

FEATURING TRADE MARKS

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JUNE 27, 1919

No. 26



The illustration shows a large sack of Dominion Sugar Company Extra Standard Special Preserving Granulated Dominion Crystal Sugar. The sack is open, and a wooden crate filled with sugar granules sits in front of it. A hand is shown pouring sugar from a small bowl into a larger bowl filled with fruit. The sack's label includes the text: 'DOMINION SUGAR COMPANY', 'EXTRA STANDARD SPECIAL PRESERVING GRANULATED DOMINION CRYSTAL SUGAR', and 'PURITY GUARANTEED'. The word 'CHATHAM' is visible at the bottom of the sack.

It's Good to Know
so Fine a Sugar is
Canadian from the
ground up.

WE know that women will not use a Sugar for any other reason than that supplied by its intrinsic merit. We realize that the "Made in Canada" claim counts for nothing unless backed up by real quality. Thousands of Canadian women are using Dominion Crystal Sugar—and most Grocers supply it in preference to any other; solely because they know it to be a superior product.

Not all Dominion Crystal Sugar is made from Sugar Beets. We do import raw Cane Sugar, and we refine it in the same three refineries that produce our "Beet" Sugar. But our pride is in the product we make from Canadian Sugar Beets. There is none better.

Dominion Sugar Company, Limited
Chatham

Refineries at Wallaceburg,
Chatham and Kitchener.

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



That's the
Trade Mark
of the neatest
and tightest
seal on the
market



It's the stamp of the good-looking and popular **ANCHOR CAP**—a clean-cut, attractive seal that gives a selling punch to a display of glass goods.

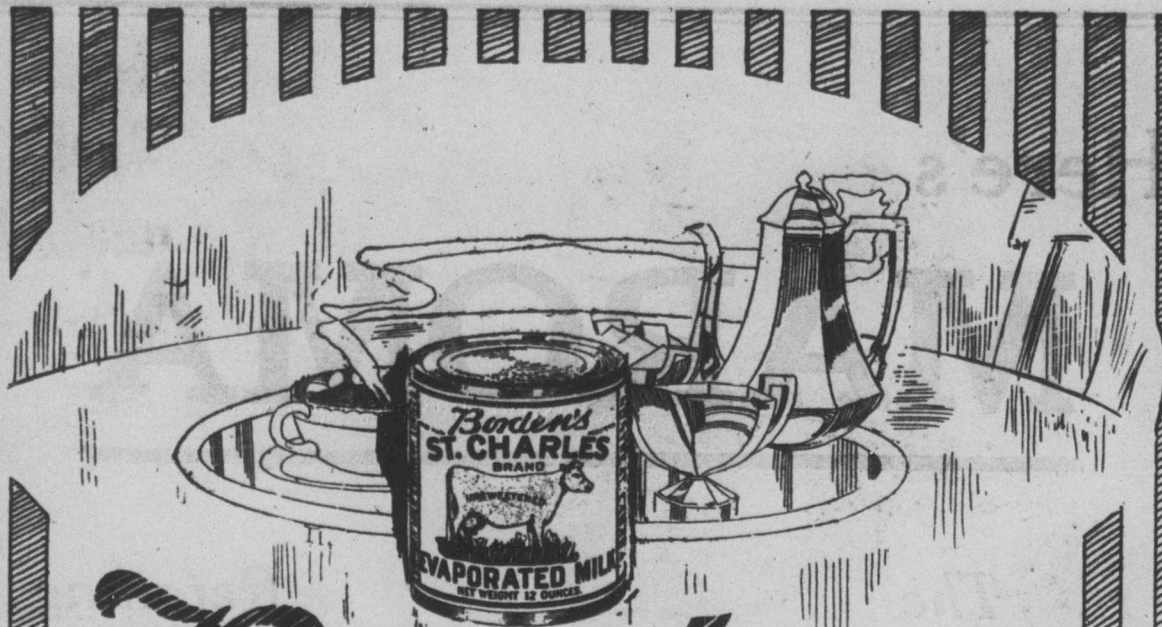
It's the Trade Mark of a seal that will increase the dealers' sales of food products in glass packages and reduce his loss through spoiling and spilling.

Tell your wholesales you want Anchor Cap seals on your next order of bottled food products.

Anchor Cap and Closure Association of Canada, Ltd.

50 DOVERCOURT RD.

TORONTO



Borden's

Solves the Fresh Milk Problem

The keeping qualities of the Borden Milk Products make them preferable to dairy milk, particularly during the hot Summer days.

For this very reason and because the Borden lines fit in quite perfectly for the daily use of the whole family most good housewives would not be without a supply of these rich, pure, wholesome Milk Products.

The Borden lines are particularly suitable for Campers, Picnickers and outing folk in general.

Do your customers know you sell Borden's?

Borden Milk Co. Limited

"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Bldg., Vancouver

Here's

MAROMA

*The
New Appetiser*

*Retailing
at 50c. a jar*



A combination of a high-grade French Mustard which by the addition of three parts of cream or condensed milk produces a Salad Dressing the peer of any on the Canadian market.

The quantity produced by the addition of this extra amount of milk is equal to three 90c bottles of the best known brands which means a **saving to the Housewife of some 300% over the prepared dressings.**

Maroma is put up in neat glass jars as shown in illustration. A few of these displayed on your counter would surely get you many sales. And the 50c retail price gives you a dandy profit.

E. W. Jeffress, Limited

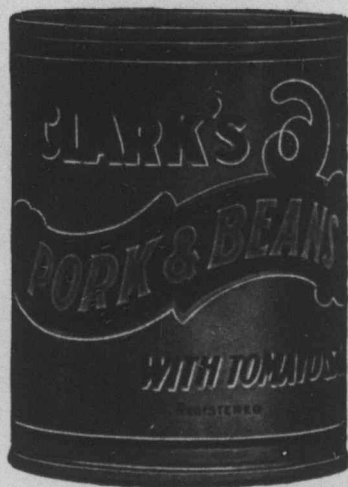
Walkerville, Ontario

DOES IT PAY YOU

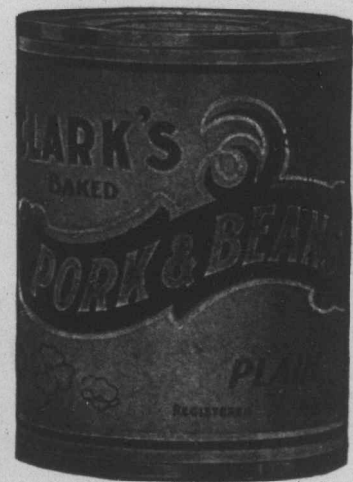
Mr. Grocer, to crowd your shelves with goods which **REMAIN** there?

Would you not rather see them emptied **BY YOUR CUSTOMERS** each day and refilled for your next day's business?

The **READY SALE**, the **QUICK TURN-OVER** and the **SATISFIED CUSTOMER** are what spell **SUCCESS** to you.



A
SHELF
OF



CLARK'S PORK and BEANS

will empty more quickly, more frequently and with better results than any other brand.

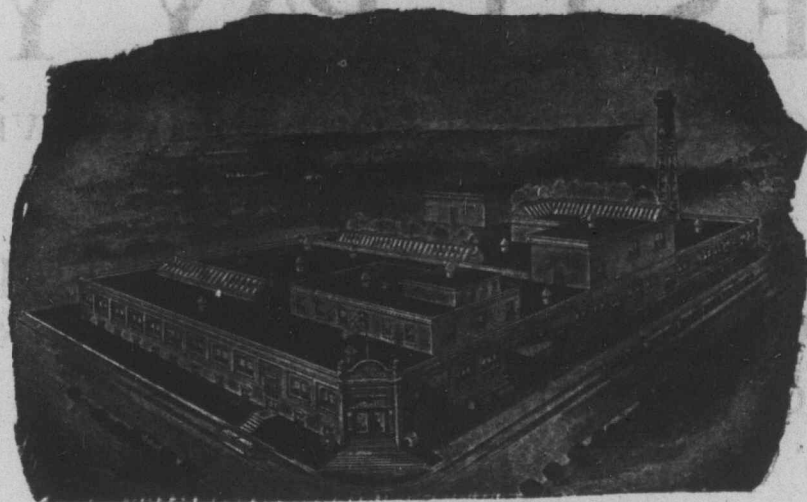
CLARK'S label and QUALITY are synonymous.

W. Clark, Limited

Clark's

Montreal

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

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

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

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

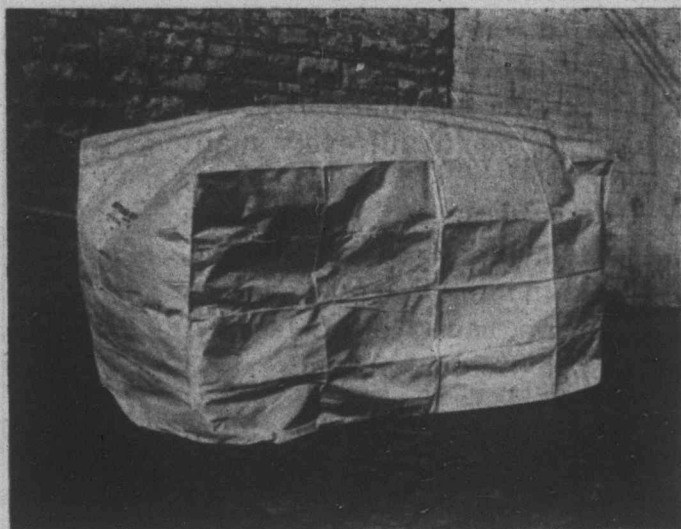


A Huge pile of pulp wood at the Eddy Plant

Story for Week Dated June 27, 1919

Being No. 40 in the Series

A Paper Bag Big Enough To Hold An Automobile



THE illustration above shows one of the largest sorts of paper bags made by the E. B. Eddy Company at Hull. Inside this monstrous paper bag there is a Ford Automobile. Bags of this size are made in considerable quantities by the E. B. Eddy Company, for use by the automobile manufacturers. They are used when cars are exported, and for the protection of cars during railway transportation. A further and growing use for them is for putting over autos when the cars are laid away for the Winter. The protection provided by the strong impervious Eddy Paper, which keeps out dust and acts like a blanket against changes of temperature, cannot be surpassed. Though made of such apparently perishable material as paper, these giant bags last well, and are inexpensive. They are made by hand with sewn and strongly glued seams. Even at the Eddy plant—the home of giant machinery, there is not a machine huge enough to turn out these great paper bags at so many per minute.



EDDY'S

SELF-OPENING, BOX-SHAPED

GROCERY BAG

An order sent to Major means Quality Goods promptly delivered

Whether your order is written, wired or 'phoned, our never-changing policy of prompt and particular attention applies to it. If there is one thing more than another that we pay special attention to it is to the mail order end and our stocks are always amply big to fill every mail order received.

During the present period of readjustment it is well to keep in mind that S. J. Major, Limited, of Ottawa, can give satisfactory service to every individual patron.

