointed out the list of exempted foodstuffs is not at all a large one, and there are several points in regard even to this list, that require more definite interpretation. For instance, it is stated that blue peas are exempt, but split peas, because they have undergone a certain process of finishing before being sold, are subject to the tax.

Asked as to the point that has been raised in regard to the position of the retailer who buys direct from the manufacturer, and whether or not he will only have to pay the one per cent, Mr. Eby said he believed the Government would make the tax in this case two per cent. He did not think the Government would discriminate in this way, as such a method of taxation would be unfair to the wholesaler and the smaller retailer. While this point is not clear, the deputation to Ottawa will endeavor to get a ruling in regard to the same.

Make Prices Uncertain

H. Galthmai of the I. X. L. pipe and Coffee Co., London, Ont., remarked

Retailers Not Yet Affected By the New Taxation

D. W. Clark, Avenue Road, Toronto, believed the turnover tax would result in slightly higher prices on foodstuffs not exempted, but he thought it would be absorbed, a cent here and there, and the public would really notice very little difference. This would be the case more likely because the two per cent. of the manufacturer and wholesaler would not be collected by the grocer as a tax. The same is true of candy and confectionery, and he agreed that this fact was one of the pleasing features of the new ruling.

Merchants Will Bear Tax

H. J. Reeves, manager of Michie & Co., 7 King Street West, Toronto, when asked for his opinion in regard to the new taxation, stated that there was considerable confusion as to the meaning of some of the clauses in regard to the foodstuffs. He believed the two per cent. turnover tax, put on goods by the manufacturer and wholesaler combined, on to the prices to the consumer, would hardly be noticed. In fact, he believed that there would be scarcely any difference in prices, and that

that the new taxation made the future look very uncertain. Already the increasing cost of materials was having its effect, and the additional one per cent. only accentuated present difficulties.

Canned Goods Not Exempt

Only the list of foodstuffs cited in last week's issue of CANADIAN GROCER are exempt from the new one per cent. sales tax. This list does not include canned goods of any kind, dried fruits or vegetables or rice. This point, that was at the outset confusing to the trade, has been cleared up, by the answer of the Commissioner of Taxation R. W. Breadner, to the inquiry of the Wholesalers' Association of Ontario. The association was represented in Ottawa on Thursday by A. C. Pyke, secretary of the association; A. H. Paffard, Toronto, and Samuel Vila, Hamilton.

It was thought that canned meats and other canned goods would be exempt from the one per cent. turnover tax, in view of the exemption of essential foodstuffs, including sales or importations of meats, fresh, salted or pickled. Nevertheless the tax must be paid on all canned goods. Dried fruits and dried vegetables, it is pointed out, are not in the natural state, and so have to pay the tax. Grains and seeds are exempt in their natural state, but it appears from the ruling of the Commissioner on Taxation, that rice would not fall under this category. It is sold after it is husked and polished.

the merchant, in most cases, would bear the tax. Of course, he said, in regard to the tax on candy and confectionery, that was a heavier one, and would be reflected in the prices to the consumer. The tax would not be collected from the consumer as a tax, but would be put on by the manufacturer.

Scarcely Any Difference

Discussing the new taxation with George Barron, of Barrons, Ltd., Yonge Street, Toronto, Mr. Barron expressed the opinion to CANADIAN GROCER that on the foods that the one per cent. turnover tax was applicable, there would be noticed scarcely any difference in their selling price to the consumer. Even with the one per cent. tax of the manufacturer and likewise of the wholesaler, making a total of two per cent., he believed that the addition to prices would be unnoticed. "The only place where a grocer is caught with the excise tax," remarked Mr. Barron, "is in regard to candy, where a tax of ten per cent. is imposed, plus the turnover tax of one

per cent. I understand that this tax will be added to the manufacturers' price at the factory, and it will just mean the merchant will have to pay a higher figure for his candy, and in turn will pass the added expense on to the consumer. I understand all luxury taxes will be paid by the manufacturer, and added to the price of the goods."

Asked as to whether he did not think that there was an advantage for the retailer who buys direct from the manufacturer, rather than through the wholesaler, Mr. Barron admitted that possibly there was. In this case the retailer who buys from the manufacturer, reckoned the one per cent. turnover tax of the manufacturer, in the cost of the goods, whereas the man buying through the wholesaler had to figure on two per cent. in his costs of goods.

Thinks Foodstuffs Barely Affected by The New Taxes

"I think the budget is splendid, viewed from every angle," stated J. L. Hewson, retail grocer, Oakville, Ont. "Foodstuffs which are absolutely necessary to our existence are barely affected, but on the other hand luxuries that many people have been buying almost too freely the past couple of years are taxed. If a person wants to pay more than \$9 for a pair of shoes or more than \$45 for a suit of clothes, then I think that the Government is justified in putting a tax on purchases over these amounts."

Thinks It Will Run Smoothly

"I think that Sir Henry Drayton has the right idea when he says that Canada must cease borrowing," said H. Smith, retail grocer, Oakville, Ont.; "if people will persist in spending their money on expensive things, then in view of the fact that this war debt must be paid, let the people who persist in buying luxuries pay a little extra in taxes. Of course there is bound to be a lot of criticism and confusion at first, but it will soon be running smoothly and people will get used to it."

HAD TIME ONLY FOR CANADIAN GROCER

"I was so interested in your 34th annual spring number," writes A. Kirkpatrick, at Lefroy, Ont., "that I had no time for the daily papers." Mr. Lefroy has been a reader of CANADIAN GROCER for many years, and like most grocers looks forward to its coming every week.

Advertising Helps Beverage Sales

Best Results Are Obtained When the Four Mediums, Window Display, Interior Display, Selling Talk and Show Cards, Are Used to Co-operate With a Newspaper Advertisement

SELLING beverages in the retail grocery is becoming more and more an all-the-year-round business, and the merchant who realizes this is creating another department to the business that will show a handsome profit. This is a line that is easily handled, no weighing, no measuring, no wrapping—that is practically none, except when bottles are carried away—and the most important item, there is no waste. Some merchants have been known to say that they do not handle beverages because of the loss and trouble in the returning of empties. Of course this is very true, in the old-fashioned method of handling this line, that of never charging up the empties at the time when the sale is made. Too often the customer was depended upon to return them or the delivery boys, often of too short memory, were expected to bring them back the next time an order was delivered to the house.

Best Way to Sell Beverages

There is only one method of selling beverages in containers that are returnable, and that is to get the money for the containers when the sale is made and refunding the money when empties are returned. Many merchants all over the country have adopted this method and a side line that previously showed a loss is now turning out a profit. This, to some extent, has been forced upon the merchant by the manufacturers for the reason that bottles and cases have reached such high prices that they have been compelled to be more careful in regard to the charging of empties on account of the large amount of money involved.

"I sell large quantities of beverages," said Jas. L. Hewson, Oakville, Ont., to CANADIAN GROCER. "It is such an easy business to handle. We don't have



An attractive showcard for summer beverages.

Thirst-Quenching and Satisfying Summer Drinks

"Buy 'em by the Dozen"

Grape Juice

Just the pure juice of fresh Concord grapes.
Per bottle
Per doz.

Lime Juice

The pure juice of West India limes. It's unsweetened.
Per dozen
Per bottle

Cordials

These are sweetened, just add water for a refreshing drink. Black currant, lemon, orange, raspberry, lime, and strawberry. Order a dozen of assorted flavors at or per bottle

Soda Syphons

Per dozen

Ginger Ale

with the real flavor of Jamaica ginger. Per case of 12 large bottles

DRY Ginger Ale

Not quite so sweet as the regular kind. Per case of 24 pint bottles

Raspberry Vinegar

The real old-fashioned summer drink. Per dozen or per bottle

Beers

Lager, ale, and porter. Per case of 24 bottles

Pop

All flavors. One dozen to a case at

Phone 4500 Your order will have careful attention.

Jones & Company

A suggestion for an advertisement to sell summer beverages.

to carry many brands. If we have not the one called for, the customer will readily take the brand we carry in stock and the profit is better than most lines we sell. We charge up all the bottles at the time sale is made and we don't care whether they are returned or not because we have the money for them anyway."

Display Increases Sales

Although there are a certain amount of beverages sold in all seasons of the year, it is the summer months when the greatest quantities are sold, and the merchant who goes after this business early in the season is the one that is surely going to get the largest volume of business from his community. A window trim at this time would be appropriate and something different from the

usual trims that have been running all winter. A pile of canned goods is just a pile of canned goods to most people, no matter whether it is changed to a different line every day. But change the pile of canned goods to a pile of bottles and notice the attention it will get. A window trimmed with beverages is very attractive and is one that does not take a large amount of goods. The majority of merchants fasten their selling efforts to one particular line. These bottles could be piled up in the centre of the window, and the others arranged around. The varieties of lines are so numerous, and the colors of the contents are so different, that it is a simple job to make an attractive display of lime juice, raspberry vinegar, ginger ale, beers, lemon-

(Continued on page 48)

Sells Forty Dozen Bottles of Ginger Ale in a Day

T. O. Rowat & Co., London, Ont., Increase Sales
of Ginger Ale by Displaying It in a Wire Basket,
on a Table, Right Up in the Front of the Store

It is often surprising to a merchant what display of various articles, such as moving a jar of fancy biscuits to another position in the store, or placing a basket containing toilet soap in a conspicuous spot, will produce in the way of increased sales. For instance—the placing of a wire display basket containing a certain brand of ginger ale in a table well up to the front of the store has been the means of making ginger ale—hitherto considered to be only a summer line—an all the year 'round article in the store of T. A. Rowat & Co., London, Ontario. During the "Flu" epidemic of the past winter this firm's sales of ginger ale were averaging twenty-five dozen bottles a day, and there rarely is a day passes without a sale of ginger ale throughout the entire year. But of course it is in the summer season that the greatest bulk is sold and the average then reaches around 40 dozen bottles a day. "The real success in selling ginger ale at a profit," remarked Mr. Rowat to CANADIAN GROCER, "is in getting back the empties or the equivalent in money. In the past we did not charge up the bottles, but depended on the customers, clerks and drivers to see that returns were made. This proved very unsatisfactory. With _____ brand we charge so much a dozen, including bottles, and the bottles are not returnable. This method of selling ginger ale, in my opinion, is the only method. When we sell a dozen, that ends the transaction, because there are no empties to collect and no credit, no disputes with customers, and best of all, no empties to be cased up and returned to the factory."

This is just another story of how an aggressive merchant built up a profitable business on a certain line, that at one time was considered "just an accommodation to his customers."



Has Customers Sample Beverages and Builds Sales in This Way

Arthur Harp, Colborne St., Brantford, Ont., Serves Cool Drinks to Customers in Store on Saturday Afternoons in the Hot Weather.

"Expense Is Small and Results Are Good"

Has Attractive Booth in Prominent Position in Store, With Young Lady in Charge—Hot, Tired Customers Are Tempted to Taste and Sales Always Follow.

BOOSTING sales of summer beverages is a regular thing in the store of Arthur Harp, Colborne street, Brantford, Ont. Sales of these lines are heavy in the summer months, and are only so, because of the methods and energetic selling effort that is put behind them. We certainly push summer drinks in this store." Arthur Harp replied to a query of CANADIAN GROCER as to what he did in the way of increasing sales of soft drinks. "Our sales of ginger ale, lemon sour and drinks of that kind, average thirty cases a week in the warm weather," he remarked. "But my sales of summer beverages are not alone

confined to the case goods, such as we have mentioned. I sell a great deal of lemonade and orangeade in the liquid form, and also of lemonade in the powder form."

Demonstration Counts

The method that Mr. Harp employs to boost sales of the latter is one that recommends itself to everyone. It is the method of demonstration, and one which Mr. Harp believes does more for selling these prepared drinks than any other way. "Through the summer months we have a demonstration on Saturdays. I arrange a booth just opposite my main counter, and here is a young lady, who is dispensing these drinks to the people who come into the store to do their Saturday shopping. The booth is easily arranged and it is only a matter of employing a young lady to look after it. The expense is not a heavy item, and the results that accrue more than amply repay any outlay of trouble and expense. This demonstration has certainly been a drawing card for the store, as well as serving the purpose for which it is intended, that of increasing sales of summer beverages.

Sales Always Follow

"A woman comes into the store on a Saturday, very often hot and tired. She is at once attracted by the booth, and here she is invited to taste of the cooling refreshments that are ready for the serv-

ing. The result is invariably the same. She purchases a bottle of either the preparation to make orangeade or lemonade, and sometimes she buys both. I had these demonstrations all last summer, and intend to have them again this year. I start them with the first spell of hot weather, and have them every Saturday, until it becomes too cool to encourage sales of this kind."

Window Display Helps

At the opening of the season for these lines, Mr. Harp always makes a window display in addition to the demonstration. But across one side of his store, it will be noticed from the accompanying photograph, he has a long table. Throughout the year Mr. Harp uses it to display goods. In introducing the summer beverages, he always makes an attractive spread on this table. "That table sells more goods for me than anything else in the store," Mr. Harp remarked to the representative of CANADIAN GROCER, in commenting on its value. "Seeing a thing tempts people to buy, where possibly they had never thought of purchasing. I would not be without that table for anything. I spend a good deal of time in making it attractive, but I believe it is worth all the care and time that is spent on it. The only way to sell goods is to show them, and recommend them, and what a grocer can do in other lines, he can do in soft drinks."



Display is a big feature in the store of Arthur Harp, Brantford, Ont. A table, attractively arranged, is used with telling results.



Showing store of R.N. Schefter at Mildmay, Ont. Mr. Schefter does a big business in soft drinks. He has a soda fountain and also disposes of large supplies of ginger ale, light beers, etc. Last year his profit from this source was \$800.

Intricate Kellogg Case is Up Again

Robt. Wallace Comes from California to Give Evidence—
Question as to Rights of Use of Word "Kelloggs" and "Sweetheart
of the Corn" Involved

Staff Correspondence

TORONTO, May 27th.—As announced in last week's issue the litigation case between the Battle Creek Toasted Corn Flake Company of London, Ont., and the Kellogg Toasted Corn Flake Company of Battle Creek, Michigan, and Toronto, was resumed on Tuesday here in the City Hall. The case is being heard before Justice Middleton. It is expected that this will be final hearing. The big point at issue is as to which of the two companies has the right to use the term "Kellogg" and "Sweetheart of the Corn" on corn flake packages in Canada. The London concern is the plaintiff, as it brought action against the Battle Creek company to restrain it from manufacturing or selling Kellogg's Corn Flakes in Canada.

The Battle Creek Toasted Corn Flake Company of London maintains it purchased the Canadian rights to make Kellogg's Corn Flakes in 1906-7. The Michigan Company claims that the rights were sold to manufacture "Sanitas" corn flakes in Canada. W. N. Tilley, K.C., is appearing for the plaintiff, and I. H. Hellmuth, K.C., for the defendant. The case was heard in June, 1917, for two or three days in London, Ont., and a great deal of evidence was put in at that time.

In the court room this week may be seen piles of documents and exhibits. There are twelve filing cases, three trunks and a table well-laden with car-

tons, documents, and letters of all descriptions.

Robert Wallace, a director of the London company, and manager from its inception in 1907 until 1916, was the only witness on Tuesday. He occupied the stand all day. Mr. Wallace, whose health has not been of the best in recent years, has been living in California and came from there to give his evidence.

Mr. Wallace told of the circumstances leading up to the purchasing from W. K. Kellogg of the Canadian rights. Mr. Kellogg, he stated, frequently came over to London to advise them. They also purchased empty cartons from him, and sometimes filled cartons as well as jumbo cartons for advertising purposes, display cards, etc. A letter was read from Smith and Burton, wholesale grocers, Brandon, Man., dated May 7, 1907, to the Michigan company asking for their goods. The reply was that they hoped they would receive their business through their London house.

Mr. Wallace stated his firm had objected to the other company coming into Canada with any food similar to theirs. Their directors frequently went over to Battle Creek upon invitation of Mr. Kellogg, but about 1913 or 1914 trouble began to arise and after that these visits were stopped. Up to that time the London firm had been receiving advertising matter and help.

In cross-examination, Mr. Hellmuth

brought out the point that the original charter mentioned the manufacture of "Sanitas" corn flakes. The London firm first called their corn flakes "Sanitas," but later when the Michigan company changed to "Kellogg" they also changed the name. This was in 1908. The London firm have the name "Kellogg" and "Sweetheart of the Corn" registered in Canada, and to Mr. Hellmuth, Mr. Wallace said they did not ask W. K. Kellogg whether they could do this or not. They didn't consider it necessary. They had also asked to have their name changed from Battle Creek Toasted Corn Flake Company of London, to Kellogg Toasted Corn Flake Company, but this request was refused by Mr. Kellogg. Up to 1911 the Michigan firm referred in their United States advertising to both Battle Creek and London, Ont. Mr. Wallace stated the Michigan firm was to give them advertising amounting to about \$5,000 in value, but he couldn't estimate the exact value.

The defence put in as an exhibit a colored advertisement they claimed was used in CANADIAN GROCER in 1915 or 1916 by the London firm containing the name of the Michigan firm.

To Mr. Tilley Mr. Wallace said there had been no objection offered by W. K. Kellogg to the use of this term "Sweetheart of the Corn" or to "Kelloggs" on the carton.

The case is proceeding and may take four days altogether.

Final Notes on the "Testing Grocer"

Following a System of Marking Invoices Throughout the Month,
He Is Able to Arrive at the Average Mark-Up on His Goods—
Can Figure Closely What Stock He Is Carrying Every Month.

By HENRY JOHNSON Jr.

COMING now to Sheet No. 5 of the papers sent by my friend, the "Testing Grocer," I find I am unable to do more than report results. On February 1st, 1919, his surplus was \$6,417.49, and on February 2nd of this year, it stood at \$13,652.94, a difference of \$7,235.45. This last is the absolute net profit carried into surplus account. It is what was made on a business of approximately \$119,000.00 last year, so it figures out to 6.08 per cent. on sales.

It is true that there is a discrepancy between what his books show, \$8,604.09, and what he has of \$1,368.64. That shows 1.15 per cent. of shrinkage on sales, and it is serious enough to warrant most searching investigation. But perhaps some of the hints I have given him may help him to locate the trouble and meantime he has a splendid net earnings to feel comforted with.

I should certainly feel that any man who can turn up over six per cent. on sales as net earnings in a retail grocery business these times has little to complain of or feel dissatisfaction over. But I agree and sympathize with him in the thought that so long as there are discrepancies they must be sought out.

Among the papers he has sent me is one showing a purchase of sugar. It is a sample of his habit of marking each invoice with the total sales price. Here is one with a cost of \$71.03 on which he has marked a sale price of \$83.75 or nearly 15 1-5 per cent.! If he can get that kind of margin on sugar, no wonder he can make money.