And our goods—their quality is the kind of quality you would expect to get from a house with a reputation extending over a period of **40 years**.

We would appreciate an opportunity to show you how we make good our claims, because we are confident that you will continue with us after a trial.

Let us send you particulars anyhow.

S. J. Major, Limited

Wholesale Grocers

Founded in 1879

OTTAWA

-

-

CANADA



**It's the largest
seller of any soap
on the market**

PALMOLIVE Soap is growing in public favor every day. Dealers featuring Palmolive have their selling efforts backed by persistent magazine, newspaper and billboard advertising.

There's a good profit on every sale of Palmolive—big enough to make regular displays very worth while.

Are you a Palmolive dealer?

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(912)

**A Profitable
Introduction**



GROCERS who take the little trouble necessary to acquaint their customers with the qualities of Klim reap their reward in ever-recurring sales. Klim soon becomes indispensable in every home where it is known.

Klim is powdered separated milk with a strong Summer appeal (it will not sour) and an equally strong Winter appeal (it will not freeze).

Order from your wholesaler

Canadian Milk Products Limited
TORONTO
St. John Montreal Winnipeg

**Do you need
a good man?**

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

"Quality" Brand

is all that the word implies

CANADIAN CEREAL & FLOUR MILLS CO.
LIMITED



STRATFORD, CANADA

THE "Quality" Brand shown here is a symbol of goodness in Cereal Products. Any and every package carrying this "Quality" Brand Trade Mark contains a product just as good as human skill and up-to-the-second milling methods can make it.

"Quality" Brand Cereals

include

Rolled Oats
(Packages and Bulk)

Oatmeal
(Any Cut)

Split Peas
(Yellow)

Pot Barley

Pearl Barley

Brose Meal

Gluten Flour

Farina

Wheatlets

"Leading" Brands Flour

Hard

Winter

Blended

"Rainbow" "Our Chief"
"Hercules" "White Dove"

"Gold Seal"

"Star"
"McLeod's Special"

For Domestic and Export Trade

**CANADIAN CEREAL AND FLOUR
MILLS CO., LIMITED**

Millers and Grain Dealers

STRATFORD - CANADA

Canada Food Board License 51-52-53-72-4-454



Stuart's Jams

The
New Season's Pack
of
STRAWBERRY JAM

has now been delivered
to the jobbers

Stuart's Jams have been noted in the past for the excellence of their quality, and this season's Strawberry pack measures well up to the same high standard of perfection.

PLACE YOUR ORDER NOW

STUART LIMITED
SARNIA, ONT.



Clerks can always safely fill
the customer's sugar order
with Royal Acadia



*"Every Grain
Pure Cane"*

The Pyramid Trade Mark
Guarantees The Quality

Whether she asks for Royal Acadia by name or not you can rest assured she will thoroughly approve of the all round goodness of this delightful sweetener.

Royal Acadia is put up in handy-sized 2 and 5-lb. cartons, also in 10, 20 and 100-lb. bags, half-barrels and barrels.

The Acadia Sugar Refining Co.

HALIFAX, CANADA

Limited

They make easy sales and quick turnovers for you because your customers know and have confidence in DEL MONTE Quality.



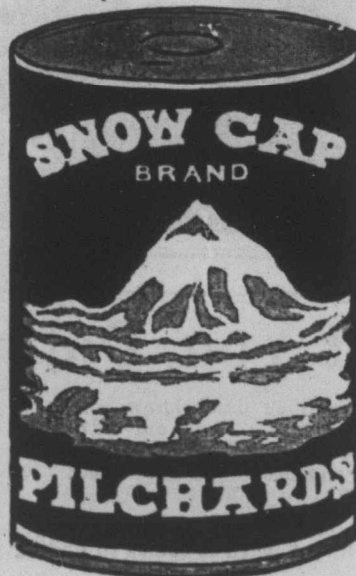
Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.



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

Canada Food Board License No. 4-517.

SNOWCAP
PILCHARDS



Delectable and Dainty Hand Packed

BY

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

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

EXCLUSIVE DISTRIBUTORS

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

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.
Importers & Exporters
VANCOUVER



HOPS

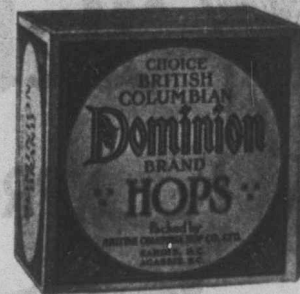
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

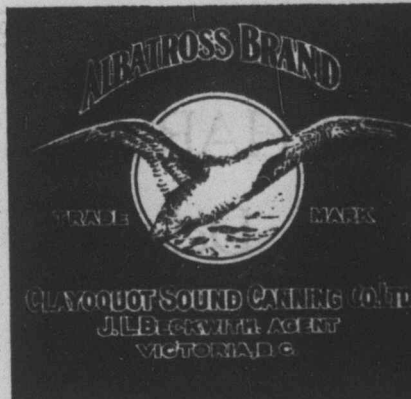
BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

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



Largest Hop Growers in Canada
Write for Prices—Samples



DIRECTIONS.
WHEN REQUIRED
DO NOT PLACE THE
CANNED PILCHARD
OPENED INTO
BOILING WATER
FOR TEN
MINUTES.

FRESH
BRITISH COLUMBIA



PILCHARD

Your Customers Will Like
**ALBATROSS
BRAND
PILCHARD**

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Man Left You, Did He?

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

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

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

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

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

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

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

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

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

M. DESBRISAY & CO.

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

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

Little Bros. Ltd.

VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

PETER LUND & COMPANY MANUFACTURERS AGENTS

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

SAY YOU SAW IT IN
CANADIAN GROCER

Estd. 1905

R. G. Bedlington & Co., Ltd., Vancouver

Estd. 1905

are a firm of aggressive brokers that can give manufacturers satisfactory service. Drop a card for particulars.
IMPORTERS EXPORTERS

Watson's

FISH PASTE
in 4 oz.
GLASS JARS

BLOATER
ANCHOVY
SARDINE
SALMON

Packed by— WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER



Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1906.
GEORGE ADAM & CO.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

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

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

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

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents
WINNIPEG CANADA

Macdonald, Adams Company

Brokers and Manufacturers' Agents
Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

LET CANADIAN GROCER
Sell It For You

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

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

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

**MANITOBA
SASKATCHEWAN**

*Wholesale Grocery Commission
Brokers*

**ALBERTA
WESTERN ONTARIO**

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

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

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

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Calgary, Alta.
Fort William, Ont.
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

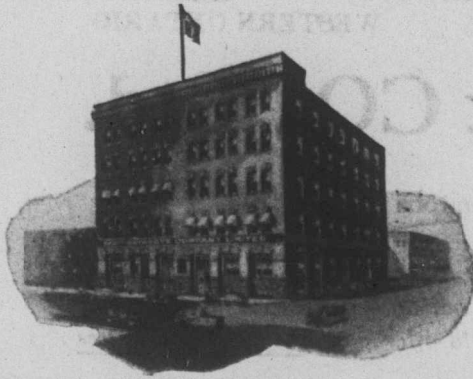
HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

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

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

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

B. M. Henderson Brokerage, Ltd.

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

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

MacCosham Storage & Distributing Co., Limited

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

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

PACIFIC CARTAGE CO.

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

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

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

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

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

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

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

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

J. C. THOMPSON COMPANY

Brokers and Commission Agents

Montreal, P.Q.

W. J. SHEELY

*Grocery Broker and
Commission Merchant*

AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.

St. Nicholas Bldg. Montreal

Paul F. Gauvreau

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

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

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

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

MANUFACTURERS

We want Agencies for Food Stuffs
FOR QUEBEC PROVINCE

References: Royal Bank
NAP. MORRISSETTE

18 Jacques Square MONTREAL

WHEN WRITING ADVERTISERS

KINDLY MENTION THIS

PAPER

Genest & Genest Company, Limited

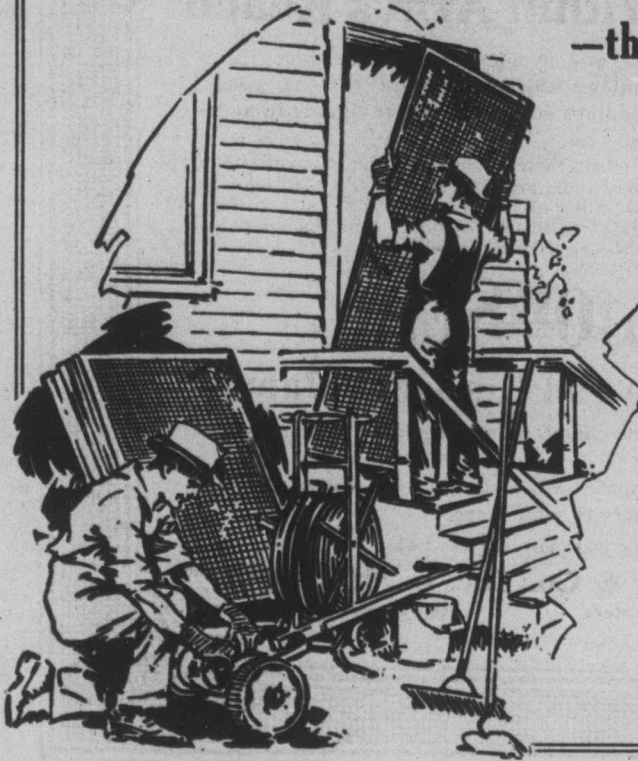
Brokers and Commission Agents
for the Province of Quebec

If you require Representation, write us.

Genest, Genest Co., Ltd. Board of Trade Building Montreal

TAPATCO REGISTERED BRAND TRADE MARK

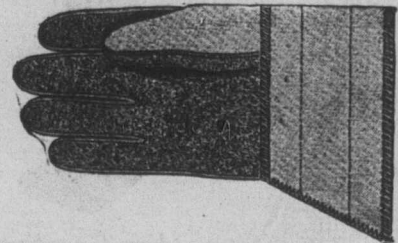
—the trademark of a quality working glove



Dealers and clerks will find it good business to keep a little stock of TAPATCO Working Gloves regularly displayed.

Every man in the neighborhood is a likely prospect for a pair of TAPATCOS. There's a big variety—something for every kind of work:

Gauntlet, Knit Wrist and Band Top Styles (heavy, medium and light), Leather Tip and Leather Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.



And TAPATCO GLOVE selling is profitable.

The American Pad & Textile Co.
CHATHAM, ONTARIO

Importers **T** Exporters

FUJITA & CO.

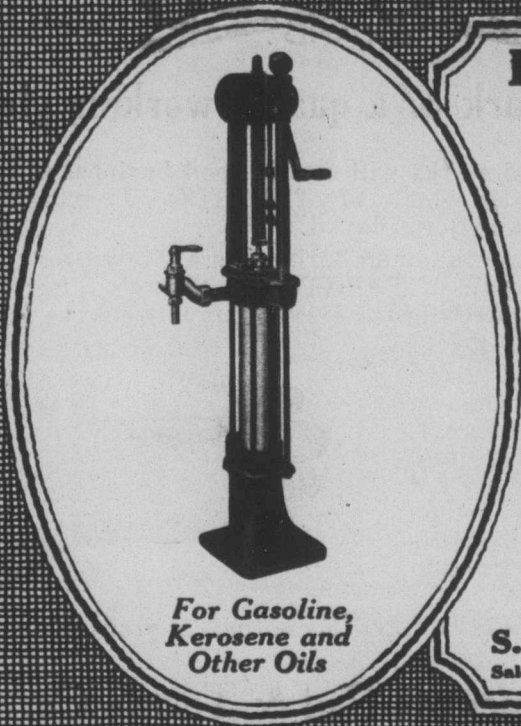
VANCOUVER, B.C.

IMPORTERS

OF

SEMI QUALITY BEANS
ORIENTAL RICE, ALL PEANUTS
WALNUTS

HEAD OFFICE: KOBE, JAPAN



Right Within Arm's Reach

Think what a convenience—Gasoline and Kerosene Pumps along side your finest display goods, ready for immediate delivery of these liquids in accurate quantities.

Just a step or two, the can placed on the pump nozzle, a quick turn of the handle and the sale is made. No trips to the oil room, no soiling of hands and clothes—no lost time. A pleasant operation both to you and to your customer. That's what you can have by installing

BOWSER (SPECIAL OILS)

Gasoline and Kerosene Pumps

As clean, convenient, safe and profitable as any line of goods you carry.

BOWSER outfits will make the oil business actually attract customers to your store.

Ask us to show you more reasons "why."

S. F. Bowser & Co., Inc. :-: 66-68 Frazer Avenue
TORONTO, ONT.
Sales Offices in all Centers Representatives Everywhere

Popularity Means Sales

Women all over the country are finding new and delicious uses for

Shirriff's

(True Seville)
Orange
Marmalade



They are having wonderful success in many delightful dishes that they had never dreamed of attempting before. Besides being a favorite breakfast dish, Marmalade is now used in salads, puddings, etc., and is greatly relished with the afternoon cup of tea. Its uniformity of quality and delicious

characteristic flavor have won a place of supremacy for Shirriff's.

This means business for the dealers. Are you getting your share of it? If not, you are missing real live profits. Put a little effort into the selling of Shirriff's and results will be worth while. Order a case to-day.

Imperial Extract Company

TORONTO

Selling Agents: Harold F. Ritchie & Co., Limited, Toronto, Montreal.



The Attractive Brand of an Attractive Seller

"**Y**OU cannot judge a book by the cover," runs the old adage, but in the matter of a real tasty, appetizing fish product, the cover (in this case the good-looking, eye-catching, **Scotch Snack** label) offers a tempting hint as to the excellence of the contents.

A glance at the illustration above will support this statement. Just think, Mr. Man-behind-the-counter, what a snappy display you can make with a few containers so labeled. Such a display would get the housewife's eye quickly and a word of suggestion from you would get a first sale. The "repeats" will surely follow.

Just try a package of **Scotch Snack** yourself. Then you'll need no urging to display and recommend it.

Write to-day for a trial stock and display hangers.

Three Different Flavors:

BLOATER ANCHOVY SARDINE PASTE

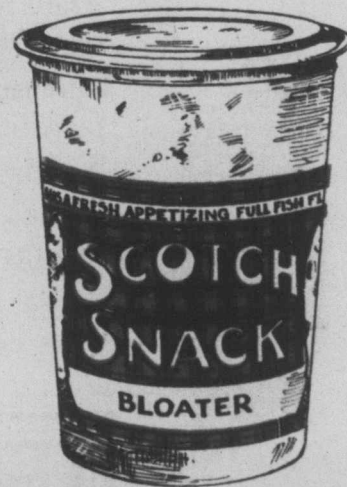
ARGYLL BUTE

637 ST. URBAIN ST. MONTREAL

Agents for **Scotch Snack**:
BONELESS DIGBY CHICKS
BONELESS HERRING

Quotations on Application.

W. S. BAYLEY, Maritime Brokers, Moncton





The Element of Sanitation

The public is giving ever increasing attention to the purity of foods.

The best retail methods to-day lay much stress on the sanitary handling of food stuffs.

No food can be more hygienic or wholesome than the container which carries it from the store to home.

The good retailer chooses a **Riteshape**, because it is sanitary beyond the shadow of a doubt.

Riteshapes have been given the most searching tests known to food control science.

They are positively and unqualifiedly known to be free from any contaminating element.

Riteshapes are made of pure wood, just as Nature fashioned it.

Nothing else goes into a **Riteshape**.

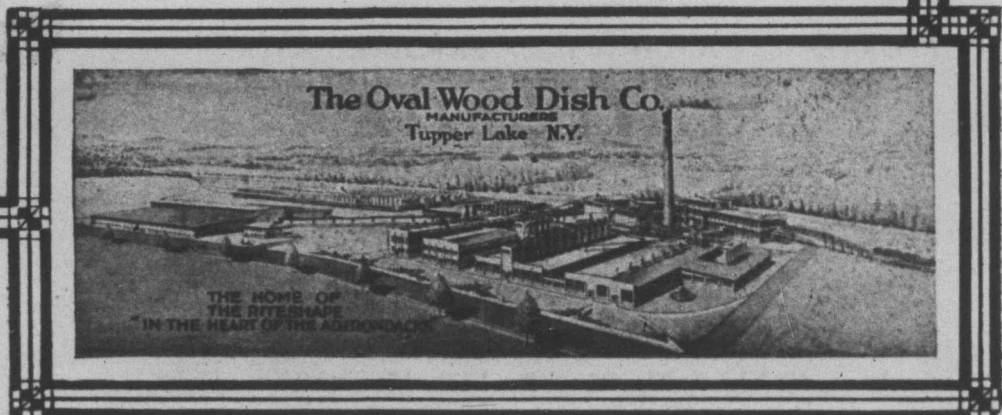
Thus the most serviceable dish is also the most sanitary.



The ONLY
COMPLETE
LINE
½ to 10 LBS.

Victoria Paper & Twine Co., Limited

Wholesale Distributors : : 439 Wellington St. West, Toronto
Branches: Montreal, Halifax.



No More Shortage on Puffed Wheat

We have Puffed Grains now in plenty.

Since our Peterborough mill burned in December, 1916, we have not been able to supply one-third the demand for Puffed Wheat and Puffed Rice.

Now that situation is corrected. Stock these Puffed Grains and display them. A very big consumer demand exists. Let your customers know that you have them.

Advertised In Canada

Puffed Grains have been constantly advertised in all the leading Canadian magazines. In addition, hundreds of thousands of United States magazines bring those advertisements here.

We kept up this advertising when we could not supply Canadian demand, to be ready for this opportunity.

Now is the chance for you to realize on the dormant demand which exists.

The Demand Unprecedented

The demand for Puffed Grains is unprecedented.

The late increase in consumption is remarkable.

Each customer is a large consumer. The grocer's profit will average \$10 per year on each customer.

Let your people know they can get Puffed Grains, and this line will be one of your biggest cereal sellers.

Puffed Wheat a Favorite

For 1½ years we have not been able to make Puffed Wheat in Canada. Our output was Puffed Rice only. So the Puffed Grain sale has run to Puffed Rice from necessity.

But Puffed Wheat is the favorite Puffed Grain for serving in bowls of milk. In the United States the demand has grown to enormous proportions. And it will come in Canada—and quickly.

Push Puffed Wheat. It will double your sale on Puffed Grains.

Order both of them and display them. Be the first in your neighborhood to let people know they are back.

The Quaker Oats Company

Peterborough and Saskatoon

CANADA

Speaking of Trade Marks—

The Word

“SUMORE”

is a Trade Mark to be
found on packages of
high grade



SALTED PEANUTS, ALMONDS and FILBERTS

PEANUTS

| | |
|---|--------|
| 5 Cent Packages | |
| Salted Spanish—30 packages to box, 5 boxes to case, per box | \$1.10 |
| Blanched Fancy Whole—36 packages to box, 5 boxes to case, per box | \$1.25 |
| Bulk | |
| Salted Spanish—10 lbs. to box, per box | \$2.70 |
| Salted Fancy Splits Blanched—10 lbs. to box, per box .. | \$3.30 |
| Salted Fancy Whole Blanched—10 lbs. to box, per box .. | \$3.80 |
| All 5 boxes to case. | |
| 10 Cent Packages | |
| Finest Salted Almonds—24 packages to box, 5 to case, per box | \$1.80 |
| Finest Salted Filberts—24 packages to box, 5 boxes to case, per box | \$1.80 |
| Delivered. All weights are nett. Keep stock in a cool place. Glassine bags free. | |

“Sumore” is a line that you’ll take credit in pushing when once you get acquainted with the real merits of the nuts in the “Sumore” branded packages.

If you are already selling “Sumore” Salted Nuts, you will need no urging to keep on doing so. If you have yet to get acquainted let us introduce you by means of a trial supply.

Note our prices herewith

Glassine Bags Free

Montreal Nut and Brokerage Co.

30-32 Jurors Street

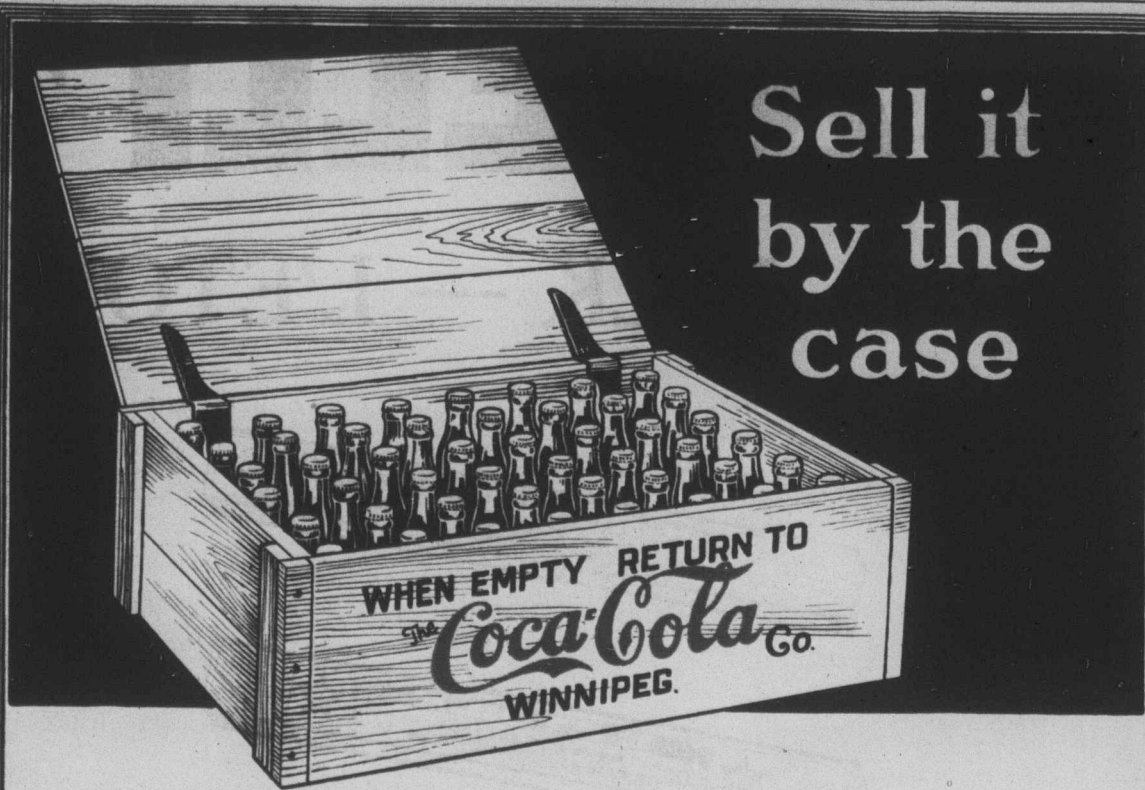
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MONTREAL

Loggie Sons, Agents, Toronto

WALTER CHRISTMAS
General Manager



Sell it
by the
case



WE have created the consumer demand for Coca-Cola and we want you to supply it.