Attempt at Perpetual Inventory

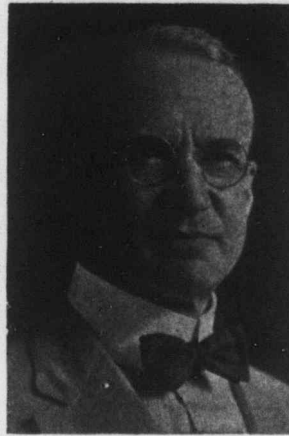
Following out this system of marking invoices throughout the month, he is able to arrive at the average mark-up on his goods. For February, 1919, that was 20.81 per cent. Then by taking the inventory and adding to it the purchases for the month, then deducting the month's sales, less 20.81 per cent., he is able to figure pretty closely what stock he is carrying every month.

All such tests, computations and cross-references are mighty good discipline and also splendidly informative to the merchant. For the rest of us, we owe this man hearty thanks for giving us a glimpse of his methods. I surely hope he will continue with his tests and trials and send me the results from time to time.

Another sends me his statement and writes:

"Five years ago I started in on \$500 borrowed money and my standing first of this year was:

Merchandise at cost.....	\$4,939.53
Accounts received, actual value	2,470.50



HENRY JOHNSON, Jr.

Cash in bank	548.02
Cash on hand	15.00
<hr/>	
Total assets	\$7,973.05
Open accounts for merchandise	4,269.10
Owe for borrowed money..	375.00
<hr/>	
Net worth	\$3,328.95
Sales for year, \$32,904.23.	

"I have a register for accounts. I keep record of all charge sales for day, also cash register gives me total of cash for day, and amount received on account and paid out. I keep a book for all wholesalers' accounts, also a stock book, so I can tell my actual turnover each month on every article I handle. At any time I can tell exactly the amount I owe, amount due me and in fact my exact standing at a glance. My expense ratio figures 9½ per cent. I only have one person for help and pay \$9 per week. My rent is only \$15 per month, and I keep a true record of all expenses. The outstanding accounts include only those I am certain are o.k'd—no doubtful ones. The fixtures are all practically new, but I deducted 10 per cent. for depreciation. Kindly tell me what you think of the above."

Dangers Ahead

This, of course, is a very partial statement. I have no real data on present worth. There are no figures on fixtures, nor any details whereon to pass judgment.

Simply to show net worth of \$3,300 in five years from an original venture of \$500 would be satisfactory in that it would indicate present independence and comparatively easy circumstances; but there would be nothing remarkable about it. Any number of men have done and are doing much better. I wish I had all the figures, for then the review could be

more complete, conclusive and satisfactory.

What I see now is an element of dangerous weakness, for this man owes more than the equivalent of 58 per cent. of his tangible assets. That is too much at any time. It is especially too much now and fraught with danger because merchandise is apt to shrink considerably in the near future. The stock should be cut down. Bills should be collected closely—even "good" ones—and the indebtedness discharged. This is the time to play safe—and not be sorry.

Departmentizing of Business

My! How this stuff piles up. Here is a grocer's letter dated March 5—nearly three months ago, yet I am handling it as fast as I can get to it. He writes:

Commencing February, we departmentized our sales for the month and found them as follows:

Sugar, 10 per cent.; fruits and vegetables, 20 per cent.; flour, cereals, cereal products, beans, rice, bread, 11.3 per cent.; dairy products, cheese, butter, oleo, eggs, lard, evaporated milk, salad oils, etc., 15.7 per cent.; coffee, tea, extracts, baking powder, cocoa, spices, 4.7 per cent.; pickles, olives, relishes, preserves, catsup, salad dressing, prepared mustard, etc., 1.5 per cent.; canned vegetables, fruits, fish, meats, 4 per cent.; soaps, washing powders, cleansers, etc., 3 per cent.; candy, gum, tobacco, cigars, crackers, cakes, 7.5 per cent.; miscellaneous, 22.3 per cent.—total, 100 per cent.

We keep the Harvard sheets and a complete set of double entry books; find our expense runs a good 20 per cent. We think that many stores which report low expenses do not include all items. On March 1 we took inventory of fruits and vegetables and are keeping track of sales and purchases for this month, so at the end we can take another inventory and see whether this department is actually making us any money. We would be glad of any suggestions.

Yours, etc.,

A Mighty Useful Departure

I cannot add much to what this man is doing as yet; for this vitally important work of departmentizing has just been begun. In a short time I expect to have some analytical tables compiled by a big department store which will reveal many things we must know to attain even approximate efficiency in our business.

But the time has gone by when men can be satisfied with lumping goods and expenses into blanket averages, and another method can be instituted only by such detailed study as my present cor-

respondent has started. As he progresses he will learn for himself. If he continues to send me his results so I can use them in conjunction with others' figures, everybody will benefit from the work.

I shall appreciate very much his sending me his figures for March and April.

Let us note a point or two of instructive significance from these figures. Taking the sugar, vegetables, cereals, dairy products, canned goods and soaps, we have 64 per cent. of the total turnover. Omitting the item of crackers, which may be classed as a staple food, and assuming that the miscellaneous are all non-necessaries or are necessities offset by some non-essentials in the other classifications, we see how great is the preponderance of actual, staple merchandise in the food business and how erroneous must be the prevalent impression that a grocer makes his real profit out of non-staples. It gets back to the old truism: If you do not make money on staples, there is not much chance to make money. Further, this shows the vital need of the grocer as a distributor of things in acute daily demand by every consumer.

Examine Every Line Separately

The plan of keeping the fruit and vegetable department separate for a month is excellent, provided it be carried to its logical conclusion. Suppose the results indicate that this department is not paying profits—what will you do? If you should incline, as some shortsighted tradesmen do, to discontinue it, you will be wrong—very wrong. For that is one important thing that is the matter with the careless, shallow grocer to-day.

He thinks "there is nothing in fruits and vegetables," and he neglects them. He feels bound to handle them "for accommodation." Result is that he makes no profit on them and, because it is an accommodation department, he runs it badly in a half-hearted sort of way. Then it gets ragged and unattractive. Its lack of attractiveness slows up sales and there is still less profit. So the vicious circle closes in loss of trade and absence of profits.

Meantime, men who specialize on fruits and vegetables intelligently make good returns on them directly. Then they reap the rich reward that accrues from having a department which attracts trade. So they get direct and indirect earnings from this line of goods.

If you want an example to follow, take the specialist whom you will find on so many corners these days. He is an Italian, or Greek, or Syrian, maybe; but mainly he is a specialist. He does one thing extremely well because he studies that thing continually and knows all its elements. So, handicapped by having no other lines on which to spread his overhead, he gets higher prices than most grocers dare to ask and makes sales and money running circles around the average grocer.

So, if my friend finds his department is not yielding profit, he must go into it

still more analytically. He must realize that not every item in it must be the same burden nor will it yield the same gross margin. Each must bear its proper share. Every line in the fruit and vegetable department must be taken and studied separately. Then in a few

months you will have a department which pays you real money and draws trade as none other will. Then you can go to the next department.

Let me know what you did in March and April. Let us pursue this study to the end. It will pay us big.

Grocers Are Not Responsible for the Prevailing High Prices

John Forsyth, Dartmouth, N.S., Tells Meeting in Halifax That Competition is Too Keen to Render Profiteering Possible in the Grocery Trade

Special to CANADIAN GROCER

Halifax, N.S., May 25.—At a recent meeting held in Halifax to discuss means for reducing the cost of living, John Forsyth, for the past forty years a Forsyth, for the past forty years a Dartmouth, N.S., grocer, advanced some telling arguments against the charge that grocers are responsible for the prevailing high prices.

One of the proposals submitted at the meeting was that householders should buy direct from producers instead of making their food purchases in "a marble palace built out of a year's profits," as one speaker—a Halifax educationalist—phrased his description of a grocery store. Mr. Forsyth reminded his hearers that transportation charges, handling charges, breakages, deterioration, insurance, etc., must be added to the farmer's prices for butter, eggs and other provisions in order to determine the actual cost of such products, and expressed the opinion that people who found fault with the grocer's prices would find, if they tried direct buying, that the cost of procuring foodstuffs in that manner would greatly exceed their expectations, to say nothing of the difficulty, and perhaps impossibility of obtaining provisions when required.

Buying Direct Impractical

A prominent Halifax woman pronounced the "buy direct" proposal impractical.

The expression "high cost of living," Mr. Forsyth asserted, indicated rather loose thinking. The correct expression, he contended, should be "the cost of high living," for there had never been a time when an hour's labor, which was the fundamental basis of cost, would buy as much as it will to-day. The real trouble, said the speaker, was that people were living too high; everybody wanted the best of everything, and hardly anyone would accept substitutes for expensive things.

One customer to whom Mr. Forsyth had suggested using rice instead of potatoes, said her children would not eat rice, although she subsequently admitted she had never tried rice on her table.

Another customer resented the suggestion that she boil potatoes with the jackets on, and declared that her husband would not eat "spuds" prepared in that manner.

Profiteering Impossible

After explaining that the grocer's prices were very reasonable in all cases where he had a profit, that in some cases his margin was too slight to permit a profit, and that the intense competition in the grocery trade rendered profiteering virtually impossible as far as the retailer was concerned, Mr. Forsyth candidly advised his audience to discontinue buying expensive foodstuffs which they could do without, and to practise true thrift, which, in his opinion, meant not purchasing expensive luxuries but spending money only for things of real value.

The meeting which Mr. Forsyth addressed was called for the purpose of forming a club in Halifax to combat the high cost of living. A tentative organization was effected.

URGE POLARISCOPE

British West Indies Chamber of Commerce Pass Resolution to this Effect at Recent Session

At the second triennial session of the Associated West Indies Chambers of Commerce the question of the application in Canada of the Dutch standard for sugar duty purposes was considered and the following resolution was unanimously adopted:

"That in the opinion of this association the present method of grading sugar in Canada for duty purposes is undesirable and detrimental to the interests of the West Indian sugar industry; and inasmuch as this system has proven an irritating obstruction to the trade, the association respectfully suggests to the Canadian Government the expediency of collecting the duty by the polariscope test only, without regard to color, and respectfully invites the various West Indian Governments to take action in this matter."

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
H. V. TYRELL - - - - - General Manager

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MANY OFFERS OF SUGAR

IN conversation with CANADIAN GROCER, a manufacturer stated he had received several offers from independent brokers, who were willing to supply him with any amount of sugar, that is, there were no limitations of certain amounts that they would sell. This manufacturer greatly deprecated this state of affairs, expressing the opinion that there was a great deal of speculation in sugar, and that steps should be taken to eliminate speculating in such a necessary commodity. He was actually short of sugar and had been unable to obtain it. But as soon as it was known that he was in need of it, there were several brokers who were ready to meet his demands.

With the news of such a condition as referred to above, comes the announcement from Ottawa, of a sugar inquiry to be conducted by the Board of Commerce. The Board has invited refiners, wholesalers, retailers and consumers to attend and give evidence. It is understood that the Board has been accumulating information on the marketing of sugar in every section of the Dominion and is in possession of the most exhaustive details of the sugar situation.

THE FISHERIES CONVENTION

THE Annual Convention of the Canadian Fisheries Association in Vancouver, on June 3, 4 and 5, is destined to be an important event. The revenue derived from our Canadian fisheries is exceedingly large and British Columbia is the premier province in this respect.

Anyone connected with the fishing trade realizes that the Federal Government is not paying the attention to this important industry that it should. Politics have been playing too large a part in what the Government does and does not do, to assist in this valuable industry. For instance, it is pointed out that the Department of Marine and Fisheries spent some \$4,000,000 on harbor improvements in Vancouver and decided that as Ottawa was too far away to properly administer such an amount, a local board would be created, which would better understand the local conditions and the administration of the harbor works. Yet when it comes to Federal attention to fisheries, the Government works at long distance range, in spite of the fact that there are twenty millions or more invested in the fishing industry in British Columbia.

The salmon industry in itself is sufficient to warrant more careful investigation on the part of Government officials. It is to be hoped that the Ottawa officials will attend the convention so as to secure first-hand knowledge regarding conditions. International regulations need careful consideration. Canadian canners at the Pacific coast must pay a duty if they purchase from a United States fisherman. United States packers can come into British Columbia wharfs and bid for the raw fish and pay nothing to any Government. British Columbia canners are keenly interested in the question of an embargo on British Columbia fish, and this is a point that our Federal authorities should thoroughly investigate.

MANY manufacturers are now realizing that the retail grocer is the big medium that finally markets their products. He is the one who has the final say as to whether certain articles shall reach the ultimate consumer. The retail grocer is not a mere "hand-out"; he has become a scientific salesman, one who wants to know all about the products he sells, how they are made, what they are made from, so that he can talk intelligently to his customers about the articles he is selling. The manufacturer who takes his wares to the retailer is surely going to get the cream of the business and will win the friendship of that hardy animal, the retail grocer.

CURRENT NEWS OF THE WEEK

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

Maritime

The large Dearborn building in Prince William Street, St. John, N. B., which was destroyed by fire with heavy loss some weeks ago, is to be rebuilt. It had housed for some time the Dearborn wholesale grocery house. Dearborn mills have been taken over by the Canada Spice and Specialty Mills, Ltd., which have already started operations and arranged to have rebuilt for them the building in question. In the meantime they will use a building in Water Street for their manufacturing. They will manufacture an extensive line of high-grade food products. Those behind the venture are the wholesale grocery concerns of Baird & Peters, Jones & Schofield, and Puddington, Wetmore and Mossion, of St. John; A. F. Randolph & Son, Fredericton, and The Reed Co., of Moncton. They came to the decision that they were spending too much money out of the Province for goods which they were handling, and the new company comes from their desire to remedy that condition.

Largely through the efforts of the Retail Merchants' Association, St. John, N.B., will have Daylight Saving this year. They sent delegations to the City Hall to ask for this enactment and were supported by delegations from the St. John Clerks' Association. Daylight time became effective May 22.

Ontario

T. E. Stratton has opened a new grocery store at 590 Bank Street, Ottawa.

The Canadian Decalcomania Co., Ltd., has purchased from McCaskey Systems, Ltd., the vacant lot at King Street and Virgin Place, Toronto, for \$10,000, and will erect a \$100,000 factory.

Jas. T. Cluff, of Cluff & Son, grocers, Bloor street West, and Keele Street, has passed away at the age of 76. Mr. Cluff was born at Seaforth, Ont., and the remains were buried there a stone's throw from where he was born. He was in the grocery business in Toronto for 15 years. His son runs the grocery business at the above corner.

BUSINESS CHANGES

S. R. Scissons has opened a new grocery in Almonte, Ont.

The stores of Owen Sound are closing every Wednesday afternoon during the summer months.

The merchants of Simcoe, Ont., have decided on Thursday afternoon, as their half holiday.

The travellers' club of Brantford carried on a house to house campaign re-

cently and raised \$5,000 for the Children's shelter.

James Egan, Simcoe, Ont., has sold his grocery business to Roy Van Petter, and has purchased a grocery on Dundas Street, London, Ont.

Sam Mahon, head clerk of the Mahler Grocery, Chatham, Ont., was held up at the point of a gun last week. He was compelled to walk down the street a distance of two blocks, with the gun pressing against his back. He was relieved of cash to the amount of \$46.

Robert M. Moncur, resident manager for Gorman, Eckert & Co., London, Ont., was recently elected president of the Hamilton Commercial Travellers' Association.

Ed. Wittich of Hunstein and Wittich, Cargill, Ont., has withdrawn from the firm, and has been succeeded by Harvey Grice, who has been connected with the business for twenty-five years.

The newly organized retail clerks' union at London, Ont., has now a membership of 200. There are over 700 clerks in the city, and an effort is being made to get them all into the membership.

Early Closing on Saturday Nights

St. Thomas Merchants Decide to Close Their Stores at 9 o'Clock on Saturday Nights

Nine o'clock Saturday night closing from October 1 to April 31, and ten o'clock closing the remaining five months of the year has been adopted in St. Thomas, Ont. This was unanimously decided on at a meeting of the St. Thomas Retail Merchants' Association last week. The decision was the outcome of a giant petition and request from the Retail Clerks' Association for nine o'clock closing the entire year. While the majority of the merchants favored the clerks' request, they did not think it in the best interest of business to introduce the year-round change at once. It was the consensus of opinion that the general public will be so amenable to nine o'clock Saturday closing next spring that its continuation during the summer months will be possible. The ten o'clock closing becomes effective Saturday, May 29.

The Wednesday half-holiday question is also a live topic with the St. Thomas merchants. The clerks have requested Wednesday half-holidays during May, June, July, August and September, and the grocers and butchers have gone one better and have unanimously agreed to

close their stores Wednesday afternoons twelve months in the year. The other branches of the retail trade, however, have not been able to agree on the matter.

The grocers and butchers have also signed up to a man to close their places of business at 6.30 instead of 7 p.m., every night in the week except Saturday.

L. O. Pearson, president of the Retail Merchants' Association of St. Thomas, and manager of the Pearson and Mortin chain grocery stores, worked tirelessly at the task of getting his brothers-in-trade lined up on the early closing proposition, and is now engaged in developing a creditors' league for the elimination of all "dead-beats" in St. Thomas.

BACK COME GERMAN AND AUSTRIAN GOODS

In the House of Commons the other day a member enquired as to the imports from Germany and Austria during the year 1919, and for the same information during the first three months of 1920.

The reply of Hon. Mr. Burwell is very illuminating as it indicates that Germany and Austria are coming back on to the Canadian market rather strong.

During 1919 Canada imported from Germany \$14,041 worth of goods, and from Austria \$799, making a total for the year of \$14,820.

During the first three months of 1920 this country bought from Germany \$30,233 worth of goods and from Austria \$49,944 making a total of \$79,167.

In other words during the first three months of this year we have bought from Germany and Austria almost six times as much goods as we purchased from them all of last year. At the same rate there will be quite a substantial total of imports from these erstwhile enemy countries by the end of 1920.

BISCUIT MAKERS' CONVENTION

The twentieth annual convention of the Biscuit and Cracker Manufacturers' Association of the United States will be held in Cincinnati on June 29 and 30.

COMPANIES INCORPORATED

Sugars of Canada, Ltd., Toronto, has recently been incorporated with a capital of \$2,000,000 divided into 4,000 shares of \$500 each.

The Montreal Preserving Co. has been incorporated with a capital of \$100,000, divided into 1,000 shares of \$100 each. The chief place of business is at Montreal.

NEWS FROM WESTERN CANADA

G. F. Taylor, River Avenue, Winnipeg, has sold to C. Halton.

J. Grey, 1583 Main Street, Winnipeg, has sold his business to J. Murray.

P. E. Garrard, 824 St. Matthews Avenue, Winnipeg, has sold his grocery and butcher business to J. La Gallias.

W. Smith, 500 McDermot Avenue, Winnipeg, has disposed of his grocery and provision business to J. Kaplan.

Bradshaw & Ball, 270 Lilac Street, Winnipeg, have sold their butcher and grocery business to E. Standen & Son.

Mr. A. C. Benjamin has recently bought the property and business of A. Stitt, 345 Kensington Street, St. James, Man.

L. J. Plant has removed from his old place of business on McDermot avenue, and will be located at 559 Elgin street, Winnipeg.

J. E. Wales, 1741 Main Street, Winnipeg, has sold his grocery and provision business at the above address to J. Alcock & Co.

J. A. McDowell, 646 Portage Avenue, Winnipeg, has moved his business to new premises on the corner of Sherbrooke Street and Westminster Avenue.

C. W. Hamilton, who has conducted a bakery in Red Deer, Alta., for a number of years, has just recently bought out the grocery stock of W. J. Clement, Red Deer.

Wm. Grier, formerly of Penhold, Alta., in the general store business, is now conducting a grocery business in Red Deer, Alta., having bought out the stock of the late Thos. Lowes.

C. E. McComb has opened a store at 901 Corydon Avenue, Winnipeg, for the sale of groceries and home-cooking. Mr. McComb formerly operated a store on Portage Avenue.

Rodgers & Parent have sold their grocery and meat market on the corner of McDermot and Isabel Streets, to M. Cory. Mr. Cory also operates another store at 310 Trent Avenue, East Kildonan, Man.

The "Donalda Store," situated on the corner of Boardway and Donald Street, Winnipeg, has a new proprietor, Mr. Gilliland, who for the past twelve years was a manager with Brown's, Ltd., Portage la Prairie, Man.

J. H. Hanson, 575 Ellice Avenue, Winnipeg, has sold his grocery and provisions to R. Thompson. Mr. Thompson, previous to his going into business, was in the beef department of the Swift Canadian Co., Ltd., in Winnipeg.

A. Hendry is moving his business from 392 Portage Avenue to the corner of Portage and Sherbrooke Streets, Winnipeg. Mr. Hendry is one of Winnipeg's oldest business men, having been in the grocery and provision business for almost forty years.

B. M. Henderson Brokerage Company, Edmonton, Alta., has been appointed sales representative for the various Tox lines of the Canadian Chemical Co., Lat., Vancouver. These lines include Creactox, the coal saver, Mosqui-tox, the anti-mosquito preparation, Silver-tox and the other products of the company.

G. A. West, who for many years was connected with the wholesale grocery trade of Winnipeg has just returned from service overseas and has opened up an office at 404 Chamber of Commerce Building, Winnipeg. He has been appointed sole agent in Canada for the new British Calculators Ltd., London, Eng. makers of the Bri-Cal Adding Machines. These machines are designed to add coinage as well as weights of every kind. Mr. West has covered the Western field before.

Many Will Attend Fisheries' Convention

Matters of Importance to the Industry Will be Discussed at Big Gathering on June 3, 4 and 5

VANCOUVER.—The annual convention of the Canadian Fisheries Association will be held in Vancouver June 3, 4 and 5, and there are fish experts coming from all directions.

Some of the items on the business schedule are: An international scientific fisheries council; establishment of advisory fishery boards; a progressive policy of Canadian fishery development; transportation and its relation to the development of the fishing industry; increasing the home consumption of fish; the value of fishery colleges; fish culture; the salmon fisheries of the Fraser; standardization and inspection of fish products; the embargo on raw salmon, and the enemies of the Pacific fish.

The committee here expects between 400 and 500 leaders of the industry to attend the convention. Many of them will also take in the gathering of the Canadian Manufacturers' Association. There will be delegates from California, Oregon and Washington, all Canadian points and Newfoundland, and also from American cities on the Atlantic and the Great Lakes.

The password for the week will be "Fish."

Early Closing By-law in Winnipeg Upheld

The city by-law regulating the early closing of retail stores in Winnipeg is upheld as being valid, according to a decision handed down by the Court of Appeal. The appeal was heard before full-

court of five judges; only one of the judges was of the opinion that the city did not have power to pass and enforce such a by-law.

The case arises out of the conviction of W. H. Perley before Sir Hugh John Macdonald, police magistrate, on Nov. 28, 1918. The case has aroused great interest in Winnipeg. The by-law provides that certain shops must close their doors between the hours of 6 p.m. and 5 a.m. the following morning. The Retail Merchants Association, it is said, brought about the appeal.

The charge laid against Perley was "that he unlawfully omitted to close and keep closed his shop in the city of Winnipeg, where goods are offered and exposed for sale, between the hours of 6 o'clock in the afternoon on the said date and 5 o'clock in the morning of the next day."

FANNING ISLAND SUES VANCOUVER FIRM

Vancouver.—An echo of the romantic and dangerous days of the war in the South Seas, when the German raiders were in the Pacific, is contained in an action to be commenced by Fanning Island Ltd., against Ramsay Bros., the writ for which was issued on Tuesday.

The regular steamer services and food supplies having been cut off by the exigencies of war, a contract was given to the local firm of biscuit makers to supply the population of Fanning Island with "hard tack." This was shipped in hermetically sealed tins to Honolulu, where it was forwarded by an infrequent steamship line to Fanning Island. It is claimed in the writ that the goods were not in good condition on arrival. Damages amounting to \$13,000 are asked.

The manufacturer claims that the goods were in good condition when shipped.

NORTHERN COAST POINTS ARE ALL PROSPEROUS

Vancouver, B.C. (Special).—F. E. Delcourt, who has returned from a tour of the northern coast points in the interests of the W. H. Malkin Co., Vancouver, reports to CANADIAN GROCER that Ocean Falls, Alert Bay, Hardy Bay, Rainy River, and Rivers Inlet districts are all in a very prosperous condition. The mills are all running full blast, the demand for paper, pulp, and lumber keeping them in capacity operation. It is feared that the strike of marine employees and longshoremen will very shortly work a hardship on these points though, as all supplies are brought by water from Vancouver, and as there has been no necessity to order great quantities at a time, there is very real danger of the various camps finding themselves short.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery business this week is the tax on sales, many lines now costing the retailer two per cent. more which has already been put on by some manufacturers and jobbers. The sugar situation shows no improvement, supplies are short and it is almost a positive fact that supplies will be two cents per pound higher. Business is reported in a healthy condition.

MONTREAL—There is a distinct feeling of uncertainty on the Montreal market at the present time. The merchants and manufacturers are slow to make quotations or transact any large business until the Government's recent budget demands are more clearly understood. As a result the market is inclined to be quiet for a time. On the other hand the produce, fruit and vegetable market is lower this week with the increased home production. Vegetables, except potatoes are much cheaper and oranges have experienced a sharp decline. Potatoes have reached the highest price demanded here this season. Seven dollars per bag is asked. Cereals are higher, an increase of twenty-five cents on cornmeal and rolled oats. Japan teas are quoted two cents a pound higher this week. Wrapping paper, canned peas and peaches are higher.

TORONTO—The markets generally are firm with advances registered on evaporated milk, cocoa, lemonade and orangeade powder, marmalade and package oatmeal. Supplies of granulated sugar remain scarce and refiners now state that it will probably be about the 5th June before supplies are rolling freely. Refiners also state that an advance around 2 cents per pound will take place almost immediately. A strong market is noted for syrups and molasses. Corn flour, fancy corn meal and split peas are higher. Flaked wheat and cracked wheat are also higher. The cereal market is ruling quite firm under a very quiet demand. Cooked peas in packages have declined 60 cents per case. Wheat flakes, corn meal, farina, pancake flour, hominy and barley in packages have

advanced 20 to 90 cents per case. The spice market is firm. Jamaica ginger and pure mustard are quoted higher. Nutmegs are scarce and slight advances have occurred. The trend of the primary coffee markets are firm to higher. Importers are experiencing some difficulty in getting supplies due to the poor transportation.

There is an active demand for canned goods and dried fruits. Canned peas are scarce. Figs are cheaper owing to the jobbers desiring to clean up stocks before the warm weather. There is an unsettled condition developed in the nut market. Nuts in the shell at New York have declined about 40 per cent. Shelled almonds, walnuts and filberts are very unsteady and quite a spread is noted in quotations. Potatoes continue scarce and are selling at higher figures. Other vegetables are arriving freely and a brisk demand is noted. The pineapple season is in full swing and dealers are of the opinion that the lowest prices have been reached.

There is an easier tendency to most produce and provision markets. Dressed hogs are up slightly but butter, eggs, shortening, beef cuts and poultry are easier. The cheese market is firm.

WINNIPEG—The Western market has been very quiet all week. While most lines of groceries have been very firm, no changes in prices have taken place. The sugar market remains unchanged. Corn syrup and starches are very firm, with every indication of increased prices. Cereals and package goods remain firm. Canned fruits of all descriptions are very scarce. The peanut market is active. Coffee holders are awaiting their opportunity to increase prices, while the tea market is in an unsettled condition. The fruit and vegetable markets have been very active. Large quantities of bananas, oranges and coconuts are arriving daily, while California cherries, pineapples and Missouri strawberries are being shipped in express lots. Potatoes have an inclination to advance, and new shipments of spinach, asparagus and cabbage are arriving freely.

QUEBEC MARKETS

MONTREAL, May 28.—The sugar and molasses market is very strong. Japan teas are listed two cents per pound higher. Spices are firm and the situation is rather doubtful at the present time due to the new tax regulations. Potatoes have reached the highest price demanded here this season. Corn meal, rolled oats and wrapping paper are higher. Flour is unchanged. Millfeeds are practically unobtainable.

Sugar Market Is Strong

Montreal.

SUGAR.—There is no change in the sugar situation this week. The present prices are very strong. There are conflicting reports as to the raw sugar situation. Rumors are current that there is a large supply of raw sugar on its way to Montreal at the present time, but the manufacturers do not confirm the report. It has been pointed out to CANADIAN GROCER that the price of raw sugar to-day far exceeds the price of refined offered on the market, and, as a result, if the situation continues as it is the price of the refined must shortly advance again to meet the present high cost of the raw.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated.	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	19 30
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 50
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 90
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Molasses Market Strong

Montreal.

MOLASSES.—The molasses market is exceedingly strong as a result of the continued high price of raw sugar. There is no change however this week on either molasses or corn syrups.

Corn Syrups—

Barrels, about 700 lbs., per lb.	0 09½
Half barrels	0 09½
Kegs	0 10¼
2-lb. tins, 2 doz. in case, case	6 70
5-lb. tins, 1 doz. in case, case	7 75
10-lb. tins, ½ doz. in case, case	7 25
2-gal. 25-lb. pails, each	3 00
3-gal. 38½-lb. pails, each	4 45
5-gal. 65-lb. pails, each	7 15

White Corn Syrup—

2-lb. tins, 2 doz. in case, case	7 30
5-lb. tins, 1 doz. in case, case	8 35
10-lb. tins, ½ doz. in case, case	8 05

Cane Syrup (Crystal) Diamond—

case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25

Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85
Prices for	
Barbaques Molasses—	Island of Montreal
Punchoons	1 75
Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, ½ doz. in case, case	6 65

Increase on Package Corn Made

Montreal.

PACKAGE GOODS.—There have been a few changes in package goods prices this week. Corn meal in packages is quoted 65 cents a case higher and is now sold for \$1.25 per case. On account of competition on the market the price of certain corn flakes has been reduced this week, and \$4 is probably the maximum price. The price on package rolled oats is very strong in view of the advance on bulk rolled oats. Chinese starch has advanced 50 cents per case and is now quoted at \$7.

PACKAGE GOODS

Breakfast food, case 18	2 85
Cocunut, 2 ea. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 doz. case 3 60 3 65 3 50	4 25
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rollled oats, 20s	6 50
Do., 18s	2 42½
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 2 doz.	3 65
Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Pancake Flour, self-raising, doz.	1 50
Wheat food, 18-1½s	3 25
Suek wheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.)	3 15
Do. (6-lb. pack.), doz.	6 20
Corn Starch (prepared)	0 14
Potato flour	0 16
Starch (laundry)	0 12½
Flour, Tapioca	0 15
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	4 25

Rollled Oats Higher

Montreal.

CEREALS.—There has been a change in the price of cereals this week on rollled oats, hominies and corn meal. As CANADIAN GROCER has intimated in previous issues, the price of corn meal has strengthened up to an advance. Rollled oats in some quarters is quoted as high as \$6 per 90-lb. bag, this being an advance of 25 cents per bag on prices

quoted last week. Pearl hominy has also advanced 25 cents per 98-lb. bag.

CEREALS—

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

Canned Peaches and Peas Up

Montreal.

CANNED GOODS.—There have been a few changes this week on the prices of canned goods. Canned peas are a little higher. Early June are quoted at \$2 and Standard Peas at \$1.95. This is an advance of 5 cents on prices quoted last week. Canned peaches in No. 2, in heavy syrup, are 25 cents a case higher, being quoted at \$4. The other prices remain firm and unchanged. There is a good demand at the present time for canned goods on account of the summer trade.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 80
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee .....	.....	2 00
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Cera (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz. ....	.....	1 50
Succotash, 2 lb. doz. ....	.....	1 80
Do., Can. (2s) .....	.....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	3 00	10 00
Sauerkraut, 2½ lb. tins .....	.....	1 60
Tomatoes, 1c	1 45	1 50
Do., 2s .....	.....	1 50
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.) .....	.....	4 00
Peas, standards .....	.....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s .....	.....	3 00
Do., Sweet Wrinkle .....	.....	2 00
Do., fancy, 20 oz. ....	.....	1 57½
Do., 2-lb. tins .....	.....	2 75
Peas, Imported—		
Fine, case of 100, case .....	.....	27 50
Ex. Fine .....	.....	30 00
No. 1 .....	.....	23 00

CANNED FRUITS

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

No Change in Coffee or Cocoa

Montreal.

COFFEE AND COCOA.—No change is evidenced this week on either coffee or cocoa although the market is reported very strong and the demand very good. The consumption of both these beverages is very high for this season and the

manufacturers are only able to supply the immediate requirements.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	6 25	
In ½-lbs., per doz.	3 25	
In ¼-lbs., per doz.	1 70	
In small size, per doz.	1 25	

Dried Fruits Are Strong

Montreal.
DRIED FRUITS.—There has been no change in the price of dried fruits this week although the market is very firm on both lines. Manufacturers of dried peel are unable to supply the market on account of the big shortage of sugar. Although the new tax has come on some importations, CANADIAN GROCER is given to understand that it will not affect any importations of dried fruits. There will be, however, a new listing of prices within the next week or so to include a "sales tax," as this will appear on the wholesale price from the manufacturer.

Apricots, fancy	0 38	
Do., choice	0 34	
Do., slabs	0 39	
Apples (evaporated)	0 19	
Peaches, (fancy)	0 26	0 34
Do., choice, lb.	0 25	0 25
Pears, choice	0 30	0 35
Drained Peels—		
Choice	0 24	
Ex. fancy	0 30	
Lemon	0 45	
Orange	0 40	
Citron	0 66	
Choice, bulk, 25-lb. boxes, lb.	0 22	
Peels (cut mixed), doz.	3 23	
Raisins (seeded)—		
Muscadels, 2 Crown	0 28	0 35
Do., 1 Crown	0 24	0 26
Do., 3 Crown	0 21	0 21
Do., 4 Crown	0 19½	0 21
Fancy seeded (bulk)	0 25	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currents, loose	0 20	
Do., Greek (16 oz.)	0 24	
Dates, Excelsior (36-10s), pkg.	0 15½	
Fard, 12-lb. boxes	0 21	
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	0 19	0 19
Packages only, Excelsior	0 20	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	0 45
Do., 2½s, lb.	0 45	0 45
Do., 2½s, lb.	0 50	0 50
Do., 2½s, lb.	5 40	
Figs, Spanish (cooking), 22 lb. boxes, each	0 12	
Figs, Turkish, 3 crown, lb.	0 44	
Do., 5 Crown, lb.	0 46	
Do., 7 Crown, lb.	0 52	
Figs, mats	4 75	
Do. (25-lb. boxes)	2 75	
Do. (12 10-oz. boxes)	2 20	
Prunes (25-lb. boxes)—		
20-30s	0 23	
30-40s	0 30	
40-50s	0 27	
50-60s	0 23	
60-70s	0 22	
70-80s (25-lb. box)	0 30	
80-90s	0 19	
90-100s	0 17	
100-120s	0 16	0 17

Wrapping Paper One Cent Up

Montreal.
MISCELLANEOUS.—The price on bottled Vichy water has advanced during the week. The quotation at the present time is \$14 per case, an advance of 75 cents on the previous price. Chinese liquid blue has advanced ten cents per dozen. The ordinary brown wrapping

paper has advanced one cent a pound to 10 cents, and manila paper is listed 1¼ cents higher, and is now 10½ cents per pound. English golden syrup has advanced \$3 per case for both the one and two pound tins, and is now quoted at \$22 and \$23 per case of 112 pounds. A supply of liquid Camp coffee has reached the market here which has been out of stock for some time. Epsom salts have dropped 1 cent per box, and dried green peas are quoted 1 cent per pound cheaper at 9 cents.

Rice Supplies Are Low

Montreal.
RICE.—There is no change in the price on rice this week although the market is very strong and the supply short.

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

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

Japan Teas Two Cents Higher

Montreal.
TEA.—There has been an increase of 2 cents a pound on all Japan teas. The reports on the new crop are far from promising as reported in the previous issue of CANADIAN GROCER. The price on Ceylon teas remains unchanged and the market is inclined to be weaker.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 62	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—		
Choice (to medium)	0 72	
Early picking	0 77	
Finest grades	0 82	
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

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

Nuts Are Not Affected

Montreal.
NUTS.—There has been no change in the price of nuts during the week; the market is very strong and there is a very good demand for many lines, especially peanuts. There will be no change in the price of imported nuts as a result of the new tax. CANADIAN GROCER is given to understand that the new taxes do not include imported nuts except on the "sales tax" of 1 per cent.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	0 60	0 78
Brazil nuts (new)	0 25	0 25
Castnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, No. 4, Jumbo	0 25	0 25
Peanuts, Jumbo	0 24	0 24

Do., "C"	0 21	
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1		0 19½
Do., Salted Java, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia		0 14
Peanuts (Salted)—		
Fancy wholes, per lb.		0 43
Fancy splits, per lb.		0 38
Peanuts, new Jumbo, per lb.	0 32	0 30
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Peanuts, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples		0 34
Do., shelled		0 60
Do., Chilean, bags, per lb.		0 35

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

Spices Remain Firm

Montreal.
SPICES.—There has been no change in the price of spices this week despite the fact that the market is very strong and the supply on some lines very poor. The opening of navigation has not affected the price on spices to any degree. The wholesale dealers in spices appear to be at a loss as to the real meaning of the new taxes. They are very reticent in making quotations on spices at the present time. It is hoped that during the week a definite basis will be decided and prices quoted that will cover the new Government demand.

Allspice	0 22	
Cassia (pure)	0 33	0 36
Cocunut, pails, 20 lbs., unsweetened, lb.		0 40
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 30
Cinnamon—		
Rolls		0 26
Pure, ground	0 35	0 40
Cloves	0 55	0 50
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger (Jamaica)		0 40
Ginger (Cochin)		0 35
Mace, pure, 1-lb. tins		1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole	0 60	0 70
64, lb.		0 45
80 lb.		0 40
100, lb.		0 40
Ground, 1-lb. tins		0 65
Pepper, black		0 41
Do., white		0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika		0 80
Tumeric	0 25	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamom seed, per lb., bulk		2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.		0 20
Do., per lb.		0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20
Cream of Tartar, pure, French		0 85

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Oranges Are Priced Lower

Montreal.
FRUIT.—There has been a change on the price of oranges this week with lower quotations on stock on hand. Oranges are coming in better supplies and there has been a decrease in the price of from \$1 to 50 cents per case. Valencias are offered at \$9.50 per case of 100's, this being the best price that has been offered on oranges within the last three months. The market is very well supplied with bananas at the present time and the prices are probably a little weaker than they have been.