A stock of Coca-Cola will introduce to you easy selling, quick turn-over and elegant profits.

And you can sell it by the case.

Every home in your community needs a case of Coca-Cola. It's up to you to supply it. Get your share of the demand for Coca-Cola—and the profits.

THE COCA-COLA CO.
WINNIPEG

9T

Will you have it when they call?

CATELLI'S

(MADE IN

MILK — L'ETOILE —



We pack Macaroni, Spaghetti, Vermicelli, Ready-cuts, Noodles, Alphabets, Animals and Stars under all three of these trade names—so you can get our complete line of alimentary pastes in one brand, or you can handle all three, as you prefer.

All wholesalers have CATELLI'S "Hirondelle"—"L'Etoile"—and "Milk" brands, in the sealed packages. Be sure to specify CATELLI'S whenever you order.

We Use No Artificial Coloring (yellow). CATELLI'S Is Absolutely Pure.

The C. H. Catelli Co., Limited, Montreal

MACARONI

CANADA)

HIRONDELLE BRANDS

Advertised from Coast to Coast

The Summer Money Maker for Every Dealer

CATELLI'S Macaroni has come into its own. Our advertisements in the leading newspapers and magazines have convinced many people—and will convince still more—that Macaroni, Spaghetti Ready-cuts, etc.—as CATELLI prepares them—are among the most inviting and appetizing of all foods.

Our Cook Book—which we send free to your customers—has shown thousands of women how to prepare CATELLI'S Macaroni, etc., in new and delightful styles, that are as delicious as they are novel.

Our sealed packages please dealer and customer alike. They are attractive for shelf, counter and window display. They are compact and easy to handle. They save the time and trouble of doing up awkward packages. They prevent breakage and waste, and loss through overweight. They carry CATELLI'S Macaroni to your customers unbroken, clean, appetizing in appearance. The sealed packages are real economies—and trade winners every time.

As a result, CATELLI'S Macaroni, Spaghetti, Vermicelli, Ready-cuts, Noodles, Alphabets and Animals are staple dishes in every section of Canada. Their sound economy; their splendid food value; their delicious flavor and the novel ways in which they can be prepared, are making CATELLI'S more popular than ever.



*This is the Cover of our Cookbook
—many of your customers have it.*



*Write us if
you want
more particu-
lars about
"BETTY"
Condensed
Milk.*

Grocers---recommend
BETTY BRAND MILK
to your customers
FOR THEIR CAMPING
FOR THEIR PICNICS
FOR THEIR COTTAGES

Take "BETTY" BRAND with you.

"BETTY" BRAND Condensed (Sweetened) Milk is gaining favor at a rapid rate. Once your customers use it they can be counted on to come back for more. "BETTY" Milk is different to all others—it is superior. There is no peculiar flavor in "BETTY" Milk because it is absolutely pure, being made from the richest quality of milk, condensed to the consistency of cream and sweetened with pure sugar. There is a daily demand for "BETTY" BRAND Condensed Milk. Simply grand for Summer Homes and every household use. Recommended highly as an infant diet.

The Laing Produce and Storage Co., Ltd., Brockville, Ont.

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

**Will you cater for
those in your town?**

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

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England.



Every Clerk should read these informative facts about

MALCOLM MILK PRODUCTS

Every can of Malcolm's contains a Milk Product that is fresh, hygienically pure and sanitarly clean. That is the guarantee you give a customer when you hand her any of the Malcolm lines.

Malcolm Purity and Goodness is the result of no mere accident. Rather is it the culmination of the scrupulous care given to each and every part of their manufacture from the instant the rich, pure, creamy milk is taken from the healthy cows on the cool pastures in the vicinity of St. George, until it is received and analysed at the Company's Dairies, processed scientifically, securely sealed in the familiar Malcolm Milk containers to be later shipped out to the Trade all over Canada.

So that when you display and suggest Malcolm Milk Products you are backing a strictly **Made-in-Canada** line that is fully equal to any imported brand sold in Canada to-day.

Your employer will appreciate a suggestion from you that you make a regular display of Malcolm's. Remind him that we pay freight on 5-case lots or over up to 50 cents per 100 pounds.

The Malcolm Condensing Company, Limited

ST. GEORGE

::

ONTARIO



1919 Pack Now Ready

WETHEY'S Pure Strawberry Jam

has been rightly named "the consumer's delight"

The
Wethey
Label
Perfects
The
Table

*Order from your Jobber
or write us direct*

J. H. WETHEY, LIMITED

St. Catharines, Ontario



MAKES IT POSSIBLE

- For every grocer to build up and maintain a large and profitable tea trade.
- To dispense with at once the necessity of carrying a large stock of tea, deteriorating in quality and eating its head off in interest.
- To secure a speedy, actual and protected profit on all sales, and to put the tea peddler out of business.
- To serve your customers with the finest tea grown, fresh and fragrant from the best gardens.

"SALADA"

LONDON, ENG. NEW YORK BUFFALO TORONTO MONTREAL BOSTON CHICAGO DETROIT

It seems like locking the stable after the horse is out to have an inefficient refrigerator while the rest of your store is up-to-date.

INVEST IN A

EUREKA

FOR THIS WOULD

Be an investment with sure returns. Ice saved and foodstuffs kept in their best condition.



No. 188, No. 19
Eureka Grocer's Refrigerator

All Eureka's equipped with Eureka patented cold dry air circulation system.

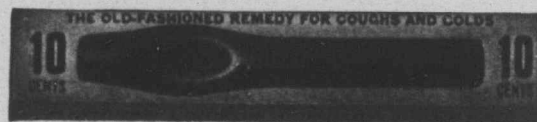
WRITE FOR CATALOG. WE HAVE A EUREKA REFRIGERATOR TO SUIT YOU.

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Montreal, Hamilton, Halifax

Y & S STICK LICORICE in 10c Cartons



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

Made in Canada by

National Licorice Company
MONTREAL



Keeps Your Store Free of Dust

HOUSEWIVES, all customers, in fact, buy from those dealers who have the brightest stores.

If you believe in clean hands and shining windows, you will want to keep your goods free from dust—you can, by using—

STANDARD Floor Dressing

the non-evaporating, sanitary wood preservative which cleans the surface of wood, linoleum and oil cloth, and prevents dust from rising. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

One gallon of Imperial Standard Floor Dressing, when applied with the Imperial Floor Oiler, will cover between 500 and 700 square feet of floor space with a dressing which will last for several months.

Merchants, public buildings, office buildings, churches and apartment houses should use Imperial Standard Floor Dressing. Display a few cans on your shelf and draw the attention of your customers to its good results on your floors.

Sold in one gallon and four-gallon cans, also half-barrels and barrels.

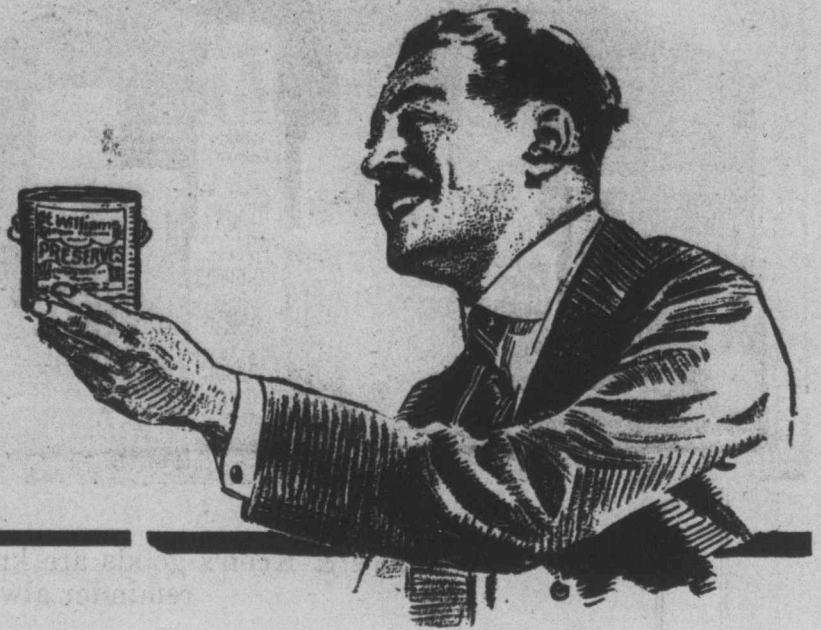
IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

Hand Her

ST. WILLIAMS STRAWBERRY JAM

With a
Recommending
Smile



The New Pack of

ST. WILLIAMS STRAWBERRY JAM

Is Now Ready

*Cover Your Requirements
NOW.*



**St. Williams Fruit Preservers
Limited**

SIMCOE and ST. WILLIAMS, ONT.

Distributed by

MACLURE & LANGLEY

MONTREAL TORONTO WINNIPEG



We will
Send You
A Show Card
Like This
Free

Colman's & Keen's goods are known everywhere; but a little reminder always helps.

MAGOR, SON & CO., Limited

191 St. Paul St. West, MONTREAL : 30 Church St., TORONTO



**We'll Sell Your
Product in a
Big Way**

We'll give you every bit of service that a large and well-established organization working under full steam pressure can produce.

We cover Canada from the Great Lakes westward and if your product is in the A1 class (we handle nothing else) we'll push it for you with every ounce of energy we've got.

Our Annual Purchasing Power is Twelve and a Half Millions. Ask us for all particulars.

Consolidated Purchasing Co., Limited

313-319 Pacific Ave.