Apples—		
Russet		8 00
Ben Davis, No. 1	6 00	7 00

Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96		5 00
Do., Florida, 54, 64, 80, 96		6 00
Lemons, Messina		8 00
Oranges, Cal., Valencias		9 50
Do., 100s and 150s		8 50
Do., 176s and 200s		10 00
Cal. Navels—		
80s, 100s		6 50
126s		7 00
150s		7 50
176s, 250s		10 00
Florida, case		6 00
Cocoanuts		13 00
Pineapples, crate		8 50

Lower Prices on Vegetables

Montreal.
VEGETABLES.—The vegetable market is very much relieved this week with a better supply of home products. There has been a general dropping off in prices due to better supplies. Asparagus is offered \$1 per dozen lower than last week. Cucumbers are offered at \$5 per hamper in contrast to \$3.50 per doz. last week. Potatoes are high this week, being quoted at \$7 per bag. This is the maximum price that has been reached at any time this season. Lettuce and carrots are also offered cheaper this week. The market is in very good supplies and the demand is very much improved.

Asparagus, Can., doz., large	4 00
Beans, new string (imported)	
hamper	5 00
Cucumbers, hamper	5 00
Chicory, doz.	0 50
Cabbage (Montreal), barrels	7 00
Do., crate	6 00
Carrots, bag	2 50
Garlic, lb.	0 50
Horseradish, lb.	0 60
Lettuce (Boston), head, crate	5 50
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	12 00
Do., Texas, crate	4 50
Oyster plant, doz.	1 00
Parsley (Canadian)	0 75
Peppers, green, doz.	0 50
Paranips, bag	1 75
Potatoes, Montreal (90-lb. bag)	7 00
Do., New Brunswick	7 00
Do., sweet hamper	3 50
Canadian Radishes, doz.	0 75
Spinach, barrel	6 00
Turnips, Quebec, bag	2 50
Do., Montreal	2 00
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	9 00
American parsley, doz.	1 50
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	4 00
Tomatoes (Florida), crate	12 00
New Carrots, hamper	4 50
Shalots, doz.	1 50
Wash. Celery	2 50

No Change in Flour Prices

Montreal.
FLOUR.—There has been no change in the price of flour this week although the market was very strong, and milling has not come back to its former production. The demand for flour for exportation is very good and is the main factor in keeping prices very strong at home.

Spring Wheat Flour	14 75
Winter Wheat Flour	13 10
Blended Flour	14 20
Graham Flour	14 75
Whole Wheat Flour	14 75
Corn Meal Flour	11 30

Hay Market Keeps Strong

Montreal.
HAY AND GRAIN.—There has been no change in the price of hay this week. The high market quoted last week remains very firm and the offerings are not on a large scale. The price of feed still remains high and quotations vary. The mill feeds are very strong as a result of the decrease in production of

flour. In fact mill feeds are at a premium at the present time.

Hay—		
Good, No. 1, per 2,000 lb. ton	33 00	
Do., No. 2	30 00	
Do., No. 3	28 00	
Straw	15 00	
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	1 29 1/2	
No. 3 C.W.	1 24	
Extra feed	1 24	
No. 1 feed	1 23	

No. 2 feed	1 21
Tough 3 C.W.	1 22
Barley—	
No. 3 C.W.	1 60
No. 3	1 60
No. 4 C.W.	1 60
Feed barley	1 60
Prices are at elevator.	
Crushed Oats, per ton	83 00
Ground Feed	74 25
Hog Feed	83 00
Cracked Corn	88 00
Crushed Oyster Shell	85 00

ONTARIO MARKETS

TORONTO, May 28.—The markets generally are firm with advances registered on many lines. Supplies of granulated sugar remain scarce and refiners state that an advance of around 2 cents per pound is due almost immediately. Practically all corn and wheat cereals have advanced. The nut market is very unsettled. Jamaica ginger and pure mustard have advanced, also nutmegs show slight advances. Potatoes continue scarce and are quoted at higher figures. The pineapple season is in full swing.

Sugar to be Higher

Toronto.
SUGAR.—Supplies of granulated sugar remain scarce and refineries now state that it will probably be about the 5th of June before supplies will be arriving freely. Some shipments of yellows have arrived. Refiners state that an immediate advance will take place. This advance will be around 2 cents per pound.

St. Lawrence, extra granulated, cwt.	19 21
Atlantic, extra granulated	19 21
Acadia Sugar Refinery, extra granulated	19 21
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	18 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.	

A Strong Market for Molasses

Toronto.
CORN SYRUPS.—The situation in corn syrups is firm under the recent advance.

MOLASSES.—There is a strong market for all grades of molasses and higher prices are looked for.

Corn Syrups—		
Barrels about 700 lbs., yellow	0 10 1/2	
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	7 30	
Cases, 5-lb. tins, white, 1 doz. in case	8 35	
Cases, 10-lb. tins, white, 1/2 doz. in case	8 05	
Cases, 2-lb. tins, yellow, 2 doz. in case	6 70	
Cases, 5-lb. tins, yellow, 1 doz. in case	7 75	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	7 45	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels		
West India, bbls., gal.	0 56	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 00	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 76	
Tins, 3-lb. table grade, case 2 doz., Barbadoes	10 76	
Tins, 5-lb., 1 doz. to case, Bar-		

badoes	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25
West Indies, 1 1/2s, 48s	4 60 6 95

Some Corn Products Advance

Toronto.
CEREALS.—Cornflour and fancy cornmeal has advanced 25 cents per bag. Split peas are up 1/2 cent per pound. Flaked wheat has advanced 80 cents per 100-lb. barrel. Cracked wheat is also up 25 cents per bag. The market is ruling firm and the demand is quiet.

Single Bag Low F.o.b. Toronto	
Barley, pearl, 98s	9 00
Barley, pot, 98s	7 50
Barley Flour, 98s	4 60
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 50 6 00
Do., fancy yellow, 98s	6 75
Oatmeal, 98s	6 25 6 50
Oat Flour	6 75
Corn Flour, 98s	6 25
Rye Flour, 98s	6 00
Rolled Oats, 90s	5 60 6 00
Rolled Wheat, 100-lb. bbl.	8 80
Cracked wheat, bag	6 75
Breakfast food, No. 1	9 00
Do., No. 2	9 90
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08 1/2
Blue peas, lb.	0 10
Marrowfat green peas	0 11 1/2
Graham Flour, 98s	7 65
Farina, 98s	6 20

Wheat and Corn Cereals Higher

Toronto.
PACKAGE GOODS.—Wheat cereals in packages have advanced. "Pettijohn" breakfast food now quoted at \$3.50 per case. Cornmeal, farina, wheat flakes, pancake flour, hominy and barley in packages have advanced 20 to 90 cents per case. Cooker peas in packages have declined 60 cents per case, now quoted at \$3.60.

PACKAGE GOODS

Rolled Oats, 20s, round, case	6 50
Do., 20s, square, case	6 50
Do., 36s, case	4 85
Do., 18s, case	2 42 1/2
Corn Flakes, 36s, case	3 90 4 15

Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 80
Cooker Package Peas, 36s, case	3 60
Cornstarch, No. 1, lb. cartons	0 14
Do., No. 2, lb. cartons	0 12 1/2
Laundry starch	0 12 1/2
Do., in 1-lb. cartons	0 14 1/2
Do., in 6-lb. tin canisters	0 16 1/2
Do., in 6-lb. wood boxes	0 16 1/2
Celluloid Starch, case	5 50
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	4 25
Farina, 24s	3 50
Barley, 24s	3 50
Wheat flakes, 24s	6 50
Wheat kernels, 24s	5 40
Self-rising pancake flour, 24s	3 90
Buckwheat flour, 24s	3 90
1wo-minute Oat Food, 24s	3 75
Puffed wheat, case	4 60
Puffed Rice, case	5 70
Health Bran, case	2 60
F.S. Hominy, gran., case	4 25
Do., pearl, case	4 25
Scotch Pearl Barley, case	3 50
Self-rising Pancake Flour, 30 to case	3 60
Do., Buckwheat Flour, 30 to case	3 60

Ginger and Mustard Higher

Toronto.

SPICES.—The spice market is firm. Jamaica ginger has advanced to 50 cents per pound. Pure mustard is higher, now quoted at 60 cents per pound. Nutmegs are scarce and slight advances have taken place.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	0 55	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin	0 35	0 35
Do., Jamaica	0 50	0 50
Mustard, pure	0 60	0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 30	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s.	0 55	0 55
Do., 80s	0 65	0 65
Do., 64s	0 75	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	0 75	0 75
Boriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric	0 28	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	1 75	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	5 75	5 75

Coffee Market Firm to Higher

Toronto.

COFFEE.—The trend of the primary coffee markets are firm to higher. Importers are experiencing difficulty in getting supplies, due to the poor transportation facilities in the U.S.

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

Tea Market Firm

Toronto.

TEAS.—Fine teas showing any quality are almost unobtainable. Medium grades are also scarce. Lower grade teas, however, are plentiful, but there is a very

small demand for this grade of tea and consequently prices are low.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 66
Broken Pekoes	0 50	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Canned Goods Are Steady

Toronto.

CANNED GOODS.—There is an active demand for all lines of canned fruits and vegetables. Many wholesales have been easing off their stocks of these lines and consequently their quotations are lower than the packers.

Salmon—		
Soekeye, 1s, doz.	4 75	4 75
Soekeye, 1/2s, doz.	2 75	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s	2 50	2 50
Lobsters, 1/2 lb., doz.	6 50	6 50
Do., 1/4-lb. tins	3 90	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. tins, doz.	1 75	2 10

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

Jams—		
Apricots, 4s, each	1 05	1 05
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	1 03	1 03
Do., 16 oz., doz.	4 25	4 25
Peach, 4s, each	1 02	1 02
Do., 16 oz., doz.	4 15	4 15
Red Currants, 16 oz., doz.	4 30	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Dried Fruits Unchanged

Toronto.

DRIED FRUITS.—There is no change in the dried fruit market. Evaporated apples are weak although jobbers' quotations have not changed. The demand is fairly brisk.

Evaporated apples	0 24	0 24
Apricots, cartons, 11 oz., 48s	4 55	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	5 70	5 70
Dromedary, 9 doz. in case	7 25	7 25
Fard, per box, 12 to 13 lbs.	3 50	3 50
New Hallowee dates, per lb.	18	0 23

Figs—

Taps-Comarde, lb.	0 35	0 40
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	0 16	0 18
Smyrna figs, in bags	4 50	4 50
Cal., 6 oz., 50s, case	2 50	2 50
Cal., 8 oz., 20s, case	2 50	2 50
Cal., 10 oz., 12s, case	2 00	2 00

Prunes—

30-40s, 25s	0 25	0 28
40-50s, 25s	0 19	0 22
50-60s, 25s	0 18	0 21 1/2
60-70s, 25s	0 18	0 20
70-80s, 25s	0 18	0 20
80-90s, 25s	0 18	0 20
90-100s, 25s	0 18	0 20
Sunset prunes in 5-lb. cartons, each	1 15	1 15

Peaches—

Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30

Raisins—

California bleached, lb.	0 25 1/2	0 28 1/2
Extra fancy, sulphur bich., 25s	0 26 1/2	0 28 1/2
Seedless, 15-oz. packets	0 24	0 26 1/2
Seedless, 15-oz. packets	0 25	0 26
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s	0 25 1/2	0 28 1/2
Turkish Sultanas	0 25 1/2	0 28 1/2

Evaporated Milk Higher

Toronto.

EVAPORATED MILK.—Carnation milk has advanced as follows: Large cans now quoted at \$7.50 per case and small cans at \$6.85.

Nut Market Unsettled

Toronto.

NUTS.—There is an unsettled condition developed in nut market. Nuts in the shell at New York have declined about 40 per cent. Shelled almonds, walnuts and filberts are very unsteady. New cracked Brazil nuts are quoted at 85 to 88 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	0 40	0 40
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenoble, lb.	0 29	0 33
Do., Marbot	0 30	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 32
Cocanuts, Jamaica, sack	10 50	10 50
Cocanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.	0 40	0 40
Peanuts, Spanish, lb.	0 32	0 33
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	0 32	0 32

Shelled—

Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian	0 62	0 68
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 20	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	1 10	1 10

No Improvement in Rice Market

Toronto.

RICE.—The situation in the rice market shows no improvement. Some small shipments have arrived, but generally stocks are low. Quotations are unchanged.

Honduras, fancy, per 100 lbs.	0 20	0 20 1/2
Blue Rose, lb.	0 20	0 20 1/2
Siam, fancy, per 100 lbs.	15 00	15 00
Siam, second, per 100 lbs.	0 18 1/2	0 18 1/2
Japans, fancy, per 100 lbs.	15 00	15 00
Do., seconds, per 100 lbs.	17 00	17 00
Fancy Patna	17 00	17 00
Chinese, XX., per 100 lbs.	14 00	14 00
Do., Smtu	14 00	14 00
Do., Mujin, No. 1	0 12	0 12 1/2
Tapioca, pearl, per lb.	0 12 1/2	0 14
White Sago	0 12 1/2	0 14
Do., Paking	14 00	14 00

Some Lines Advance

Toronto.
MISCELLANEOUS.—"Quaker" macaroni and spaghetti have advanced to \$3.35 per case. "Majestic" lemonade and orangeade powder have advanced to \$1.35 per dozen. Van Houten's cocoa, now quoted as follows: ¼s, \$3.65 per dozen; ½s, \$6.75 per dozen; 1s, \$13 per dozen. Furnivall's marmalade has advanced, cases of 24 12-ounce jars, \$3.25 per dozen; 24 16-ounce jars, \$3.95 per dozen; 12 4-lb. tins, \$1 per tin. Tillson's fine cut oatmeal has advanced to \$7.50 per case. Puffed rice pancake flour have advanced to \$3.90 per dozen.

Potatoes Are Higher

Toronto.
VEGETABLES.—Potatoes are now selling at \$7.75 per bag and are very scarce. Local asparagus is arriving freely and prices have lowered. Hot-house tomatoes are quoted at 60 cents per pound. Hothouse cucumbers are \$4 to \$4.50 per basket. Florida cucumbers are \$6 to \$7.50 per hamper. Other vegetables are arriving freely and a brisk demand is noted.

Carrots, per bag	2 50	2 75
Parsnips, per bag	.....	.....
Radishes, Cal., doz.	.....	0 75
Onions, Yellow Danvers, per lb.	.....	.....
Spanish Onions, large case	.....	.....
Onions, white, large sacks	.....	.....
Cauliflower, Col., standard crate	.....	.....
Potatoes—	.....	.....
Ont., 90-lb. bags	7 50	7 75
Turnips, bag	.....	.....
Mushrooms, 4-lb. basket	.....	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	.....	6 00
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate	.....	6 00
Do., Texas, barrel	.....	5 50
Green Onions, doz. bunches	.....	0 40
Green Peppers, doz.	.....	1 00
Rhubarb, outdoor, doz.	0 50	0 75
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	.....	.....
Mexican Tomatoes in lugs	.....	.....
Cucumbers, Florida, hampers	6 00	7 50
Do., hothouse, basket	4 00	4 50
New Carrots, hampers	.....	3 75
Asparagus, per basket	.....	2 00
New Beets, hampers	.....	3 50
Wax Beans, hampers	.....	5 00
Onions, Texas, crates	.....	4 00
Do., Egyptian, sacks about 112 lbs.	.....	10 00
Hothouse Tomatoes, lb.	.....	0 60
New Potatoes, Florida, No. 1, bbl.	18 00	20 00
Do., No. 2, bbl.	16 00	17 50
Do., No. 2, hampers	.....	5 50

Strawberries Are 45 Cents

Toronto.
FRUIT.—Navel oranges have advanced 25 to 50 cents per case. California Valencia oranges are quoted at \$7.50 to \$8 per case. Strawberries are arriving freely and are quoted at 45 cents per quart box. Pineapple season is now in full swing and dealers are of the opinion that prices will not be any lower. Quotations are \$7 to \$7.25 per crate.

Cal. Navel Oranges—	.....	.....
126s, per case	7 50	8 00
150s, per case	.....	8 00
176s, 200s, 216s, 250s, per case	8 50	9 00
Oranges, Valencia—	.....	.....
126s, 160s, 176s	7 50	8 00
Do., Seedlings	.....	.....
Bananas, Port Limons	.....	0 09½
Lemons, Cal., 300s, 360s	5 50	6 00
Do., Messinas, 300s	.....	5 00
Grapefruit, Florida—	.....	.....
64s, 70s, 80s, 96s, 126s	7 50	9 50
Grapefruit, Cuban—	.....	.....
36s, 46s, 54s	.....	.....
64s, 70s, 80s, 96s, 126s	.....	.....
Apples, Nova Scotia—	.....	.....
Baldwins	.....	.....
Starks	.....	.....
Fallawatus	.....	.....

Russetts	.....	.....
Apples, Ontario—	.....	.....
Spys, No. 1, bbl.	.....	.....
Do., Nos. 2 and 3	.....	.....
Baldwins	.....	5 50
Box, all sizes, per box	5 00	5 50
Strawberries, pints	.....	.....
Do., qts.	.....	0 45
Pineapples, Cubans—	.....	.....
18s, 24s, per crate	7 00	.....
36s, per crate	7 25	.....

Flour Market Firm

Toronto.
FLOUR.—The flour market is ruling firm under recent advances. Ontario winter wheat flour, in

carload shipments, on tracks,	.....	.....
per barrel, in jute bags	13 70	.....
Manitoba, spring wheat flour, in	.....	.....
jute bags, per barrel	15 15	.....

Millfeeds Remain Scarce

Toronto.
MILLFEEDS.—The acute shortage of bran and shorts that has prevailed for some time shows no improvement. Quotations for bran remain at \$54 per ton and shorts at \$61.

MILLFEEDS—	.....	.....
Bran, per ton	54 00	.....
Shorts, per ton	61 00	.....

WINNIPEG MARKETS

WINNIPEG, May 28.—The sugar market is unchanged. Supplies are still scarce. Corn syrups are firm and higher prices are expected. Rolled oats are firm. Some lines of canned fruit are off the market. Canned tomatoes are strong. Supplies of coffee are short and higher prices are asked. The tea market is firm and Japan teas are expected to be 40 per cent. higher. Beans are steady. Rice is becoming scarcer. Fruit and vegetables are arriving freely but are going rapidly into consumption.

Sugar Unchanged

Winnipeg.
SUGAR.—No new developments have happened this week in the sugar market. Raw sugar is selling in the New York market at a much higher price than is quoted for refined on our Western market. There is no change as yet in prices but an advance is expected.

Redpath granulated	19 55
St. Lawrence granulated	20 05
Lantic	20 05
Acadia	20 20
Yellow sugar	19 55
Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.	.....
Loaf sugar, \$1.15 less on same basis.	.....

Corn Syrup Firm

Winnipeg.
SYRUPS.—The syrup market is firm with a tendency toward higher prices.

CORN SYRUP—	
Cases, 2 lb. tins, white, 2 doz. in case	7 10
Cases, 5 lb. tins, white, 1 doz. in case	8 10
Cases, 10 lb. tins, white, ½ doz. in case	7 85
Cases, 2 lb. tins, yellow, 2 doz. in case	6 50
Cases, 5 lb. tins, yellow, 1 doz. in case	7 50
Cases, 10 lb. tins, yellow, ½ doz. in case	7 25
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, ½ doz. case	9 70
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2½s, 4 doz. in case	4 50
5s, 4 doz. in case	4 45
10s, 4 doz. in case	4 40

Cereals Remain Firm

Winnipeg.
CEREALS.—The cereal market is very firm and no changes in the price list has been noted.

Cornmeal, golden, 49-lb. sacks, per sack	2 50
Do., 10-lb. bags, 10 in bale, per bale	6 15
Barley, pearl, 98-lb. sack, per sack	8 40
Do., pot, 98-lb. sack, per sack	6 40
Buckwheat, Grits, 100-lb. sacks	9 90
Rolled Oats, 80-lb. sack	4 90
Linseed meal, 100-lb. sacks, per lb.	0 19

Split Peas, 98-lb. sack, per sack	8 50
Do., green, per bushel	5 50

Package Oats Strong

Winnipeg.
PACKAGE GOODS.—The rolled oat market has shown considerable strength this past week. Higher prices are not unlikely.

Rolled oats, 20s, round cartons	6 00	6 50
Do., 36s, case	.....	4 85
" 18s, case	.....	2 42½
Corn Flakes, 36s, case	3 60	4 00
Cooker Package Peas, 48s, case	.....	6 00
Do., 36s, case	.....	3 75
Cornstarch, No. 1 lb. pkts., per lb.	.....	11¾
Laundry starch, in 6 lb. kegs	.....	13¾
Do., in 6 lb. wood boxes	.....	15¾
Gloss starch, 1 lb. pkts., 40 in case, per lb.	.....	13¾
Celluloid cold starch, 1s, 45 in case, per case	.....	5 35
Potato Flour, 12 oz., 2 doz. case, per case	.....	3 00
Cornmeal, 2 doz. case, per case	.....	4 00
Wheat Flakes, 3 doz. case, per case	.....	5 00
Puffed Wheat, 3 doz. case, case	.....	4 60

Canned Fruit Scarce

Winnipeg.
CANNED GOODS.—Several lines of canned fruit are practically off the market, and without a doubt the new pack will be quoted at a much higher price. Canned tomatoes are showing considerable strength, due to the surplus stock being sold to the export trade.

CANNED FRUITS	
Apples, 6 tins in case, per case	3 60
Apricots, 1s, 4 doz. case, per doz.	3 25
Blueberries, 2s, 2 doz. case, case	5 10
Cherries, 1s, 4 doz. case, per doz.	4 00
Gooseberries, 2s, 2 doz. case, case	6 25
Lawtonberries, 2s, 2 doz. case, case	9 00
Peaches, 2s, 2 doz. case, per case	7 40
Do., 2½s, 2 doz. in case, case	10 70
Do., sliced, 1s, 4 doz. case, doz.	3 50
Do., halved, 1s, 4 doz. case, doz.	3 50
Pears, 1s, 4 doz. case, per doz.	4 00
Do., 2s, 2 doz. case, per case	6 50
Pineapple, 2s, 2 doz. case, per case	9 25
Plums, green gage, 2s, 2 doz. case, per case	6 15
Do., Lombard, 2s, 2 doz. case, per case	6 15
Raspberries, 2s, 2 doz. case, case	9 50
Strawberries, 2s, 2 doz. case, case	10 50

CANNED VEGETABLES	
Asparagus tips	2 75
Beans, Golden Wax	4 35
Beans, Refugee	4 15
Corn, 2s	3 90
Hominy, 2½s	4 50

Peas, standard, 2s	4 25
Do., Early June, 2s	4 25
Sweet Potatoes, 2 1/2s	3 20
Pumpkin, 2 1/2s	2 85
Sauer kraut, 2s	4 50
Spaghetti, 1s	1 39
Spinach, 2s	2 25
Tomatoes, 2 1/2s	4 20
Do., 2s	1 90

CANNED FISH

Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., 1/2-lb., 8 doz. case	10 50	
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), 1/2s, 100 to case, per case	30 00	32 50
Lobsters, 1/4s, 8 doz. case, per doz.	4 09	
Do., 1/2s, 4 doz. case, per doz.	7 50	
Mackerel (imported), 6-oz. tins, 100 to case	28 50	
Oysters, 1s, 4-oz., 4 doz. case, doz.	2 18	
Do., 2s, 8-oz., 2 doz. case, doz.	3 65	
Pilchards, 1s, tall, 4 doz. case, cs.	7 50	
Do., 2s	3 80	
Deep Sea Trout, 1/2s, flat, 8 doz. case, per case	15 75	
Salmon—		
Fancy Pink, 1s, tall, 48 in case	10 50	
Do., 1/2s, flat, 96 in case	12 25	
Cohoe, red, 1s, tall, 48 in case	14 50	
Cohoe, red, 1/2s, flat, 96 in case	16 25	
Sockeye, red, 1s, tall, 48 in case	19 60	
Do., 1/2s, flat, 96 in case	19 00	
Chum, 1s, tall, 48 in case	8 50	
Kippered, 1s, tall, 48 in case	12 00	

Peanut Market Active

Winnipeg.

NUTS.—The peanut market is very brisk and with this heavy consuming time at hand the great demand will possibly stiffen the market.

Almonds, per lb.	31	31 1/2
Do., shelled	65	66
Brazil	35 1/2	36
Filberts	29 1/2	30 1/2
Mixed nuts	29	
Peanuts, roasted	19	26 1/2
Peanuts, salted	33	
Walnuts	30	30 1/2
Walnuts, shelled	60	66

Coffee Supplies Short

Winnipeg.

COFFEE.—Holders on the coffee market are awaiting their time in disposing of their holdings. The embargo on coffee in New York has caused a local shortage as there is only a limited quantity on hand. Higher prices are being asked.

Santos, per lb.	0 37	0 38
Bourbon, per lb.	0 38	0 39
Maracaibo, per lb.	0 40	0 42
Jamaica, per lb.	0 42	0 45
Mexican, per lb.	0 42	0 45

Japan Teas to be Higher

Winnipeg.

TEA.—There is every indication that Japan tea will advance over 40 per cent. higher than what was quoted for last year's production. While it is a little early to make a firm statement, recent advices show every indication of a sharp upward tendency in the market.

INDIAN AND CEYLON—		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spices Are Firm

Winnipeg.

SPICES.—The market is very firm. Many lines are being sold to the trade at lower prices than quotations in primary markets.

SPICES—		
Allspice, in bulk, per lb.	0 14	
Do., 5-lb. boxes, per lb.	0 20	
Cassia, 1 oz. bundles, per doz.	0 60	
Do., 5-lb. boxes, per lb.	0 36	
Cloves, per lb.	0 75	
Do., 1-lb. tins, per tin	0 90	
Do., 5-lb. boxes, per lb.	0 85	
Ginger, Jamaica, per lb.	0 38	
Do., 5-lb. boxes, per lb.	0 42	
Nutmeg, 5-lb. boxes, per lb.	0 42	
Do., in bulk, per lb.	0 55	
Do., pkts., per doz.	0 50	
Pastry spice, 5-lb. tins, per lb.	0 33 1/2	
Black pepper, per lb.	0 48	
White pepper, per lb.	0 55	
Cayenne pepper, per lb.	0 37 1/2	
Tumeric, per lb.	0 33	

Prunes Have Strengthened

Winnipeg.

DRIED FRUITS.—No change in the prices of dried fruits this week. The market is very strong. The prune market is showing considerable strength. Currants remain unchanged.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.	0 29	0 29
Currants, 90-lb., per lb.	0 23	0 23
Do., 50-lb., per lb.	0 24	0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt.	0 17	
Dates, Hallowee, bulk, per lb.	0 23	0 23
Do., Tunis, per lb.	0 26	0 26
Figs, Spanish, per lb.	0 16 1/2	0 16 1/2
Do., Smyrna, per lb.	0 23	0 23
Do., Black, cartons, per carton	1 16	
Do., Smyrna, table quality, box of 35	4 50	
Loganberries, 4 doz. in case, pkt.	0 45	0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29 1/2	0 30 1/2
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton	1 60	
Do., unipped, per lb.	0 24	0 25
Pears, extra choice, per lb.	0 30	0 30
Do., Cal., cartons, per carton	1 75	
Prunes—		
30s to 40s	0 29	0 29
40s to 50s	0 25 1/2	0 25 1/2
50s to 60s	0 19	0 21 1/2
60s to 70s	0 18	0 21
70s to 80s	0 19	0 22
80s to 90s	0 16 1/2	0 19
90s to 100s	0 15 1/2	0 17
In cartons, per carton	1 10	
Raisins—		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.	0 25	
Cal. bulk, seeded, 25-lb. boxes, per lb.	0 25 1/2	
Cal. pkg. seedless—		
11-oz., 36 to case, per pkg.	0 20	
9-oz., 48 to case, per pkg.	0 18	
Cal. bulk, seedless, 25-lb. boxes, per lb.	0 24	

Cal. Bleached Sultanas—		
25-lb. boxes, bulk (fancy), lb.	0 33	
50-lb. boxes, choice, fancy, lb.	0 30	

Bean Market Steady

Winnipeg.

BEANS.—There is no change in the price on beans this week, although the market has been showing considerable strength during the past few weeks.

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

Rice in Scant Supply

Winnipeg.

RICE.—The rice market holds firm. Supplies are limited. No lower prices are looked for, and in all possibilities an advance may occur. It is more a question of getting sufficient supplies than of price at present.

RICE—		
No. 1 Japan, 50-lb. sack, lb.	0 18 1/2	0 18 1/2
No. 1 Japan, 100-lb. sack, lb.	0 18	0 18
Siam Elephant in 50-lb. bags, lb.	0 15 1/2	0 15 1/2
Do., in 100-lb. bags, lb.	0 15 1/2	0 15 1/2
Ground, medium, per doz.	1 55	
Do., No. 1, per doz.	2 15	
Do., 100s, per lb.	0 11	
Do., 50s, per lb.	0 18 1/2	0 18 1/2
Do., 10 x 8 lb. bags, per bag.	1 00	
Sago, sack lots, 130 lb. 150 lb., per lb.	0 12 1/2	0 12 1/2
Do., in less quantities	0 12 1/2	0 12 1/2
Tapioca, pearl, per lb.	0 12 1/2	0 13 1/2

Fruit Market Active

Winnipeg.

FRUIT.—The first car of pineapples arrived this week and are showing up in good shape. Large supplies of fruit including pineapples, bananas, oranges and coconuts are arriving daily. California cherries and Missouri strawberries are arriving in express lots. The market is very active and is practically all sold before another car arrives.

FRUITS—		
Valencia oranges, 126s	7 50	
150s	8 00	
176s	8 50	
200s, and smaller	9 00	
Lemons, Cal. per case	7 50	8 00

Continued on page 44.

THE BUSINESS PRESS AND INDUSTRIAL EFFICIENCY

The importance of the "Business Press" as a factor in bringing about improved economic conditions is being more and more widely recognized in the United States. Speaking on this subject at the National Chamber of Commerce at Atlantic City before the Business and Daily Press Group, H. W. Swetland, president of the United Publishers Corporation, emphasized that the publisher, standing in the perspective vantage ground, can foresee and foretell better than any individual operator the necessities confronting industry.

"He must utilize his organization for careful investigations, familiarize himself with the economic processes, and he must then be fearless in his denunciation of improper methods and practices. Correct and underlying principles must be stimulated. Encouragement must be given in weak places and, above all, the danger of inefficiency must be set forth with intelligent and convincing argument. Vital principles sent forth from this meeting must be heralded and reiterated by the press until the whole country is awakened to the enormity and seriousness of the task before it."

The utter futility of dependence on legislation to eliminate our economic ills was stressed by Mr. Swetland. "Neither enactments passed in our legislative halls nor edicts issued by organized element of capital and labor can bring about the results so devoutly wished for," asserted the speaker. "Our industries have been, and are at present being, carried largely by the stimulation of a war market, and consequently war prices not only continue but grow larger. This inflation must be met by increased production, or else the fearful alternative of wholesale reorganization."

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., May 28. — Several changes in prices are expected soon with the new budget taxes becoming effective on turnover. Advances are looked for on sugar. Molasses is still climbing and is now quoted at \$1.75. Eggs are firmer at 48 cents per dozen. Compound lard is easier. Breakfast bacon has advanced from 45 to 48 cents per pound. Dairy butter is firmer at 56 to 58 cents per pound. Potatoes are steady at \$9.50 per barrel. Bananas are higher, now selling at 10 to 11 cents per pound.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 65
Rolled oats	13 00
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	15 00
Molasses	1 75
Sugar—	
Standard, granulated	19 10
No. 1, yellow	18 60
Cheese, Ont., twins	0 33½ 0 34
Eggs, fresh, doz.	0 48
Lard, pure, lb.	0 31 0 31½
Lard, compound	0 29 0 30
American, clear pork	52 00 55 00
Tomatoes, 2½s, standard case	4 25
Beef, corned, 1s	4 00 4 20
Breakfast bacon	0 45 0 48
Butter, creamery, per lb.	0 62 0 63
Do., dairy, per lb.	0 56 0 58
Do., tub	0 52 0 54
Raspberries, 2s, Ont., case	4 00 4 45
Peaches, 2s, standard, case	7 30 7 40
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75 5 00
Strawberries, 2s, Ont., case	.....
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00 11 50
Cocoa	15 00 15 50
Chums	9 00
Evaporated Apples, per lb.	0 22½ 0 23
Peaches, per lb.	0 27½ 0 28
Potatoes, Natives, per bbl.	9 50
Lemons, Cal., case	7 00 7 50
Grapefruit, Cal., case	9 00 10 00
Apples, Western, box	5 00 6 00
Bananas, per lb.	0 10 0 11

Alberta Markets FROM CALGARY, BY WIRE.

Calgary, Alta., May 28.—Creamery butter declined 5 cents per pound. Dairy butter is more plentiful, now selling at 45 to 52 cents per pound. Cocoa has shown a slight advance. Evaporated milk has advanced 15 to 25 cents per case. Extracts in 2-ounce bottles have advanced 75 cents per dozen. California grapefruit now on the market at \$6.50 per case. Sugar supplies are still short. Some jobbers are charging the one per cent. sales tax, others are not.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 00 8 50
Rolled oats, 80s	5 35
Rice, Siam	12 75 13 50
Japan, No. 1	15 50 17 00
Tapioca, lb.	0 10½ 0 12
Sago, lb.	0 11 0 13
Sugar, pure cane, granulated, cwt	18 92
Cheese, No. 1, Ont., large	0 30 0 32
Butter, creamery, lb.	0 59
Do., dairy, lb.	0 45 0 52
Lard, pure, 3s	17 60 18 00
Eggs, new laid, local, case	14 50 15 00
Tomatoes, 2½s, standard, case	4 50 4 75
Corn, 2s, case	4 00 4 45
Peas, 2s, standard, case	4 20 4 75
Strawberries, 2s, Ontario, case	..... 10 30
Raspberries, 2s, Ontario, case	..... 10 30
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated, 50s	0 21½ 0 24

Do., 25s, lb.	0 22 0 25
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 35
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 29
Do., package, 11 oz.	0 21
Currants, Australian	0 23
Filiatras Currants, lb.	0 22
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00 19 00
Grapefruit	6 50
Potatoes, Alta., per ton	120 00 130 00
Lemons	7 50 8 00
Oranges	8 00

Sugar to Advance 2 Cents Per Pound

The Re-Exporting of Sugar Will Not Be Permitted—Board of Commerce Likely to Resume the Control of Sugar.

OTTAWA, May 28.—An immediate increase of 2 cents per pound on sugar was indicated in the statements made by refiners at an informal inquiry being held by the Board of Commerce into the sugar situation.

Present sugar prices in Canada are based on advantageous purchases by refiners when raw sugar was less than half the present price. It was pointed out that retail prices were considerably higher in the United States than in Canada, and that Canadian refiners have not taken the net profit of 40 cents per cwt. allowed them under the recently abrogated sugar control. It was stated that the present retail price in Canada did not come within several cents of the cost of production in Canadian refineries on account of the greatly-increased cost of raw sugar in Cuba.

W. F. O'Connor, K.C., stated that the Board of Commerce had received representations from United States experts that the refining of small quantities of sugar for independent firms made possible a speculation in raw sugar in Cuba, the principal growing country, which was believed to have contributed largely to the enormous increase in the price of raw sugar. For this reason the Canadian authorities had withheld recently the necessary permits for re-export of the finished product.

Some refiners present admitted that the refining of these shipments had been looked upon as a legitimate source of revenue in a business which was otherwise "very much of a gamble," but the refiners expressed their willingness to fall in with the wishes of the authorities in this respect, especially if it had the effect claimed, of increasing the price of raw sugar.

W. F. O'Connor said that the Board of Commerce was in possession of full details of the situation and would not allow undue increase in sugar prices. The question of whether or not the board should resume the control of sugar was one of the questions to be settled after the inquiry was finished. The general attitude of the refiners was that they were not adverse to submitting to the sugar control again if it was deemed necessary in the public interest.

WEEKLY MARKET REPORTS

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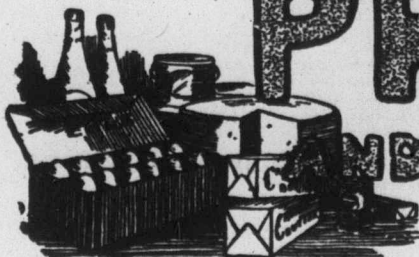
Bananas, per lb.	0 12
36s to 46s	7 50
54s and smaller sizes	8 00 8 50
Pineapple, case	9 00
Cherries, case	6 00
Strawberries, 24 qts., case	10 00
Cocoanuts, doz.	1 75
Washington apples, Winesaps, box	5 00

Potatoes to be Higher

Winnipeg.

VEGETABLES.—Large supplies of cabbage, asparagus and spinach are arriving daily. The demand is very active. Most of the dealers are cleaned up before another car arrives. Potatoes are showing every indication of another advance.

Potatoes, per bushel	4 00 4 50
Turnips, per cwt.	4 00 4 50
Beets, per cwt.	3 50 4 00
Carrots, per cwt.	5 00
New carrots, per lb.	0 07
Texas onions, per bushel	5 00
Cabbage, per lb.	0 06
Tomatoes, per lug	9 00
Fresh rhubarb, per case	4 00
Head Lettuce, per case	6 00
Do., per dozen	1 75
Leaf Lettuce, dozen	0 65
Radishes, per dozen	0 65
Green onions, per dozen	0 60
Asparagus, per case	3 50
Spinach, per case	2 50



PRODUCE AND PROVISIONS

Salmon Prices Below Production Cost

The Reason for the Lower Quotations on Salmon Lies Chiefly in the Fact That United States Packers Were Not Getting the Export Trade and British Columbia Packers Were

By Staff Correspondent CANADIAN GROCER

VANCOUVER, B. C.—“To understand the salmon market as far as the cheaper grades are concerned, we have to go back to early last fall,” said Mr. Millerd, manager of the Gosse-Millerd Packing Co.