E. Nicholson, General Manager

Winnipeg, Man.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, JUNE 27, 1919

No. 26

Sell the Clerk and Goods Are Half Sold

Vancouver Store Will Not Stock Goods Without Clerks' Approval—Taking the Accent Off "Price" and Putting it on "Quality"—How Display Helps

THERE is absolutely no artistic device known to the successful dry goods merchant, milliner, haberdasher, or hardware merchant that cannot be used with equal success in the grocery business," so states J. R. Jackson, manager of the grocery department of the Vancouver branch of the Hudson's Bay Company. A glance through Mr. Jackson's department is convincing evidence that he is well qualified to express an opinion. "There is," continued Mr. Jackson, "year by year more artistry displayed in the designing of almost all grocery packages, and the attractive nature of the grocery display, whether in the interior arrangement or the window display, is only limited by the grocer's own imagination and ability.

Don't Underestimate Customer

"I have found that a large and profitable percentage of my trade here expect

to buy the best quality groceries procurable, and have the money to pay for them. It is a common mistake, according to my own observation, to permit a customer to imagine you underestimate her viewpoint in buying her groceries.

Clerks Must Be Sold Before Goods Are Purchased

"I personally sample all new lines offered; I also have all the clerks sample the line also, and if the general opinion is that the line has merit, and that the clerks can sell it, I purchase. The clerks must be 'sold' first. Then, satisfied that the line has merit, we feature the quality of the line only, display it attractively, and I may say the lines that have disappointed us after we have conferred in this way on their merits, are very few.

Must Give Value at the Price

"We, of course, assure ourselves that

the lines we stock give value for the prices they command, but we don't lay any stress on prices when offering them. To a high-class trade a good article will not sell any more readily at a cut price, in fact, I have found that sometimes a low price will cause suspicion to a discriminating buyer. In this connection I might cite one concrete example of what I mean. We were selling Florida grapefruit at 30 cents apiece, and they were moving very slowly; I instructed the clerk in charge to sell them at three for a dollar, and with this card over them they entirely cleaned up in short order."

Fostering the Clerks' Interest

In reply to a question as to the store's system of bonusing clerks, Mr. Jackson stated that such a system had been in force, but had been discontinued. "We discontinued the practice, and are now on a straight salary basis. We do, however,



MAKING THE POTATO DECORATIVE.
An Ashcroft potato window. One of the attractive displays that are a feature of the Hudson's Bay Store, Vancouver, B.C.



A glimpse of the attractive counter and display arrangements in the Grocery Dept. of the Hudson's Bay Company's store, Vancouver, B.C.

keep a very complete record of each clerk's results, and the salaries are adjusted accordingly. Also, the clerks all know that I want them to push our own brands of tea, and their respective tea sales for the week are also shown up on the weekly sheet. Last week I noticed that one of the clerks had fallen down badly on tea sales, though his volume of business was greatly increased. When I spoke to him, he had not noticed this fact, but had been working for volume. I explained that even greater volume, if built up on some lines, might spell less profit for us, and this week his tea sales are ten times what they were last week.

The Selling Value of Personality

"During my many years here it has been increasingly impressed on me the

amount that personality can count in the grocery business. There are practically dozens of our customers that have become accustomed to being waited upon by certain of the lady clerks, and they will wait patiently for ten to fifteen minutes in order to be attended to by their favorite clerk. Only yesterday a regular customer came in around the noon hour, and waited for twenty minutes for her particular lady clerk to come back from lunch. Any of the other clerks could have served her, but the clerk she waited for knew her tastes in every line, and didn't have to ask any unnecessary questions. Each saleslady knows that by her courteous attention her personal grocer clientele can be increased, her volume of business increased, and on that basis salaries are adjusted."

crop will not be available before later this year or early in the new."

Shipping is Scarce

In addition to the great demand for these products, there has been a decided dearth of shipping from European points. Importers could never be sure of space, and, as a consequence of the whole transportation situation, there has been no definite assurance of supplies being received. Prices have fluctuated somewhat and there is a better, or at least a lower price basis to-day than that which obtained for many months.

One of the factors to be weighed is that of the great need in the country of production for much of the supply of olives and olive oil. With other foods scarce demand has been heavier than it would be in normal times. This condition, Mr. Kouri stated, would continue for a long while.

Olive Oil Continues to be Scarce

Scarcity Various Foodstuffs in Europe Continue to Curtail Available Supplies—Prices Will Be High and Shipments Deferred

THAT there will continue to be a scarcity of olive oil in the Canadian market is the opinion of Aboosamra Kouri, wholesale importer of oils, olives, etc., Montreal.

Mr. Kouri states that a considerable shipment of olive oil came to Canada early in the year but this was readily disposed of. "We sold about 10,000 gallons of this in a short time," said Mr. Kouri, "but it has been a hard matter to secure supplies lately, and we do not expect that there will be a great improvement for some time."

Foodstuff Scarcity Causes Oil Shortage
The reason for the shortage of oil,

as pointed out by Mr. Kouri, is that there has been a general scarcity of foodstuffs in Europe. The Spanish reserves of olives and of oil have been also called upon for war purposes and this makes a bare market, or a much lighter one in the matter of surplus supplies than is usual. It was thought by this informant that there was really little, if any, surplus in Spain at this time. And, with none, it is obvious that the Canadian or foreign demand will not be fully met. In touching upon this point, Mr. Kouri said: "It will be many months before there can be a big improvement in supplies here. The new

CATCH GASPE SALMON DECLINES 75 PER CENT.

J. A. Paulhus, proprietor the D. Hatton Co., believes that the catch of Gaspe salmon for 1919 will be only about one-quarter of normal. This has had the effect, the past week or so, of enhancing prices and the quotations have soared to 35-40c per lb. It naturally makes a very expensive fish, while the customer who can pay for it will doubtless pay even this figure, for many have a preference for it.

This is one of the instances in which the fish man has been unable to forecast the probable catch of fish, definitely, although the scarcity of this line for some time was felt to presage a limited production for the present season.

Home and Export Trade Takes Much Candy

Canada Securing Raw Supplies Has Been Getting Into Foreign Market—Home Demands Increasing, Too—Prohibition Has Been Help—Manufacturer is Optimistic

CANADIAN manufacturers of candy and various sweets are enjoying an excellent volume of business, according to J. Eliasoph, of the Canada Maple Exchange, Delorimier Ave., Montreal. In speaking with Mr. Eliasoph, he stated to CANADIAN GROCER that the larger business was attributable to two increased demands, that from export sources and that from the domestic trade.

"I believe that the trade in general is doing a much larger business now," said Mr. Eliasoph, "and they are working, in many cases, to capacity."

In referring to the experiences of his own firm, Mr. Eliasoph stated that the conditions for the manufacturer had been so much more favorable that he had been able to take advantage of the demand that existed.

Plenty of Supplies

It will be recalled that there was a great dearth of necessary sugar supplies, etc., until a few months ago. Embargoes against import and export were many and severe, and until the month of November last, manufacturing could only be conducted under these limitations. Now it is decidedly different, and sugar is available as required, while cocoa butter, syrups and other raw materials can be secured more freely, although one or two of these important lines have been rather hard to get.

With restrictions lifted as to the quantities of sugar that may be used, the manufacturer has been in a position to go ahead with making new or regular varieties of candy which he was in no position to manufacture extensively before.

The Two Markets

Mr. Eliasoph indicated that the domestic demand was being considered first and that this was an increasing market. Prohibition had been a factor, he believed, in stimulating the candy trade. Canadian young people liked candy and were using more of it. "But the young foreigner is a great buyer of candy," he said. "Some of these young fellows will buy two or three boxes of candy each week. They seem to like sweets and buy box candy freely."

It was also thought that this habit would increase, and that Canadian born young people would be likely to buy still more candy. There was a demand, Mr. Eliasoph said, for a good, wholesome candy at a popular price. The home market was a very attractive one at the present time.

Then the export trade at present was excellent, the speaker continued. Most of the product went to England. This was very much wanted there because of the restrictions against import of various raw materials. Business generally

was most satisfactory from the standpoint of credit, supplies being paid for as a rule before shipment went forward. Mr. Eliasoph said that some orders were in hand to extend over quite a period, some of them over one and a half years.

A CANADIAN TRADE MARK NEEDED

"One thing we want to do, and particularly in connection with foreign trade, is to establish our own particular trade mark, our peculiar design recognizable everywhere as Canada's, and we want to make sure that everything that goes out of Canada with that trade mark on it shall be up to standard, not only to secure the sale of goods, but to uphold the reputation of the manufacturers of the country behind it."—Lloyd Harris, Canadian Trade Commissioner, speaking before the Canadian Manufacturers' Association.

MONTREAL EARLY CLOSING BY-LAW PASSES

The early closing by-law which has been under discussion for a long time by the Montreal City Council was finally adopted by the Administrative Commission last week.

Provisions of the by-law are that all stores and shops will close not later than seven o'clock on Tuesdays, Wednesdays, Thursdays, and Fridays, and not later than ten o'clock on Mondays and Saturdays. Exception, however, is made for the eve of the Epiphany, Good Friday, the Immaculate Conception, Empire Day, Confederation Day, All Saints Day, Ascension Day and Thanksgiving Day.

Exception is also made of the days between December 15 and 31, of Holy Week, of the day preceding the eve of the following Jewish holidays: New Year, Expiation Day, Easter Day.

The by-law covers all stores and shops with the exception of stores where only tobacco, papers and magazines, flowers, fruit, pastry, confectionery, ice cream, or soft drinks are sold. Drug stores are also allowed to keep open after the above hours. Telephone orders must not be taken after hours according to Section 5 of the by-law. As will be seen no exception is made of barbers, tailors, and dressmakers who had asked for special privileges.

Higher Tinplate Increases Can Prices

Will Mean Early Advances for Tin Containers—Most Plate Comes From States Now—Manufacturer Does Not See Import From England Possible for Months—Packers at Disadvantage

FRED R. Whittall, managing director of the A. R. Whittall Can Co., Ltd., Montreal, in an interview this week stated that the new tariff on tinplate will work a considerable disadvantage to various packers and manufacturers.

"In the first place," said Mr. Whittall, "the increase of duty is equal to an advance of five per cent. net, the new tariff being 12½ per cent. In view of the fact that nearly all the tinplate used in Canada comes from the United States, it will be necessary to pay this increased duty on all requirements, for there will not be any English tinplate on this market for at least six months, and in the meantime practically all of the packing will be completed for the year. All Canadian packers will be at a disadvantage.

The greatest hardship will be that to the packer of fruits, soups, etc. In the first place, the duty has been increased to 12½ per cent., and in addition to this the removal of the war tax on food-stuffs will increase the disadvantage of the Canadian packer to this extent, making competition much keener on such lines as may be placed upon the Canadian market by the United States packer,

who will be benefited. He will be in a position to place his product here on a much more favorable basis than before.

Mr. Whittall, as above stated, does not believe that tinplate from the United Kingdom will be available for some time in sufficient quantities to make much difference in the way of price advantage.