“The position then was that the pack of canned salmon in Alaska was short of what the canners anticipated putting up, and they, in order to recoup themselves, made the opening price of 1 lb. tall pinks \$2.25 a dozen—or \$9 a case—as against \$8.50 per case in the opening price of the packers of British Columbia. The Alaska packers’ opening price for 1 lb. talk chums was \$2.10 a dozen or \$8.40 per case, as against \$6.75 per case—the opening price of the packers in British Columbia. The result was that as soon as the United States packers found out that confirmations of S. A. P. orders were not coming in, and that the packers of British Columbia were getting the export trade, they started to reduce prices, and prices kept on dropping, both in the United States and Canada, and are to-day below production cost. This result was augmented by the fact that owing to extreme efforts put forth to secure large packs during the previous season, a considerable quantity of inferior salmon was packed.

“During the last few weeks,” continued Mr. Millerd, “the demand has increased and the market has got firm. The turn in the market came when the jobbers apparently began to realize that the low point in prices for the 1919 pack had been reached and that it would not be possible to purchase the 1920 pack at the then prevailing prices. It would pay the jobber better to buy and hold for future requirements.

Asked as to futures, Mr. Millerd said that Canadian buyers and sellers seemed reluctant to commit themselves, although sales have been made for export trade, quite a considerable business having been done in ½ lb. flat red springs, the last paid being on the basis of \$17.50 per case for unlabelled goods.

New Pack Sockeyes in Halves

“It seems to be consensus of opinion,” he continued, “that the packers will, this season, pack most of the sockeye salmon in ½ lb. flats, and it is believed that this will also be better from the jobbers’ point of view, this salmon now being in the luxury class, the price being too high to merchandise successfully in the larger shapes, and the consumers are gradually beginning to appreciate the fact as a food value and a delicacy a 1 lb. tin of pink salmon is one of the best values obtainable to-day, and after all the great majority of the purchasers of salmon in 1 lb. tins are chiefly interested in it from

the point of view of its value as a food—and this they get in pink salmon.

“The British Columbia canned herring,” stated this packer, “is now being stocked as a regular line by all grocers, and while the prices received so far have not shown the packers very much of a profit it is very gratifying to find how the demand has increased, both in the Canadian and export markets.

“The packing season for pilchards,” said Mr. Millerd, in closing, “is just starting and the packers generally have a good many orders on their books and it will be some time before they catch up. This fish is deservedly getting more popular.”

Predicts Higher Prices for Beans

Small Stocks of Kotenashis Are Reported in Japan—High Percentage of Discolored Beans Results in Many Being Rejected

Vancouver.—An importer is authority for the statement made to CANADIAN GROCER that there is every indication that beans will be higher. At present, he says, there is a small stock of good quality Kotenashis in Japan, as with rain damage the quality of the beans offering leaves much to be desired. Buyers and inspectors on the other side are forced to reject about eighty per cent. of the beans offered on account of the high percentage of discolored beans and the high moisture content.

It is stated that, regardless of the offers of some merchants to guarantee two per cent. discolored beans and not more than 6 per cent. moisture, the arrivals are nearer 7 per cent. discolored beans, and in one case the moisture content was as high as 21 per cent. A guarantee does not bleach the beans, and the poor quality is a very real condition. It is stated that one San Francisco house that has taken many contracts in the last three weeks guaranteeing quality, is now engaged in buying back their contracts,

claiming that a Japanese house has failed and their contracts could not be negotiated. This importer cautions the Canadian buyer to buy beans very carefully and beware of the guarantees, simply because when the quality does not exist it cannot be delivered, and a disappointment, and even a successful damage claim, does not assure the buyer an adequate supply of good quality beans. Good quality beans will be high where obtainable. Michigan beans have been selling at strong prices, and the crop is small.

Peanuts, he claims, have had their decline and are now strengthening up. In his estimation the bargains in peanuts are all gone.

MILK CONDENSERY COMPANY INCORPORATED

The incorporation is announced of Eastern Ontario Milk Products Co. with an authorized capital authorization of \$150,000. It is proposed to erect a plant at Gananoque.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 28—The produce market has been rather quiet this week without any changes of note. The fresh fish market is rather low on account of delayed deliveries and the prices are very firm. Fresh lobsters are offered lower this week. British Columbia salmon is dearer this week and lake fish are in very poor supply. Butter is firm, but the predictions are for a very good supply. The prices will be easier, it is said, if the American market does not offer too high a price in competition with the home market. Cheese remains firm with a big export demand, as is also the case with bacon and cured meats.

Fresh Meats Unchanged

Montreal.
FRESH MEATS.—There is no change in the market this week on fresh meats. The demand is fair and the market is reported strong at the prevailing prices.

FRESH MEATS			
Hogs, live (selects)			0 21
Hogs, dressed—			
Abattoir killed, 65-90 lbs.			0 29
Fresh Pork—			
Legs of pork (foot on)			0 36
Loins (trimmed)			0 41
Loins (untrimmed)			0 37
Bone trimmings			0 23
Trimmed shoulders	0 26½		0 29
Untrimmed			0 28
Pork Sausage (pure)			0 25
Farmer Sausages			0 20
Fresh Beef—			
(Cows)		(Steers)	
\$0 22	\$0 28	Hind quarters	\$0 25 \$0 30
0 12	0 15	Front quarters	0 14 0 18
	0 40	Loins	0 44
	0 28	Ribs	0 30
	0 15	Chucks	0 16
	0 22	Hips	0 24
Calves (as to grade)			0 22 0 28
Lambs 50-80 lbs. (whole carcass),			
lb., frozen			0 32
Do., fresh			
No. 1 Mutton (whole carcass), 45-			
50 lbs., lb.			0 20

Barrel Meats Quiet

Montreal.
BARRELLED MEATS.—No change is in evidence this week on barrelled meats. The demand is only fair but there is a very good export trade at the present time. No change is expected and the market is rather quiet.

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

Strong Market for Cooked Hams

Montreal.
COOKED MEATS.—The only change recorded on cooked meats is a minor readjustment of prices on Bologna. The price quoted this week is 15 cents per pound. With the summer weather comes an increased demand for cooked meats and the market is rather taxed. The result is that there is a strong market, especially on cooked hams.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 38
Veal and tongue	0 35

Hams, cooked	0 54	0 60
Shoulders, roast		0 50
Shoulders, boiled		0 43
Pork pies (doz.)		0 75
Blood pudding, lb.		0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork		0 25
Bologna, lb.		0 15
Ox tongue, tins		0 64

Bacon in Good Demand

Montreal.
BACON.—A very good demand is experienced for Canadian bacon, especially for export, and as a result the market is very strong. There has been, however, no change in the prices this week. The prices on smoked hams are very firm, with a good demand.

BACON—	
Breakfast, best	0 46 0 56
Smoke Breakfast	0 41
Cottage Rolls	0 37
Picnic Hams	0 31
Wiltshire	0 46
Medium Smoked Hams—	
Weight, 8-14, long cut	0 32
Do., 14-20	0 37
Do., 20-25	0 34
Do., 25-35	0 27
Over 35	0 26

Lard Market Firm

Montreal.
LARD.—The market on lard remains firm at the prices that have been quoted for the last two weeks. The market is rather quiet at the present time.

LARD—	
Tierces, 360 lbs.	0 28¼
Tubs, 60 lbs.	0 28¾
Pails, 20 lbs.	0 29
Bricks	0 31

Shortening is Weak

Montreal.
SHORTENING.—There is no change in the price of shortening this week despite the fact that the market is reported to be rather weak on account of lower prices on butter and other produce.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 26¼
Tubs, 50 lbs., per lb.	0 26¾
Pails, 200 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 27¼

Cheese Market Strong

Montreal.
CHEESE.—No changes in the price of cheese are recorded this week. The demand is very good and the market is strong. There is a great deal of exportation going on at the present time as there is a splendid market offered in Europe.

CHEESE—	
New, large, per lb.	0 30¼
Twins, per lb.	0 31

Triplets, per lb.	0 31
Stilton, per lb.	0 37
Fancy old cheese, per lb.	0 34
Quebec	0 31

No Change in Margarine

Montreal.
MARGARINE.—There has been no change as yet in the price of margarine. The demand is as usual very good in certain quarters.

MARGARINE—	
Prints, according to quality, lb.	0 37
Tubs, according to quality, lb.	0 31 0 35

Butter is Easier

Montreal.
BUTTER.—There is no change in the price of butter this week. The price remains firm at the new listings of last week when butter dropped 1 cent per pound. There is a small quantity of grass butter on the market and the predictions are that there will be easier prices as the supply promises to be very good. The demand for export and the high prices prevailing in the United States may keep the prices strong on the home market.

BUTTER—	
Creamery prints, qual., new	0 58
Do., solids, quality, new	0 57
Dairy, in tubs, choice	0 51
Dairy, prints	0 52

Poultry Supplies Short

Montreal.
POULTRY.—The poultry market continues as it has been for the last three or four weeks, very short of supplies with a poor demand, though prices remain unchanged and offerings are not very heavy.

POULTRY (dressed)—	
(Selling Prices)	
Chickens, roasting (3-5 lbs.)	0 38 0 44
Chickens, roasting (milk fed)	0 42 0 46
Ducks—	
Brome Lake (milk fed green)	0 47
Young Domestic	0 42
Turkeys (old toms), lb.	0 55
Do. (young)	0 58
Geese	0 34
Old fowls (large)	0 39
Do. (small)	0 32 0 34

Fresh Fish Scarce

Montreal.
FRESH FISH.—The supply of fresh lake fish is rather poor at the present time. It has not measured up to expectations. Lake trout and white fish are very scarce. Red salmon is very scarce and is quoted a little higher at 38 cents. There is, apart from this, no other change in the fish market. A good demand has been experienced all through the week, the only difficulty being the obtaining of sufficient supply. Live lobsters are cheaper this week, being offered at 35 cents; boiled lobsters 25 cents.

FRESH FISH	
Haddock	0 07¼
Steak cod	0 10
Market cod	0 06½
Mackerel	0 18
Flounders	0 10
Prawns	0 50
Live Lobsters	0 35
Salmon (B.C.), per lb., Red	0 38
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad, roes, lb.	0 40
Do., bucks, lb.	0 30

Halibut	0 24	
Gaspereaux, each	0 04	
Whitefish	0 20	
Lake trout	0 20	
Pike	0 13	
Perch	0 13	
Fresh eels, each	0 40	
Fresh Herrings, each	0 03	
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium		0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree		0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large		0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Gaape Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13

Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.		4 00
Alewives	0 07½	0 08
SALTED FISH		
Codfish—		
Large bbls., 200 lbs.	16 50	
No. 1, medium, bbl., 200 lbs.	15 00	
No. 2, 200-lb. bbl.	14 00	
Strip boneless (30-lb. boxes), lb.	0 18	
Boneless (24 1-lb. cartons), lb.	0 18	
Ivory (2-lb. blocks, 20-lb. boxes)	0 16	
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	15 00	
Skinless, 100-lb. boxes	16 50	
Pollock, No. 1, 200-lb. barrel	13 00	
Boneless cod (2-lb.)		0 18
SMOKED		
Finnan Haddies, 15-lb. box	0 13	
Filleta, 15-lb. box	0 19	
Smoked Herrings	0 24	
Kippers, new, per lb.	2 15	
Bloaters, new, per box	2 00	
Smoker Salmon	0 35	

Stilton	0 34	0 35
Twins, 1c higher than large cheese.		Triplets
1½c higher than large cheese.		

Shortening Market Easy

Toronto.
SHORTENING.—There is an easy market for shortening and quotations are ½ cent per pound lower. There is a good demand noted.

SHORTENING—		
1-lb. prints	0 29	0 29½
Tierces, 400 lbs.	0 26½	0 27½

The Egg Market Steady

Toronto.
EGGS.—The egg market is steady. There are opinions, however, in some quarters that the market is due for a drop in view of the unsettled condition of the U.S. markets, brought about by the banks tightening loans, which has had the effect of slowing up storage operations.

EGGS—		
Fresh		0 53
Fresh selects in cartons		0 55
Prices shown are subject to daily fluctuations of the market.		

Lard Market Firm

Toronto.
LARD.—The lard market is firm. Quotations are 27 to 28 cents per pound, tierce basis.

Tierces, 400 lbs.	0 27	0 28
In 60-lb. tubs, ½ cent higher than tierces, pails		
¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

Butter Declines

Toronto.
BUTTER.—The butter market continues weak. Quotations are 3 cents per pound lower. Creamery prints are now selling at 58 to 60 cents per pound.

BUTTER—		
Creamery prints	0 58	0 60
Dairy prints, fresh, lb.	0 51	0 53
Dairy prints, No. 1, lb.	0 50	0 51

Margarine Prices Hold

Toronto.
MARGARINE.—There is a normal demand for margarine and quotations hold steady.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.		0 31½

Fresh Fish in Good Supply

Toronto.
FISH.—Fresh lake fish will probably be higher this year in view of the heavy increase in the cost of producing equipment, especially nets, which have advanced 50 per cent. since February last. Fresh trout is quoted at 19 to 20 cents per pound and fresh halibut at 23 cents. There is still a good demand for both smoked and frozen fish.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.		
Do., heads on, lb.		0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish		0 23
Fresh Herring		
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20

FROZEN FISH		
Salmon, Red Spring		0 24
Do., Cohoe	0 20	0 22
Halibut, chicken		0 15
Do., Qualla	0 10	0 11
Do., medium	0 20	0 21

ONTARIO MARKETS

TORONTO, May 21.—The market for fresh meat is steady to firm. Cooked hams are in active demand and quotations firmer. The cheese market is active but prices are unchanged. The egg market is steady. Butter has declined and further declines are expected. Fresh lake fish will probably be higher in view of the heavy increase in the cost of producing equipment, especially nets, which have increased 50 per cent. since first of this year. Spring chickens are easy and quotations lower.

Hogs Are Quoted Higher

Toronto.
FRESH MEATS.—The market for fresh meat is steady to firm. Dressed logs have advanced one cent per pound. Beef cuts have declined slightly. Calves are also down about one cent, now quoted at 24 to 26 cents per pound.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 25
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 37½	
Loins of pork, lb.	0 42½	
Fresh hams, lb.	0 39½	
Tenderloins, lb.	0 60	
Spare ribs, lb.	0 22	
Picnics, lb.	0 26½	
New York shoulders, lb.	0 29½	
Boston butts, lb.	0 37	
Montreal shoulders, lb.	0 30	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 28	0 32
Chucks, lb.	0 15	0 17
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 24	0 27
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 24	0 26
Spring lamb, each	12 00	14 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 23
Above prices subject to daily fluctuations of the market.		

Hams and Bacon Unchanged

Toronto.
PROVISION.—There is no change in the market for provisions. Both hams and bacon are in active demand and the market is ruling firm. Barrel pork remains steady.

Hams—		
Medium	0 41	0 43
Large, per lb.	0 34	0 35
Heavy	0 30	0 31
Bacon—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57

Bacon—		
Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 28
Do., av. 80-90 lbs.		0 27
Clear bellies, 15-30 lbs.		0 30½
Sausages in brine, keg, 35 lbs.		7 35
Fat backs, 10 to 12 lbs.		0 27
Out of pickle prices range about 2c per pound below corresponding cuts above.		

Barrel Pork—		
Mess pork, 200 lbs.		49 00
Short cut backs, bbl, 200 lbs.		56 00
Pickled rolls, bbl., 200 lbs.—		
Heavy		54 50
Lightweight		60 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats in Demand

Toronto.
COOKED MEATS.—There is an active demand for cooked meats, especially boiled hams, which have a tendency to firm up this market. Hams are quoted at 58 to 61 cents per pound according to the trim.

Boiled hams, lb.	0 58	0 61
Hams, roast, without dressing, lb.	0 59	0 62
Shoulders, roast, without dressing, lb.		
Head Cheese, 6s, lb.		0 14
Choice jellied ox tongue, lb.		0 63
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

Cheese Market Active

Toronto.
CHEESE.—The British Ministry of Food has lifted the control on the retail price of cheese, and whether this will have the effect of causing further advances, dealers differ as to this. The market, however, is firm, and quotations for both old and new cheese ranges from 32 to 33 cents per pound.

CHEESE—		
Large, old	0 32	0 33
Do., new	0 32	0 33

Do., jumbo	0 18	0 19
Whitefish, lb.	0 18	0 18
Herring	0 08	0 09½
Flounders	0 10	0 11
Pike, round	0 08	0 08
Do., headless and dressed	0 09	0 09

SMOKED FISH

Haddies, lb.	0 18	0 18
Fillets, lb.	0 18	0 18
Kippers, box	2 40	2 40
Bloaters, box	2 25	2 25
Ciscoes, lb.	0 20	0 20

Spring Chickens Easy

Toronto.
POULTRY.—The poultry market is easier. Dressed spring chickens are now selling to the retail trade at 70 cents per

pound. Supplies are ample to take care of the demand.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 35	0 35
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	0 40
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 60	0 65

Prices quoted to retail trade:—

	Live	Dressed
Hens, heavy	0 32	0 42
Do., light	0 32	0 40
Chickens, spring	0 70	0 70
Ducklings	0 35	0 40
Geese	0 25	0 30

WINNIPEG MARKETS

WINNIPEG, May 28—The hog market advanced about 50 cents per cwt. this week. Supplies are limited. Eggs advanced to 48c a dozen, due to the good demand caused by the storage firms trying to get supplies for packing. Cheese market remains steady with no changes. Creamery butter dropped to 68c per pound, while dairy butter is in good demand and quotations are higher.

Hogs Advance 50 Cents

Winnipeg.
FRESH MEAT.—The hog market advanced about 50 cents per cwt. this week. Only a limited supply are now on the market.

HOGS—

Selected, cwt.	21 50	22 00
Heavy, cwt.	20 00	20 00
Light, cwt.	17 00	20 50
Sows, cwt.	18 00	18 00

Eggs Advance

Winnipeg.
EGGS.—Storage operations have caused eggs to advance. The price is now 48 cents per dozen.

Cheese is Steady

Winnipeg.
CHEESE.—The cheese market is very steady with no indication of prices being lower.

CHEESE—

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

Butter is Lower

Winnipeg.
BUTTER.—Creamery butter has a decided weak tone and has declined two cents a pound this week. Dairy butter is very firm and is demanding good prices.

Dairy butter, best table goods...	0 55	0 60
Creamery	0 68	0 68
Margarine	0 38	0 38

Fish Market Steady

Winnipeg.
FISH.—The fish market is practically the same as was reported last week. No changes in prices are noted.