Of course the users of tin cans for any purpose will have to pay more for them now. This will mean that paint manufacturers will have to expend at least an additional five per cent. for their containers, and this will have a direct bearing, as is obvious, upon the price of paint, varnish, stains, etc. It will be a factor in the firming of markets generally on all products put up in tin, and in many lines the effect will be an early one.

A RECORD TOBACCO PLANTING

Essex County is going into tobacco culture more extensively than ever, it is reported. The largest acreage of tobacco that has ever been grown in Essex is being planted this year.

Importance of Trade Mark; History

What It Is—Fraudulent Infringement Criminal Offence—Means of Protection Provided—Recognition Being More Widely Given—Value Hard to Estimate

MORE and more the value of the trade mark is being recognized. This is brought home to the manufacturer and jobber by the retailer, who is demanding just something more than merchandise. The merchants of to-day are demanding goods which they can stand back of and guarantee. Manufacturers are coming to a greater realization of this, although there are many in Canada who as yet fail to appreciate all that the trade mark might stand for.

What is a Trade Mark?

The term "trade mark" denotes a distinctive mark or device showing that the article to which it is affixed is manufactured or sold by a certain house or firm. Recent statutes read that a trade mark must consist of or contain at least one of the following essential particulars:—

1. A name of an individual or firm printed, impressed or woven in some particular and distinctive manner.
2. A written signature or copy of a written signature of the individual or firm applying for registration thereof as a trade mark.
3. A distinctive device, mark, brand, heading, label or ticket.
4. An invented word or words.
5. A word or words having no reference to the character or quality of the goods, and not being a geographical name.

Fraudulent Infringement Criminal Offence

There are many points of interest in connection with the use or misuse of a trade mark. It is significant that no action can be brought for the infringement of an unregistered trade mark. For an ordinary infringement the remedy consists in damages and an injunction. But fraudulent infringement is a criminal offence, punishable with fine and imprisonment, besides forfeiture of the goods in respect of which the offence has been committed. Foreign goods bearing a trade mark in use in the United Kingdom may not be imported unless the trade mark is accompanied with a definite indication of the country in which the goods were produced. As the right to a trade mark is always the exclusive right to use it in connection with a particular class of goods, it can be assigned or transmitted only in connection with the good-will of the business concerned in making those goods. It is determinable with that good-will.

Right Dates Back Only 50 Years

From the earliest times almost it has been the custom for merchants to distinguish the goods of their own manufacture from those of their competitors by affixing to them some special symbol

or device, by way of trade mark. It is only since a comparatively recent date that an exclusive right to a particular trade mark has come to be recognized by the courts as property capable of being legally protected against infringement. It is only really within the last fifty years that this right has obtained statutory recognition and the use of trade marks been made the subject of legislative enactment.

This is perhaps all the more surprising in view of the early attention bestowed by the legislator upon two other important species of "intellectual" property, viz., patents and literary copyright. More than a hundred years after the famous Statute of Monopolies (1624)

and eight years after the passing of the first Copyright Act (1734) we find Lord Hardwicke, the then Lord Chancellor of the United Kingdom, refusing to grant an injunction at the suit of a maker of playing cards to restrain the defendant from manufacturing and selling cards bearing the counterfeit of the plaintiff's work. He did so on the ground, among others, that he knew of no instance of the granting of an injunction to restrain one trader from using the same mark as another. He held that to impose such restraint would be fraught with mischievous consequences. This observation, however, he qualified by the remark that if it were done with fraudulent design or to draw away customers from the rival trader, whose mark is thus appropriated, that might be sufficient to maintain an action.

About the earliest authentic instance of a successful attempt to restrain trade mark piracy was the case of Sykes vs. Sykes in 1824; fraud was made the basis of the action. Deceit and fraudulent misrepresentation were causes of action well known to the common law. This was presumably the form of action most nearly suited to the circumstances of this case. If the merchant, despoiled of his trade mark, could not bring his grievance under the head of fraud, there was no other form of action available at common law.

A concurrent jurisdiction in cases of this kind was also exercised by the Courts of Chancery. Their ability to grant an injunction restraining the continuance of a fraud proved a very valuable supplement to the award of damages—the only form of redress obtainable at that time in the common law courts. However, it was shown that even the Chancery judges for a time retained the doctrine that fraudulent intention was a necessary ingredient in an action for infringement of trade mark, and unless the plaintiff first proved his case in the common law courts they refused to grant an injunction.

Toilsome Determination of Right

It has taken some time to come, but gradually the view has gained ground that the owner of a trade mark has a genuine proprietary interest in his mark, which he is entitled to have protected against invasion and infringement like any other right of property. A case which definitely established the principle that a trader has a good right of action against any person who wrongfully assumes his trade mark, even in the absence of proof of fraudulent intent, was that of Millington vs. Fox, decided in 1834. The decision in this case signified the full recognition, at least in

POINTS IN REGISTERING A TRADE MARK AT OTTAWA

There are two kinds of registrations or copyright that apply to trade marks, the one for "special" lines, the other a "general" one.

A special trade mark is the exclusive right given to a firm to use that special name or brand or device of any kind for one line of goods.

A general trade mark is the right given to a firm to use its name or trade mark or brand exclusively for any number of goods which it may turn out or handle, and at the same time prevents any other firm from using this name.

Registering.—The cost of registering these trade marks with the Dominion Government under the Patent Branch of the Department of Agriculture is \$35 for a special and \$40 for a general. The Government cost is \$25 and \$30 respectively, a patent attorney usually being paid \$10 for the clerical work. In the case of drawings being made an extra charge is made.

Priority.—As a rule priority decides which firm shall have the right to a certain trade mark. If a firm shows that they have been using a certain trade mark for a few years and have built up a business on the basis of that, but have omitted to have it registered, no other firm, even if it applied first, would be allowed to retain a copyright on this name. The firm that can prove priority in use can by issuing an injunction stop the use of their trade mark by the second firm.

Foreign Firms. — Where United States or British firms do not register their names in Canada and a Canadian firm appropriates the brand name, it is usually a simple matter for the outside firm to get an injunction by showing that their brand has become well known and that they would suffer a hardship by the use of it by a Canadian firm. There would be no objection in regard to making use, however, of a trade mark or brand that has been used for one line of goods and adapting it to another line.

Chancery courts, of trade marks as property capable of legal protection.

The fusion of the principles of common law and equity, effected by the Judicature Act of 1873, brought the common law courts into line with the Chancery. From that date the plaintiff was no longer required to prove fraud, but merely that the "get-up" of the defendant's goods actually did mislead or was calculated to mislead, the public into believing them to be the goods of the plaintiff's manufacture.

Means of Protection Provided

The Merchandise Marks Act of 1862, and later the Trade Marks Registration Act of 1875, were passed to provide adequate means for the protection of the trade mark. The Trade Marks Registration Act of 1875 introduced a new era in the history of trade mark law. The principles which it formulated have in the main been adhered to up to the present day. It was designed to afford protection to the trader on the one hand, and to the public on the other, against the abuse of trade mark rights.

A register of trade marks were established and placed under the control of the Commissioner, afterwards Comptroller, of Patents. Registration was not obligatory, but it was made a condition precedent to the bringing of an action for infringement of trade mark. After five years, registration was treated as conclusive evidence of the registered owner's title to his trade mark. In the interest of the public, on the other hand, the Act required the publication of all registered trade marks and their definite appropriation to certain classes of goods, so that any member of the public might know, by inspecting the register, the precise features and scope of any particular trade mark for which an exclusive right of use was claimed. The Patents, Designs and Trade Marks Act of 1883, expressly barred the use of geographical names and words describing or commending the quality of goods. "Bovril" was allowed to pass muster, but a word such as "Triticumina," as applied to wheat-meal bread and biscuits, was rejected as descriptive.

By the Trade Marks Act of 1905 a trade mark was defined by statute of the British Parliament as: "A mark used or proposed to be used upon or in connection with goods for the purpose of indicating that they are the goods of the proprietor of such trade mark by virtue of manufacture; selection, certification, dealing with or offering for sale."

A trade mark is not in any sense a guarantee of quality. It warrants neither excellence nor uniformity. But the manufacturer, ever mindful of the value of having a trade mark associated with these qualities, as a rule strives to have his goods known because of their excellence and uniformity.

Recognition Given

Towns, cities and provinces, etc., are all coming to a recognition of the trade mark. Whereas the mark which might

WHAT THE CANADIAN GOVERNMENT DEEMS TO BE TRADE MARKS

The following extracts from the Canadian Statutes bearing on trade marks from the "Act Respecting Trade Marks and Industrial Designs," is of interest from a Canadian standpoint.

"5. All marks, names, labels, brands, packages or other business devices which are adopted for use by any person in his trade, business, occupation or calling, for the purpose of distinguishing any manufacture, product or article of any description manufactured, produced, compounded, packed or offered for sale by him, applied in any manner whatever either to such manufacture, product or article, or to any package, parcel, case, box or other vessel or receptacle of any description whatsoever containing the same, shall, for the purposes of this Act, be considered and known as trade marks."

"16. A general trade mark once registered and destined to be the sign in trade of the proprietor thereof, shall endure without limitation."

"17. A specific trade mark, when registered, shall endure for the term of twenty-five years, but may be renewed before the expiration of the said term by the proprietor thereof, or by his legal representative, for another term of twenty-five years and so on from time to time; but every such renewal shall be registered before the expiration of the current term of twenty-five years."

be adopted by a city is strictly not a trade mark, however it indicates that the goods bearing it have come from a particular locality or made by certain people, and that is a point of interest. It was only last week in Toronto, in addressing the members of the Canadian Manufacturers' Association, that Lloyd Harris made reference to what he considered the necessity of Canadian manufacturers adopting a uniform trade mark for Made-in-Canada goods. It is more than likely that the suggestion will be followed up and some action taken in the near future.

Value Hard to Estimate.

The value of a trade mark is pretty difficult to estimate. Some captains of industry place more real value on a celebrated trade mark than they do on the dollars and cents in a plant. The feeling which these men have is that the trade mark represents their good name; that it stands for something besides just a stamp on a piece of merchandise. Back of the trade mark which this type of manufacturers utilize is more or less an ideal. They are building plants to turn out goods which will measure up to a standard and not down to a price. Therein is one of the greatest reasons for the adoption of a trade mark and making same stand for goods of highest quality.

The president of one corporation, in a speech at a celebration of its success, made the statement that each letter of one of its word marks was worth \$1,000,000. The value of the trade marks of the American Tobacco Company, as shown by the dissolution proceedings in the United States Supreme Court, was estimated at \$45,000,000. That represented one-fifth of the assets of this great corporation, which is most decidedly a big portion to be in trade marks unless the value is there. It is really not surprising that such a value was placed on its trade marks, for it had been the policy in the formation of that organization never to take in a competitor unless he had a valuable mark to identify his goods.