FRESH FROZEN FISH

Black Cod, lb.	0 14	0 14
Brills, lb.	0 09½	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	0 45	0 55
Turkeys	0 17	0 17
Halibut, cases 300 lbs., chicken	0 18	0 18
Halibut, broken cases, chicken	0 10	0 10
Jackfish, dressed	0 10	0 10
Pickarel, case lots	0 13	0 13

Salmon, Cohoe, full boxes, 300 lbs.	0 20½	0 20½
Do., Cohoe, broken cases	0 21½	0 21½
Do., Red Spring, full boxes	0 23½	0 23½
Do., Red Spring, broken cases	0 24½	0 24½
Soles	0 09½	0 09½
Baby Whitefish or Tulibeas	0 09½	0 09½
Whitefish, dressed, case lots	0 12½	0 12½
Whitefish, dressed, broken cases	0 13½	0 13½

SMOKED FISH

Bloaters, Eastern National, case.	0 14	0 14
Do., Western, 20-lb. boxes, box	0 14	0 14
Haddies, in 30-lb. cases, lb.	0 14	0 14
Do., in 15-lb. cases, lb.	0 14	0 14
Kippers, East. Nat., 20 count, per count	2 20	2 20
Do., Western, 20-lb. boxes, box	0 20	0 20
Fillets, 15-lb. boxes, box	0 20	0 20

SALT FISH

Steak Cod, 2s, Seely's, lb.	0 16	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	0 16	0 16
Acadia Cod, 12-2s, wood boxes, lb.	0 16	0 16
Acadia Cod, 20-ls, tablets, lb.	0 16	0 16
Holland Herring, Milkens, 9-lb. pails, per pail	0 16	0 16
Do., Mixed, 9-lb. pails, per pail	0 16	0 16
Labrador Herring, 100-lbs. bbls.,	0 16	0 16

ADVERTISING HELPS SALES

(Continued from page 28)

ade, orangeade, the different cordials, lemon squash, black currant, strawberry, etc.

"I always keep beverages well to the front of the store," said Harry Smith, Oakville, Ont. "I have noticed that when we have a window display of these goods the sales are greatly increased. A few cases piled up near the front of the store keeps the customers in mind of it and many an extra sale is made."

Headline of an Ad. is Important

Many merchants have the idea that advertising means buying space in newspapers, but it is not so. Any method of selling can be classed at advertising, such as window display, selling talk behind the counter, displays in the store or the use of show cards. Advertising in newspapers is just another medium. The best results are obtained from advertising when the four mediums, window display, interior display, selling talk and

show cards are used to co-operate with the newspaper advertising. The people then cannot get away from the fact that you have something to say about the articles that you are selling, which brings us to the most important part of a newspaper advertisement, the headline. "The whole duty of a headline is to be a catch line—to catch the reader's eye by echoing his thoughts," says a writer who has made a special study on the psychology of advertising. "Thirst-Quenching and Satisfying Summer Drinks." is a headline that holds a person's attention and at the same time echoes his thoughts. A headline that contains the gist of the whole advertisement. When a person is thinking about the warm weather and sees this headline he is immediately interested, his attention is arrested and he reads through the advertisement because his mind has been dwelling upon the warm weather and he is thinking of something to quench his thirst. It is important that the headline be set up in display type sufficiently large to catch the reader's attention at first glance. The next item of importance is to put enough information about the goods into the advertisement, so that the reader may know something about them that will create in his mind a desire to obtain them. The great masses of people are mostly interested in prices, so don't forget to have the prices set in type of a reasonable size. It will help to clinch the sale.

CANADIAN FRUIT TO BE SOLD IN TWO-FIFTHS OF A QUART BOXES

Ottawa — Canadian fruit, owing to its luscious nature, must now be sold in less than quart boxes, if suggestions made before the Agricultural Committee of the Commons are followed. It was explained the raspberries and strawberries, especially from Ontario and British Columbia, was of such luscious nature that it was impossible to get more than two-fifths of a quart without damaging a portion of it. The committee decided that berries and currants, after June 1st, of this year, will be sold in four-fifths of a quart, one pint, and two-fifths of a quart boxes.

TO RAISE \$1,000,000

Ontario Farmers to Develop Co-operative Plan

Isaac Naylor, Fenelon Falls, is organizing the various farmers' clubs in the counties of Victoria, Haliburton, Peterborough, Durham and Northumberland, for a big financial campaign, which will begin about the middle of June. The objective aimed at by the farmers of the province is \$1,000,000, which amount is to be used by the Farmers' Co-operative Company, Toronto, for the purpose of establishing wholesale houses, etc. The objective set for Victoria and Haliburton is \$25,000.



The Season's Best

Have a "Cold Luncheon" counter — and feature Davies' Cooked and Jellied Meats.

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

For the table—the summer cottages—the motor trip—the picnic—Davies' cooked and jellied meats are just the thing for dainty dishes and tasty sandwiches.

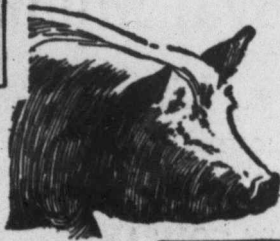
Economical because there's no waste. Every slice is saleable and good.

Order to-day. Now is the season.

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

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

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



**It grows—and grows—and grows—does the demand for
H.P. SAUCE**

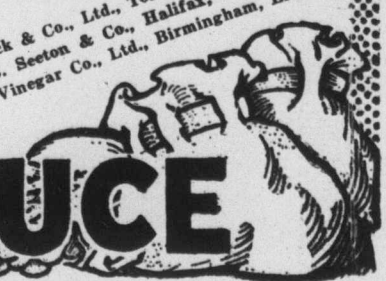
Be ready to meet it — be progressive — be wide awake. If you don't supply H.P. "the other fellow" will; probably he'll soon be supplying a good many other things, too, for once she knows the goodness of H.P. SAUCE, she's more than ever certain to take care she gets it again.

THE MORAL IS VERY SIMPLE—AND VERY SOUND

H.P.

SAUCE

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



Demand for Quality

Our widespread advertising creates a demand for the salt we sell you. The quality of our goods maintains the demand. Strength, purity and quality characterize—

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running—Sold in cartons)

Windsor Dairy Salt
Windsor Cheese Salt

Your orders for any or all of our products will receive our most careful attention.

Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONTARIO

TOMATO PASTE

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

P. PASTENE & CO., LIMITED

240 ST. ANTOINE STREET - - - MONTREAL, QUE.

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.

Owen Sound, Ont.

RICE

RICE FLOUR

RICE MIDDLING

Mount Royal Milling

and

Mfg. Coy., Limited

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

D. W. ROSS COMPANY

Agents
MONTREAL

**This
Package
Sells Itself!**

Gunns "Easifirst" has become the favorite shortening with Canadian housewives.



It is well advertised, and brings repeat orders. Your customers will ask for it. Be prepared to supply it.

"It will pay"

Phone Junction 3400

GUNNS LIMITED West Toronto

M
A
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M
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"The Greatest Seller of Its Kind in the World"

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



Brunswick Brand Sea Foods are always reliable

You can stake your reputation on these high standard sea food products and rest assured that they will win supreme customer-satisfaction.

Brunswick Brand quality has never failed to please the most fastidious customers, and the profit margin they offer on each sale makes them worthy of the front ranks in your displays.

Order from your nearest wholesaler.

¼ Oil Sardines
 ¼ Mustard Sardines
 Finnan Haddies
 (Round Tins)
 Kippered Herring
 Herring in Tomato Sauce
 Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

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

Riteshape for SERVICE -



The **Riteshape** Dish gives the appearance of appetizing quality to every bulk food packaged in it.

The looks of your packages, Mr. Retailer, figure largely in your reputation. Build prestige with the **Riteshape**.

Ask your jobber or

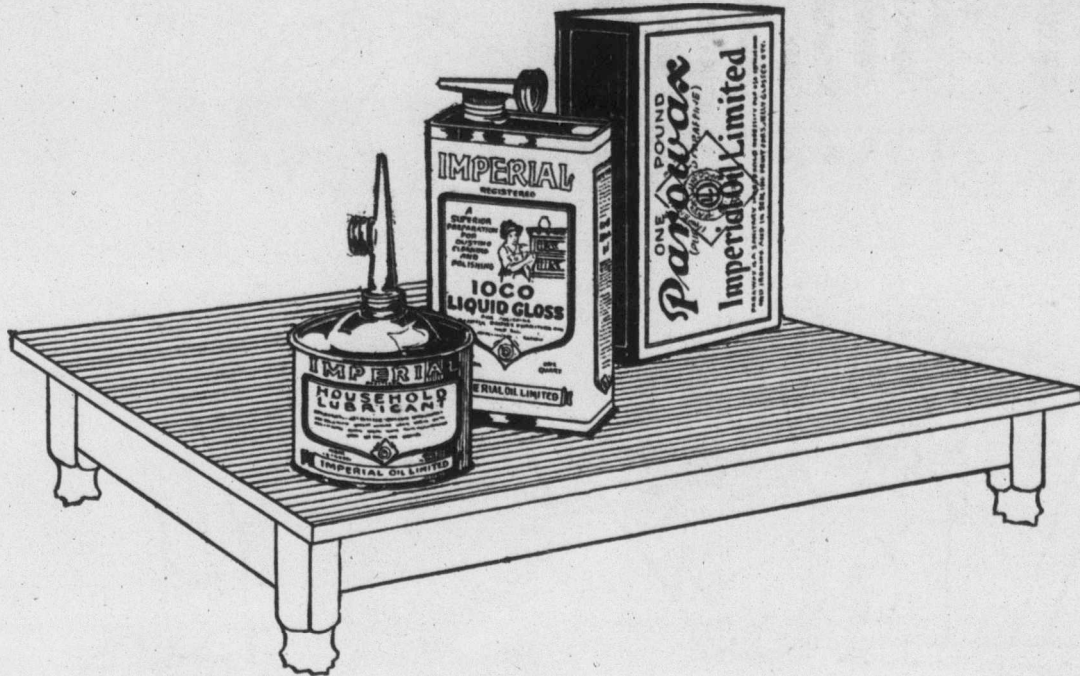
VICTORIA PAPER & TWINE CO., LIMITED

Wholesale Distributors

430 Wellington Street West, TORONTO

Branches: Montreal, Halifax

The Oval Wood Dish Company, Manufacturers, Factory at Tupper Lake, N.Y.



Place These on Your Stock List

IMPERIAL Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant are in constant demand; they are household necessities.

Imperial Parowax lightens the drudgery of wash days—whitens the clothing—adds laundry lustre to ironing. It is highly valued by housewives in preserving fruit. It seals the jars air-tight, retaining the natural fruit flavors in the preserves.

Imperial Ioco Liquid Gloss renews and preserves all finished surfaces. It gives that desired satin-like finish to fine furniture, automobile bodies, pianos and phonographs.

Imperial Household Lubricant keeps phonographs, sewing machines, bicycles, lawn mowers, locks, and other household devices working smoothly. Prevents rust. Comes in a handy oiler can.

These products have satisfied customers for years; trade is established. Make sure you have sufficient stock on hand.

IMPERIAL "MADE IN CANADA" PRODUCTS

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

Coffee Is Not Included As A Luxury!



Even the best is not a luxury.

It is a necessity of life
and

The best is always the cheapest.

Do not hesitate, therefore, to buy

“SEAL BRAND”

And advise your customers to do
likewise.

CHASE & SANBORN

-

Montreal

“Fulcreem”



The Leading English Food
Product

Gold Medal Paris Exposition (Highest Award
Obtainable) **Nov., 1919**

Made by

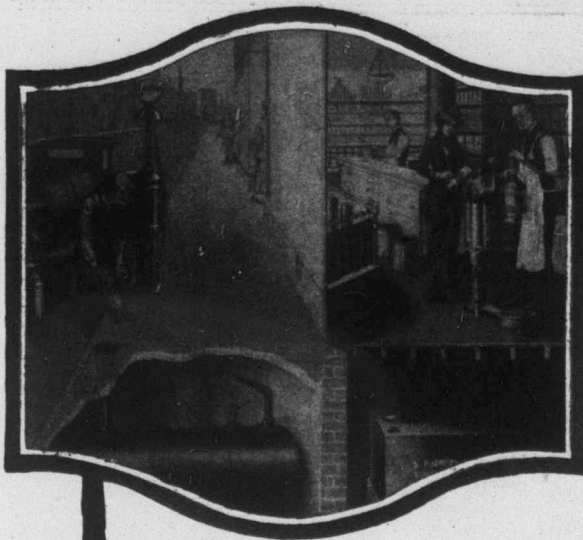
PLAISTOWE & CO.

Limited

LONDON, ENGLAND

Western Agent: **F. MANLEY**, Distributor

333 Garry Street, Winnipeg, Man.



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store ?

Put in a **BOWSER**
ESTABLISHED 1883
Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.



S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives
Everywhere

Sales Offices
in all Centres

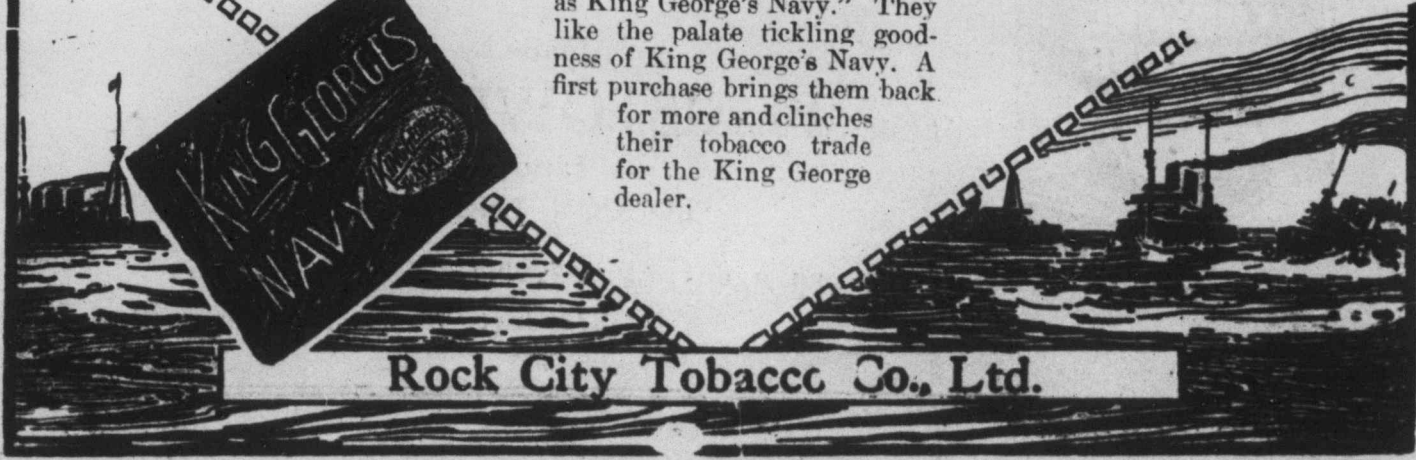
KING GEORGE'S NAVY

CHEWING TOBACCO

will put your tobacco sales on a firm footing. And tobacco selling is a money-making line that every grocer should carefully consider. People there are in every community who are "strong for a real, good Chewing Tobacco such as King George's Navy." They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.



Rock City Tobacco Co., Ltd.



Your Sherer Counter Talks to Waiting Customers While You Fill Other Orders

Here's the way it talks:

- "Buy This"
- "Try This"
- "Take This"
- "Buy More"
- "Take It Home"

You make more money when you—



YES! a counter is inanimate. It stays where you put it; but a SHERER Counter, being different from any other—also works in a different way, and is more than just a shelf to work at.

A Sherer Counter has no tongue or vocal cords—but it talks and talks as long as there's a customer in the store.

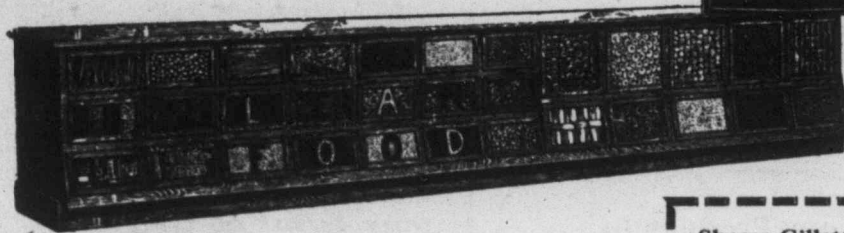
You might say "I have some fine prunes";—but when the customer *sees* those prunes in one of the 32 little show windows she believes her eyes quicker than she believes your voice.

It holds 2,000 pounds of wholesome, profitable bulk foods, and displays 31 kinds in as many little show windows.

The Sherer Counter keeps on talking when you are "talked out"

By the Pound

Write us for the New Catalog and Terms



Patented in Canada.

Sherer Gillett Co.
Guelph, Ont.

Sherer-Gillett Co., Dept. 57,
Guelph, Ont.

Send us particulars and terms.

Name.....

Town.....

Province.....

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half
Pounds

British
Columbia
Packers'
Association
Vancouver, B.C.

S & M

Bulk Chocolates

These delicious hand-dipped chocolates are made in a large variety of Nuts, Fruits and Hard centres, coated with light and milk coating.

Write us for prices and discounts.

Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company

Southam Bldg.

[Montreal

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in Canadian Grocer

It reaches the Buyers

It's a Business-Getter

Rates and Information on Request

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Haiton, Ont.

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

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	95 18
Currant, Black	5 08
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 60
Cherry	4 85
Gooseberry	4 60

"AYLMER" PURE ORANGE

MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2	
doz. in case	3 25
16 oz. Glass, Screw Top, 2	
doz. in case	3 95
16 oz. Glass, Tall, Vacuum,	
2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate,	
per pail	1 00
5's Tin, 8 pails in crate, per	
crate	1 25
7's Tin or Wood, 6 pails in	
crate	1 74
30's Tin or Wood, one pail in	
crate, per lb.	0 24

PORK AND BEANS

"DOMINION BRAND"

	Per doz.
Individual Pork and Beans,	
Plain, 75c, or with Sauce,	
4 doz. to case	60 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 25
Family, Plain, \$1.75 doz.; Family,	
Tomato Sauce, \$1.95 doz.; Family,	
Chili Sauce, \$1.95 doz. The above	
2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts., Aylmer Quality	\$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	\$1.65
	Per doz.
Pints, Delhi Epicure	\$2.75
1/2-Pints, Red Seal	1.25
Pints, Red Seal	1 00
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,

180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.	
Eagle Brand, each 48 cans	\$12.00
Reindeer Brand, each 48 cans	11.50
Silver Cow, each 48 cans	11.00
Gold Seal, Purity, ea. 48 cans	10.85
Mayflower Brand, each 48 cans	10.85
Challenge Clover Brand, each	
48 cans	10.10

EVAPORATED MILK

St. Charles Brand, Hotel, each	
24 cans	\$7 15
Jersey Brand, Hotel, each 48	
cans	7 15
St. Charles Brand, tall, each 48	
cans	7 25
Jersey Brand, tall, each 48	
cans	7 25
Peerless Brand, tall, each 48	
cans	7 25
St. Charles Brand, Family, 48	
cans	6 25
Jersey Brand, Family, each 48	
cans	6 25
Peerless Brand, Family, each	
48 cans	6 25
St. Charles Brand, small, each	
48 cans	3 30
Jersey Brand, small, each 48	
cans	3 30
Peerless Brand, small, each 48	
cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each	
24 cans	7 25
Reindeer Brand, small, each 48	
cans	7 25
Cocoa, Reindeer Brand, large,	
each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal.

Packages, 28-oz., 2 doz. to	
case, per case	\$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25	
3 1/2-lb. printed paper bags	
enclosed, per bag	8 50

HARRY HORNE & CO.,

Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz.	
in case)	4 20
Cooker Brand Popping Corn	
(3 doz. in case)	4 20

COLMAN'S OR KEEN'S

MUSTARD

	Per doz. tins
D.S.K., 1/4-lb.	
D.S.F., 1/2-lb.	
D.S.F., 1 lb.	
F.D., 1/4-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS,

LIMITED,

Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	\$12.50
16 oz. tins, 2 dozen per case	11.50
16 lb. tins, 6 tins per case	25.00
Prices f.o.b. Toronto.	

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

Boxes	
40-lb., Canada Laundry	\$0 12 1/2
100-lb. kegs, No. 1 white	0 12 1/2
200-lb. bbis., No. 1 white	0 12 1/2
40 lbs., Edwardsburg Silver	
Gloss, 1-lb. chromo pkgs.	0 14 1/2
40 lbs., Benson's Enamel,	
(cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s	
Celebrated Prepared	0 14
40 lbs. Canada Pure or	
Challenge Corn	0 13
20 lbs. Casco Refined Potato	
Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, 1/4c higher, except	
potato flour.)	

The Steel Merger and the Financial Post

CONSIDER the manner in which you and other readers of THE FINANCIAL POST got the news of this huge industrial consolidation.

November 8, 1919—There appeared in the FINANCIAL POST the first hint in any Canadian paper of a coming merger of the Steel Companies and the Canada Steamship Lines. It was definitely declared that the Dominion Steel and the Nova Scotia Steel must come together. Denials from newspapers followed right and left.

November 22, 1919—Mention was made in the FINANCIAL POST of broadening the connections of the Dominion Steel. It was intimated then that Mr. Roy Wolvin would be the President.

January 10, 1920—It was stated in the POST that changes in the Executive would be brought about quietly in accordance with the wishes of the overseas interests, who would be able to carry on their plans even without control of the majority of the stock. A "Bloodless Revolution" was mentioned. There was forecast the addition of W. J. Norcross to the Board and Mr. Roy Wolvin replacing Mr. Mark Workman as President, an event which developed several months later.

February 14, 1920—The issue contained an announcement of the visit of Colonel Grant Morden to Canada, and that "Important Developments Are Expected."

February 21, 1920—in the face of constant newspaper denials, the POST declared that the big steel merger was being worked out by Colonel Grant Morden, that the consolidation of Dominion Steel and Nova Scotia Steel was "now assured," that radical changes in the control of Dominion Steel would shortly take place; that British experts were to report on the Nova Scotia plant; that the appointment of Mr. W. J. Norcross to the Dominion Steel linked up Canada Steamship interests.

One week later, February the 28th, it was stated definitely in the POST that Canada Steamship Lines would be part of the merger.

On March the 6th, mention (the first in any paper) was made of the efforts of those behind these merger plans to secure a bounty or Tariff protection for ships built in Canada.

On March the 27th, Mr. Roy Wolvin was chosen head of the Steel Company, the first public step taken in corroboration of the POST'S prophecy made early in January.

On April the 17th, the POST was the first to announce the merger of the Montreal Transportation Company with the Canada Steamship Lines as a part of the general scheme.

On April the 24th, details were given in the FINANCIAL POST, the first of any paper, of the incorporation also the first mention of preference stock issues, and an outline of the proceeding whereby common stock of the individual companies was expected to be turned into common and second preference stock in the new Company.

The issue of May 1, contained further details of the merger which had not been given in any other Canadian paper, such as the proposed \$5 shares of common to bear 5 per cent.

This early advice by the FINANCIAL POST was just a proper filling of the FINANCIAL POST'S function.

The POST is a specialized paper. It is published to serve a select class of men who want early, accurate, complete information on matters pertaining to Finance and Business, to crop prospects, to standardization, to the bond market. That the FINANCIAL POST is fulfilling its function in large measure is shown by its rapidly and steadily increasing circulation.

The FINANCIAL POST is the only financial paper in Canada having an Audit Bureau of Circulation statement as to its subscribers. On this severe analysis, however, the FINANCIAL POST leads. Figures given out by the space buyers of the leading advertising agencies show this.

The POST editors are constantly out among the POST readers—studying their needs, and arranging to fill these needs. Many readers have told us the POST saves them time—it gives so much specialized information in such brief bright form.

THE FINANCIAL POST

(Member of the Audit Bureau of Circulation)

128 Bleury Street
Montreal

143-153 University Avenue
Toronto

Union Trust Bldg.
Winnipeg

Subscription Price, per year (52 issues), \$5.00



Introduce It—The Sale is Made

Mapleine

Tell the housewife Mapleine gives mapley taste to desserts and syrup, and she accepts it gladly. The sale is made. Magazines tell your customers of treats Mapleine holds in store for them. Each ad. refers them to you. Good profit—small investment. Turn the advertising and taste for maple into profit. Order of your jobber, or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
 M-577



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

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.



We will need the Grocer's co-operation.

DOMINION CANNERS B.C. LTD.
 Vancouver, B.C.



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
 Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
 Sankey & Mason, 839 Beatty Street, Vancouver.

LILY WHITE CORN SYRUP
 2-lb. tins, 2 doz. in case... \$6 80
 5-lb. tins, 1 doz. in case... 7 75
 10-lb. tins, 1/2 doz. in case... 7 45
 20-lb. tins, 1/4 doz. in case... 7 40
 (Prices in Maritime Provinces 10c per case higher)
 Barrels, about 700 lbs... 0 09
 Half barrels, about 350 lbs. 0 09 1/4

CROWN BRAND CORN SYRUP
 2-lb. tins, 2 doz. in case... 6 20
 5-lb. tins, 1 doz. in case... 7 15
 10-lb. tins, 1/2 doz. in case... 6 85
 20-lb. tins, 1/4 doz. in case... 7 60
 (5, 10, and 20-lb. tins have wire handles.)

GELATINE
 Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 75

INFANTS' FOOD
MAGOR, SON & CO., LTD.
 Robinson's Patent Barley— Doz.
 1-lb.
 1/2-lb.
 Robinson's Patent Groats—
 1-lb.
 1/2-lb.

BLUE
 Keen's Oxford, per lb. 0 27
 In cases, 12 12-lb. bxs. to case 0 27

NUGGET POLISHES
 Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each \$1.25

White Cleaner (liquid)..... \$2.00
 Card Outfits—Black, Tan, Toney Red, Dark Brown 4.80
 Metal Outfits—Black, Tan, Toney Red, Dark Brown.... 5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited
EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20
 Bobs, 12s 1 13
 Currency, 12s 1 13
 Stag Bar, 9s, boxes, 6 lb. 1 06
 Pay Roll, thick bars 1 30
 Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 25
 Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 25
 Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. luneh boxes 1 30
 Forest and Stream, tins, 9s, 2-lb. cartons 1 44
 Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50
 Master Workman, 2 lbs. 1 25
 Master Workman, 4 lbs. 1 25
 Derby, 9s, 4-lb. boxes 1 30
 Old Virginia, 12s 1 70
 Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

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

COCOA
 Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$6 25
 Perfection, 1/4-lb. tins, doz. 1 70
 Perfection, 1/2-lb. tins, doz. 3 25
 Perfection, 10c size, doz. 1 25
 Perfection, 5-lb. tins, per lb. 0 45
 Empire Breakfast Cocoa, 1/4-lb. jars, 1 and 2 doz. in box, doz. 3 50
 Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

UNSWEETENED CHOCOLATE
 Supreme Chocolate, 12-lb. boxes, per lb. 0 47
 Supreme Chocolate, 10c size, 2 doz. in box, per box 2 35
 Perfection Chocolate, 10c size, 2 doz. in box, per box 2 00

SWEET CHOCOLATE
 Per lb.
 Eagle Chocolate, 1/4s, 6-lb. boxes 0 38
 Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case... 0 38
 Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case
 Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case
 Diamond Crown Chocolate, 28 cakes in box 1 30

CHOCOLATE CONFECTIONS
 Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 40
 Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 40

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49
 Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49
 Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 49
 Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 49
 No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 49
 Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 45
 Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 45
 No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
 No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 45
 No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. 0 42
 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
 Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
 Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

NUT MILK CHOCOLATE, ETC.
 Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
 Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
 Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 6 div. to cake, 24 boxes to case, lb. 0 47
 Nut Milk Chocolates, 6s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box 2 45
 Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. 0 47
 Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
 Milk Chocolate Slabs, with Assorted Nuts, per lb. 0 47
 Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS
 Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. \$6 25
 Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 3 35
 Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 6 25
 Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 3 35
 Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. 4 50
 Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50
 Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box 2 05
 Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box 2 05
 Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box 2 05
 Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15
 20-lc Milk Chocolate Sticks, 60 boxes in case 0 80

W. K. KELLOGG CEREAL CO.,
 Battle Creek, Mich.
 Toronto, Canada.
 Kellogg's Toasted Corn Flakes, Waxtite 4 15
 Kellogg's Toasted Corn Flakes, Ind. 2 00
 Kellogg's Dominion Corn Flakes 4 15
 Kellogg's Dominion Corn Flakes, Indiv. 2 00
 Kellogg's Shredded Krumbles, 4 35
 Kellogg's Shredded Krumbles, Ind. 2 00
 Kellogg's Krumbled Bran 2 25
 Kellogg's Krumbled Bran, Ind. 2 00

BRODIE & HARVIES, LTD.,
 14 Bleury St., Montreal
 XXX Self-Raising Flour, 6 lbs. packages, doz. \$6 20
 Do., 3 lbs. 3 15
 Super Self-Raising Flour, 6 lb. 6 00
 Do., 3 lbs. 3 05
 Crescent Self-Raising Flour, 6 lb. 6 10
 Do., 3 lb. 3 10
 Perfection Rolled Oats (55 oz) 3.00
 Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack. 1 50
 Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg. doz. 1 50

Pineapples

Now is the time for
preserving.

Several cars arriving
weekly.

White and Co., Limited

Wholesale Fruits and Vegetables
Toronto

PHONE : MAIN 6243

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All Sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as
possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

The House of Quality

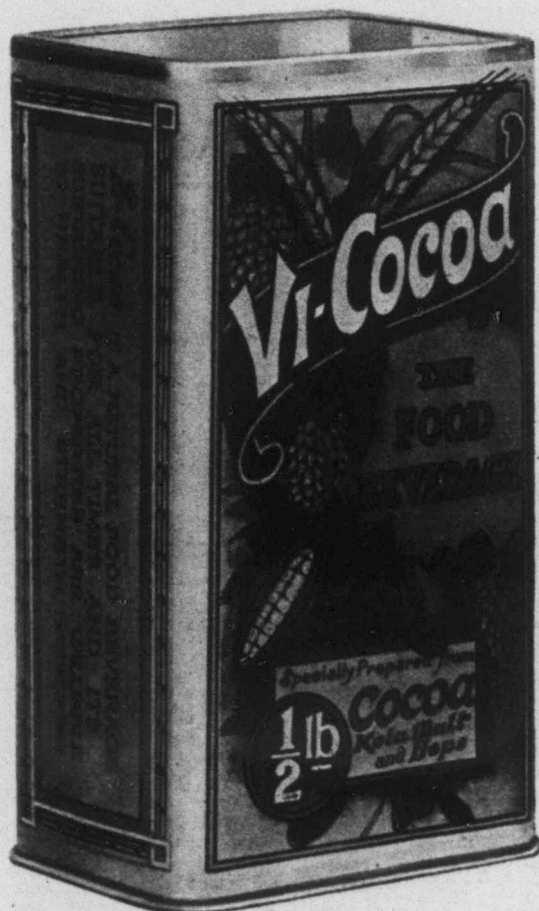
Hugh Walker & Son

Limited

Guelph

Established 1861

Ontario



Willow

Clothes

Baskets

3 Popular Sizes

Walter Woods & Co.

Hamilton and Winnipeg

Tempting pastry made with



AprOl

Pressed from ripe tropical fruits. Has a rich, nutty flavour; free from any greasy, nauseating after-taste.

W. J. BUSH & CO. (CANADA) Limited
National City, Cal. Montreal Toronto

The Custard that brings trade

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

Quick Sellers are Profitable.

Gartons
CUSTARD

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

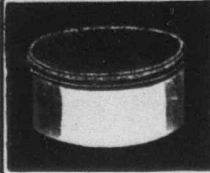
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.
The Toronto Pottery Co. Limited
 608 and 609 Temple Bldg.
 Toronto, Canada

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

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

WHITE-COTTELL'S

Best English Malt Vinegar
QUALITY VINEGAR
 White, Cottell & Co., Camberwell, London, Eng.
 Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
 Beach 2170 Toronto
J. E. TURTON, Board of Trade Building,
 Montreal
OPPENHEIMER BROS., LTD.
 Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"
 the dustless sweeping compound
SOCLEAN, LIMITED
 Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited
 Barrels and Kegs
 Oak, Ash and Gum
 From 5 Gals. to 50 Gals.
 Waterloo - 1 - Ontario

MUSTARD IN CANS TO ADVANCE LIKELY

There is every indication that the higher grade mustard packed in cans will reach higher prices. This is due to the higher cost of pure mustard and the greatly increased cost of cans.

PRICES ON RUBBER JAR RINGS

The prices on the best equality white rubber jar rings are announced as follows: One gross lots, 90 cents per gross; 10 gross lots, 85 cents per gross.

GROCCERS

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

C. A. MANN & CO.
 LONDON, ONT.
 Phone 1577

THE STANDARD BY WHICH MANTLES ARE JUDGED
PACIFIC COAST MANTLE FACTORY
 GAS and GASOLINE MANTLES
 FOR ALL STYLES OF LIGHTS
 ASK FOR SAMPLES and QUOTATIONS
 R-M-Moore & Co. Ltd. Vancouver B.C.

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.
 Manufacturers of:
 Ice Cream Cartons, Parafined.
 Butter Cartons, Parafined.
 Egg Cartons; Special Egg Fillers.
 Folding Candy Boxes; also handy
 Parafine boxes for bulk pickles,
 Mince-meat, etc.

BEANS


Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

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

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

TANGLEFOOT
 The Non-Poisonous Fly Destroyer
 The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."


These one-inch spaces only \$2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

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

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

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

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

FOR SALE

FOR SALE—GENERAL STORE BUSINESS, DRY Goods, Gents' Furnishings, Boots and Shoes and Groceries. Turnover over \$80,000. Splendid profit over and above interest on investment, proprietor's salary and all other expenses. Brick, steam-heated building on best corner. Good windows, low rent, low insurance. Saskatchewan town, 1,200, British and American population. Best educational facilities, good town to live in. Stock and fixtures run about fifty thousand. Must be principally cash or equivalent. Only reason for sale, failure of health. Box 134, Canadian Grocer, 153 University Ave., Toronto.

GOOD BUSINESS FOR SALE IN NORTHERN Town. Groceries and fruits. No better opportunity for anyone wanting a good paying business. Corner store and best stand in town. Good turnover. Building sold with business. Reason for selling, ill health. Box 120, Canadian Grocer, 153 University Ave., Toronto, Ont.

LAMSON CASH CARRIERS FOR SALE. Eight stations complete. J. B. Horrell & Son, Midland.

SPLENDID OPPORTUNITY TO BUY GOOD grocery and hardware business with goodwill, stock and fixtures and large brick business block, 98 feet frontage with frame store room, 37 feet frontage, located in a prosperous and growing village in one of the best districts in Eastern Ontario. Most desirable business stand and very brisk, thriving and well established business. Stock approximately \$20,000. Balance of block rented at \$976 per year. Stock to be sold for cash at invoice price plus freight. Building, \$16,000; \$10,000 cash, mortgage for balance. No use to communicate unless you have necessary cash. Box 152, Canadian Grocer, 143 University Ave., Toronto.

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

FOR SALE—CORNER GROCERY BUSINESS and property across street from city boundary. Good paying business, good range of stock; county taxes. Owner retiring. Can vacate quickly. Apply Box 150, Canadian Grocer, 153 University Ave., Toronto.

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

POSITIONS WANTED

SUCCESSFUL GROCER, THOROUGHLY CON-versant with present prices and market conditions, desires position as traveller for established grocery house. Best references. Outside employment desired. Salary or commission. Box 154, Canadian Grocer, 153 University Ave., Toronto.

WANTED

LINE WANTED—TRAVELLER, 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED—A SECOND-HAND PAPER PRESS in A1 condition, 100 lbs. capacity. Box 176, W. G. Howes, Tamworth, Ont.

SITUATIONS VACANT

SMART YOUNG MARRIED MAN WHO CAN invest up to \$2,000 to manage store. Owner has other business. This is a north country proposition with big possibilities. Box 148, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

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

WHEN WRITING ADVERTISERS.
KINDLY MENTION THIS PAPER

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the

you wish to sell, or from whom you wish to buy.

RATES:

(payable in advance)

3c per word, first insertion.

2c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

- In Selling a Business?
- In Buying a Business?
- In Engaging a Clerk?
- In Securing a Position?
- In Securing a Partner?
- In Disposing of Second-hand Fixtures?

Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave. Toronto



RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. \$1.00 per lb. in bulk.

BERG : RD MFG. CO. Inc. 100 Emerson Place, Brooklyn, N.Y.



POPULARIZING CANADA'S FAVORITE TOBACCO



Aggressive Advertising Campaigns are being carried on all through Canada to help the dealer increase his profits on what is already his best selling line.

W. C. MACDONALD REG'D.
Incorporated
MONTREAL

MACDONALD'S

SMOKING

CHEWING

CANADIAN GROCER

AROMINTS

Peppermint
Cloves
Cinnamon
Wintergreen
Licorice

Trade Mark Registered



The New Canadian Mint

Aromints take up little room on your counter—and they sell on sight

THESSE pure, handy pocket candies have a novel, tempting appearance that attracts attention at once. Customers find them irresistible. They simply can't help reaching out to take the appetizing package so tastefully displayed—and there's another nickle or more to ring up.

Fastidious persons prefer Aromints because they are sealed in aluminum wax-tight rolls—nothing harmful can get in. None of their spicy fragrance can get out.

Made from pure cane sugar flavored with fresh spices and pure extracts, Aromints satisfy the candy craving in a wholesome way.

Men, women and children are constant customers for Aromints all the year round. Appreciated after eating; mildly stimulating during games, enjoyable at any time, these dainty, aromatic discs of solid candy offer a unique enjoyment to the customer, and a good steady profit to the dealer.

5 flavors to suit all tastes

Aromints are packed in five popular flavors—peppermint, wintergreen, cinnamon, cloves, licorice and cough drop—and retail at five cents.

Make a prominent showing of Aromints and they will sell themselves, leaving you free to wait on your customers other wants.



5c.
all over
the world

Made in Canada

Canadian Distributors

The Aromint Manufacturing Co., Limited
Toronto, Ontario, Canada