SUGAR PRESIDENT IS OPTIMISTIC

At the annual meeting of the Atlantic Sugar Refineries, Ltd., the president, D. Lorne McGibbon, intimated that, in addition to heavier domestic business, the export of refined sugar was steadily larger. The European countries figuring as buyers now are Great Britain, France and Greece. Mr. McGibbon stated, however, that his firm was paying first attention to the home demand.

Referring to supplies, the president stated that his firm had ample manufacturing material to last into September or October next.

Absolutely too Busy to Write an Ad.

Never saw such business before—We have the goods you want; possibly that may explain.

True & Blanchard Co., - Newport

There is at least the merit in this use of newspaper space of keeping the firm's name before the public. Too often retailers when pressed with business omit their announcement altogether or leave in an ad. which is out of date, or list unseasonable merchandise. The customers of this firm's store must realize that the firm is right on the job and ready to take care of their requirements. It is an unusual use of space and it is often by getting in this variation that the retailer creates a greater interest and keeps the customers' attention focused on his offerings.

A Clerk's Capacity—Financial Thought

What is the Selling Capacity of a Clerk is Discussed — Pile Up Business Insurance Now—Set Aside a Definite Amount Each Month

ONE whose experience points to large sales per clerk writes interestingly, but without sufficient data, as follows:

Ontario, May 31, 1919.

Dear Sir,—I noticed some time ago your article on how much a clerk can sell. You are decidedly short for this section. I am running a little cash business which has been in operation less than seven months, and I sold in July just a little short of \$3,500, and I do not call myself a fast man by any means.

In the store in which I was employed before starting for myself, we sold as high as \$14,500 per month of general merchandise with a force of three men all told; one girl on the dry goods side, and one woman selling books. I have a girl to help this last six weeks, working the eight-hour day. She keeps the books. I do a cash business and load practically everything that goes out of the store on to the wagons, receive all the incoming goods, and deliver some stuff around town by hand.

I see no reason to doubt that if I had a girl with me long enough to train her to the work, we could turn out \$4,500 per month in groceries, with some men's and women's furnishings, shoes, etc. I do not see where I am making any great big bunch of money at this game, but I am my own boss for the first time in years, and certainly that is worth something. We have chain store competition close by, so we have to go some.

I do business on a small margin and price my goods pretty much as nearly as I can on the speed with which I turn them. I am inclined to think that if you could induce John M. Sawyer of Eastern Montana to tell just how much his men sell, it would seem almost incredible, and he is supposed to operate on 10 per cent. gross. I do not see why any active man cannot sell \$3,000 per month where he has nothing to do but sell, and the business is there for him to handle.

Yours very truly,

Got Premises Slightly Wrong

Perhaps it will be as well to wait for other comments on this important subject. But my friend has mistaken part of the premises. It is not a case of a clerk having nothing to do but sell. The former discussion covered average sales per employee, and in getting those statistics I included everybody—the proprietor himself, and in one instance the manager during a time when he was absent from his business for a month.

The man who reported sales of \$1,206 per employee included himself, his cashier, his delivery man—everybody around his shop—to answer my question:

What are Your Sales Per Employee?

All the stores I examined were straight grocery stores of all kinds. I do not know whether the inclusion of other merchandise would make it easier or harder to run up the individual sales. I know that in the days before the war high-grade clerks in fine grocery stores used to consider their turnover pretty creditable when it reached \$30,000 to \$35,000 a year, or \$100 a day, though of course many surpassed such records. Today, in those same stores, it might be easier to pile up sales, considering the high range of values; and it might be harder, because of the greater care with which people buy.

I shall be glad to have further information and suggestion from any quarter.

Business Insurance

Business insurance is the accumulation of a surplus in such form that it can be made available immediately. Money in the bank is the most available business insurance. It is also the easiest to understand. Every man knows that if he has money on hand beyond his needs, he is in a stronger position to meet unforeseen contingencies than if every cent is locked up in stock, accounts, fixtures and real estate, and he is weaker for every cent he does not offset by convertible assets.

But money in the bank earns nothing. The good business way is to have a surplus where you can get at it, and yet have it earn the maximum interest consistent with safety and availability.

The most difficult thing is to make the beginning. It is so hard just to lay aside the beginning of a surplus. But, if you once get started saving and laying aside your savings, that habit becomes fixed, too, and it clings with almost the persistence of a bad habit. So why not make the start?

Investment of Surplus

The usual way to start saving is through a plain, everyday, savings bank account. Every man should have one. Everyone should set out with a well-defined plan to set aside just so much each week, and then stick to the plan. Let nothing whatever turn you aside. Let that obligation be the first one fulfilled every week, no matter whether your bills are paid or not.

Of course, as I said last week, saving is made easy now, for we all are getting used to setting aside something regularly for Uncle Sam's loans. We have a way of saying that we are doing so much for our Government when we buy stamps and Liberty bonds; but, of course, what we really are doing is setting aside a surplus for ourselves in the future—getting well paid for providing our own business insurance.

Well, the habit grows. Pretty soon we find that we can put aside more than we think we need for Liberty bonds. Then a good way to figure is like this: "I have paid for my bonds, so now I'll pile up a little reserve to be ready for the next loan." Then when the next loan comes along you find you can handle it without breaking in on your reserve—and then you may feel that you have really learned how to save.

Invest With Greatest Care

When it comes to investing your surplus, two points come up for most careful consideration—what to do and what not to do. Let your thoughts dwell emphatically on the not.

Next, remember this tremendously important truth: There are more disasters in business as a result of going too fast than too slow, and this other truth: Very little money would be lost if men could only realize that one of the best ways to make money is to keep it. So just let your surplus lie in the savings account drawing its 3 to 4 per cent. while you decide how it can be invested to better advantage.

Another thing: Surplus should be divided into two sections. There must be the first line trenches, the first line of defence, made up of the strongest kind of securities, such as can be turned into money at once, with little or no shrinkage. Then there is to be the line of reserves—funds which earn a little more income but can be brought into service somewhat more slowly. To-day the first line is filled with Liberty bonds and war stamps, for those can be cashed at once with little loss, or can be borrowed against without a second's delay.

For the reserve forces there are plenty of good securities to be had nowadays which yield 6 per cent. or more with such features of soundness and convertibility as make them very attractive to a conservative investor, and that is all you want to be in handling your business insurance. It is well, therefore, to consult your banker as to what you may wisely do with your funds.

Bankers' Ways

To have a heart-to-heart talk with a banker on such a subject for the first time is a mighty interesting experience. Your first impression is apt to be one of disappointment, for you will find him so cautious, so doubtful of many things which to you seem so promising, he will seem so stuck on things which yield only 4½ to 5 per cent., that you will think there is just no use in trying to get good interest and security.

Then remember that the banker knows through long experience that not everything which promises well turns out well. He is used to being the guardian of

(Continued on page 44.)

IS TAKING THE CLERK OF A FELLOW MERCHANT EVER JUSTIFIABLE?

Some merchants give their opinions as to what methods a merchant may honorably use to secure the services of a trained clerk—Some interesting suggestions.

IS a merchant justified in making an offer to the clerk of another store to enter his employ? If not how can a merchant obtain a trained clerk in an honorable way, and how can the clerk's interests in the matter be safeguarded?

These questions were suggested by a letter received some time ago from a grocer complaining that after he had spent some years in training a clerk, till he had gone through the unproductive period, and had become a producer of business, he had lost to another merchant in the same town, who had not spent any efforts on his training and had not carried him through the early, unproductive months.

This is a real problem, that is facing many merchants, and as such it was presented to a number of other grocers, to find out how their thoughts stood on the matter. The results of this enquiry are presented herewith.

That the onus of any move should rest with the clerk is the opinion of the majority of the merchants replying. They feel that the clerk must be left to decide where his own interests lie, but deprecate any influence being exerted upon him by interested parties.

James Redden & Co., Kingston, Ont., write:

"In our opinion, one merchant should not try to coax away another merchant's clerk even by offering higher salary. Should there be a vacancy any person could apply—then the onus or responsibility of the change rests with the clerk—not with the merchant. That is the way a clerk could better himself by applying for a vacant position in what he would consider a better store. That would be perfectly justifiable, and the merchant employing him would be doing nothing underhand."

Wm. H. Drury, Gelert, Ont., is of the same opinion:

"I would say that I do not think it a good policy or fair treatment for one merchant to coax or induce another merchant's clerk to leave, even at a higher wage. Advertising is the most business-like way, as then you are not stealing or coaxing a clerk from some other merchant's employ."

H. S. Moffatt, Jasper, Ont., contends that no merchant should approach the clerks of another merchant. If in need of an experienced clerk, the merchant can advertise his requirements, and then he may honorably deal with any applicant who may be interested in the position.

Gorman & Co., Caledonia, Ont., are

not inclined to think that there is anything underhand in one merchant making an offer to the clerk of another, though they believe that advertising is the best way to achieve the result. There is an interesting suggestion in the letter as to the way of avoiding the difficulty of having a clerk work for two firms in the same town. "Have the clerk sign an agreement when he is employed that if he works for any other merchant in the same town prior to the expiration of the agreement he will forfeit \$100."

Benson Brothers, Guelph, Ont., believe that approaching the clerk of another merchant direct in not an honorable action. If a clerk is needed, he holds the merchant can advertise, and if the clerk applies, then there could be no objection to the advertiser opening negotiations with the clerk, no matter where he had worked before. Continuing, Mr. Benson says: "The retail grocery trade is suffering to-day from lack of experience. I think I am not far out when I say that two-thirds of the men to-day in the retail grocery business are men who have never learned the business, but who have just stumbled into it. If the standards of the retail grocer are to be raised to a higher level we must take boys on young, and train them thoroughly ourselves and not look with covetous eyes towards our neighbor."

W. A. Singleton, Singleton, Ont., thinks that the first move between the clerk of one store and the owner of another should come from the clerk. The merchant can advertise, and it is for the clerk to take all risk of losing one job for a better one. The crux of the whole matter however, in Mr. Singleton's mind, lies in treating the clerks so satisfactorily that they will not want to leave.

The J. B. English Co., Plattsville, Ont., is one of those who believes in a general open season for clerks. "Competition for clerks is the only chance they have for advancement," he states. "Where the merchant is paying full value he runs no chance of losing his clerks."

J. W. Haigh, manager for Graves, Bigwood & Co., Byng Inlet, Ont., writes:

"I do not think a merchant is justified in making an offer to the clerk of another store unless he feels confident in his own mind that the clerk is dissatisfied with his position and is desirous of making a change. I think the best method of obtaining a clerk is through the travellers, they are well acquainted with the clerks in the different stores and usually well posted as to who are looking for a change or improvement in

position, and know the capabilities of the clerk.

"I do not think that any agreement between merchants not to take one another's clerks would be a possible stand. If any such agreement were in force the clerk in most instances would have no means of protecting himself or of procuring advancement at his disposal and it would simply drive the clerk into other channels of employment.

"In summing up I feel strongly against one merchant approaching another merchant's clerks and especially those that are in competition but as far as possible engage from outside points, this of course applying to country trade."

A Bonus System Might Help

A. V. Gillies, 207 John street, Hamilton, states that he does not believe that the enticing of another merchant's clerks from his employ is an honorable act. If a clerk is needed, he continues, "advertise in your daily papers and your weekly CANADIAN GROCER stating requirements. I do not blame the clerk for bettering himself if he can. One way of meeting the difficulty would be to give the clerk a bonus every three months, or six months, or a year, as the case may be. If they leave before their time they would of course lose the bonus. This is one way of keeping them interested in the business itself."

The Porter S. White Company, Peterborough, Ont., are emphatically of the opinion that one merchant is not justified in approaching the clerk of another in an effort to have him enter his employ. On the other hand it is recognized that the fault is very often with the first merchant when such a thing occurs. "One mistake we often make with our clerks," they state, "is in not to advance them at the right time. It is much nicer for the employer to say to the clerk: After this week your salary will be so much, and not have the clerk always asking for more salary. Sometimes instead of asking they get it some other place. So often there is not confidence between employer and clerk.

"With two men of the same business standing, it should not be possible for one to capture his neighbor's clerk. He certainly must be worth the same to one as to the other. One thing I would like to see stopped is, after training a clerk to good salesmanship, have him start business for himself in the same town or city. I know one grocer man who has had no less than four of his men commence business in Peterboro."

Toronto Grocers' Holiday at Cobourg

Annual Event at Lakeside Town Provides Entertainment in Plenty for Toronto Grocers and Their Friends

OLD SOL shone forth in all his splendor on Wednesday last, thus evidencing his hearty approval of the annual outing of the Toronto grocers. It was the 33rd annual event of its kind of the city grocers, and it goes down into history as an unrivalled success. The destination was Cobourg, and all things seemed to work together for the happiness and pleasure of the 800 or more grocers and their families, sweethearts and friends, who were passengers on the steamer Corona, bound for that delightful spot on the northern shores of Lake Ontario.

Victoria Park, one of the beauty places of this pretty town, gently sloping to the lake, makes an ideal spot for the picnicking, sports and games. Bathing, races and baseball made the afternoon pass all too quickly. It was a day of enjoyment from beginning to end, and if there was anyone who did not have a good time it certainly was not due to the indifference of those who had the arrangements in hand, who were untiring in their efforts at all times to make the day one of real pleasure for all.

Plenty of Ginger

There was not a slow moment from the time the Corona left her moorings at the Yonge Street wharf at 8 o'clock in the morning, until she docked there again shortly after ten that night. It was a day unmarred by misfortune. Grocers work while they work and play while they play, and speaking collectively they are equally as successful at one as at the other. Many and devious were the plans provided for the entertainment of the crowd on the journey to Cobourg. It was one thing after the other in the way of amusements, and those who did not care to loiter on the decks, enjoying to the full the lake breezes, found plenty of amusement inside. There were guessing contests, a nail-driving contest for the ladies, hooping a small bag of sugar, also for the fair



Members of the committee who organized the grocers' picnic. Among them will be seen such stalwarts as Jerry Burns, W. J. Nichol, D. W. Clark and Donald McLean in the front row, and John Davison, Donald Nicolson and "Billy" Miller in the centre. J. B. Folk, secretary of the Grocers' Section, is second from the right at the back.

sex, throwing marbles for both the ladies and the city travellers, all of which made keen and exciting sport. With "Billy" Miller, secretary of the Retail Merchants' Association; D. W. Clark, Avenue Road; Nelson Werrin, St. Clair Ave.; E. Towler, Bloor Street, and other "live wires" of the committee things were kept moving. It was a matter of note the whole-hearted way the ladies entered into the various contests. The prizes were more than sufficient inducements to enlist an army of entries in the different events. An endless array of the ladies of the party good humoredly waited their turn to take a try at the nail driving, but it remained for one little woman to drive it home with the smallest number of strikes, namely nine.

E. Towler, Bloor Street West, made himself popular with the fair sex in this event by his encouraging remarks.

Hooping the bag of sugar was another laugh provoker and enthusiasm made up for what was lacking in skill among the contestants. Mrs. Hucker, Olive Ave.; Miss Kemp, Indian Road, and Miss Boddy, Marueretta St., were equally winners in the first round, and final trials resulted in the contest being won in the above order.

Those Athletic Travellers

It remained for the marble throwing of the city travellers to provide the real contest of the trip. There was only one prize in this event, thus rendering keener the interest, and testing the skill of the contestants to the utmost. G. E. Hills, however, was the winner of the cuff links, throwing four out of five marbles into the barrel. Music too had its part in the proceedings on the boat, both going and coming, and on the return, the younger folk, and not a few of the older ones, joined in a dance, another pleasurable feature of the outing.

The Genial W. C. A Feature

"Billy" Miller, as he is popularly known among the retailers, was as genial as ever, and was thorough in his efforts to make fun for the grocers, as he was in the work of pushing through the early closing by-law recently. As announcer he was here, there and everywhere, both on the boats and on the grounds. The athletic events were well

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The race for Toronto grocers who have been in business over 10 years. E. Flemming winning the race.

Giving an Individuality to Products

The Trademark More and More Becoming a Selling Factor, Gives an Individuality to a Product That Makes a Strong Appeal to the Public Mind—Some History of the Origin and Meaning of Certain Marks

THE era of advertising heralded the era of trademarks. There is little purpose in exploiting the qualities of products that may be more or less general with a number of manufacturers. There may be differences in manufacturers that cannot be set forth in the commodity name of the product sold. Therefore, arose the trade name, a factor that has been growing in importance from year to year, till it has come to be that practically every manufacturer of a product does so under a definite trade name. These names, too, have grown in many instances to have a very definite and tangible value. Some of the better known trademarks are actually capitalized at millions of dollars. Because it is believed that the public's knowledge of this name is a strong selling argument.

There is often, too, a very interesting history behind these names. Sometimes they are chosen at random, sometimes because of some definite idea associated with the goods.

Herewith there is given the history of the choice of a trade name for a number of products that are known familiarly to the grocery trade.

Barrington Hall At Home With a History

For nearly twenty years the picture of a beautiful colonial mansion has been used on the Barrington Hall label as a trademark by the Baker Importing Company, manufacturers. When this brand of coffee was put out in soluble form also, both picture and name were retained.

Many inquiries are received by the manufacturers regarding the trademark and in reply to these it is explained that Barrington Hall is the home of the Baker family, located at Roswell, Georgia, near Atlanta.



Mrs. W. E. Baker, mother of the three sons, who are respectively president, vice-president and treasurer and secretary of the Baker Importing Company, still resides there.

Barrington Hall is a combination of English and Southern architecture with Gothic columns which run to the full height of the building, contrasting at-

tractively in their whiteness with the green of the beautiful trees and shrubbery which surround the place.

The Baker home has always been famous in the South for the fine coffee served there, and it was only natural, when the sons went into the coffee business, to adopt the name and Barrington Hall itself as a trademark.

"Salada" Trademark a Happy Chance

Many well-known names used in advertising have been decided upon rather as a matter of chance. They are none the less effective for this reason, however. Among the well-known names is that of "Salada" tea. As a matter of fact, the word was selected at random

"SALADA"

from a directory of Ceylon tea gardens, mainly because it was easy to pronounce. "Salada" was the name of a small post office in Ceylon and possibly there was a garden of that name at some time; the name, however, has disappeared from recent directories. The word has been widely advertised for many years, and through this advertising has gained a very definite market value.

The cut of the trademark shown herewith shows that the company uses practically entirely the same block letters that were selected 25 years ago.

"Indian Chief," a Bit of Indian History

The reason the words "Indian Chief" were adopted by Shaw and Ellis, Pocologan, N.B. as their trademark was because Pocologan is an Indian name, and there is a legend to the effect that there was an Indian town here at one time, and the chief's name was Pocologan, and it would appear from evidences along the shore that clams must have been their chief sustenance. There are numerous places close by where if the soil is removed for a few inches, you will find a solid bed of clam shells for a depth of from two to twenty feet, and covering from one-half to one acre of ground. That is why they printed on their cans, "Pocologan knew a good thing three hundred years ago, so do you; try them."

Believers in Trade Names

The words "Forest Cream" have been associated with certain products of Smalls Ltd., Montreal, for many years. "It first originated with us," stated G.

R. Small, managing director of the company, "about three generations ago under the style of Cream of the Forest, as a unique, descriptive name for maple syrup, maple toffee, etc., the products gathered from the Canadian forest. We consider it a very valuable appropriate trademark when applied particularly to



this product. We are strong believers of adopting trade names and marks, and consider names or words for distinguishing an article of more value than a design, as a name is recalled to the consumer by the channel, both of sight and sound, whereas a design is only conveyed through sight. We have adopted a large number of names, in fact every line of goods that we are turning out is sold under a distinct name. The word 'Smalls' is considered to be the most important mark used by the company. 'Forest Cream' comes next in importance and consists simply of the words 'Forest Cream,' regardless of form."

"Del Monte," a Californian Name

"California, so rich in romance and tradition is particularly favored with many beautiful names that hark back to the days when the Spanish Padres reared their quaint old missions in so many of its mountain valleys. Of these, none is so typical of the love these gentle folk bore for their adopted home as 'Del Monte,' meaning 'Of the mountain.'

"A more appropriate name could not have been selected than Del Monte—representing the fruits and vegetables which now grow so abundantly in the fertile mountain valleys, which years



ago were converted into primitive orchards and gardens, and which have since developed into a rich source of supply for the entire world."

"Sei" Brand Suggests the Product

The word "Sei," the trade name of the Consolidated Whaling Corporations, Toronto. "Whale steak" was adopted because the name suggested the product used. "Sei" is a species of whale which is particularly adapted for edible purposes, hence, when a name was wanted for the new product of whale meat, the name naturally suggested itself.

"SEI"

The trademark "Lux" was adopted in England about 19 years ago by Lever Bros., Ltd. The article was first put out under the name "Sunbeam Flakes" but it was considered advisable to have only one article in the soap line connected with the word "Sun." So that "Lux" light was decided upon as a word having nearly the same significance. The word "Lux" was registered in Canada on July 13, 1900, but its sale was hardly encouraged in this country until ten years ago.

"LUX"

Suggesting the Product

The word "Maroma," used to describe one of the products of E. W. Jeffress, Ltd., Walkerville, Ont., is a coined name that suggests the product. It is derived from the words mustard and aroma. The



aroma is given to the product, the manufacturers claim, by the blending of cream with the mustard after a certain particular formula, and, therefore, is a fair basis for a trade name.

Using the Firm Name

The trade name "Ioco" of the Imperial Oil Company's furniture polish. The word is derived from the first letters of Imperial Oil and the abbreviation for company. Not only this individual

word, but the entire label illustrated herewith is registered as the trademark of this product.



TORONTO GROCERS HOLIDAY AT COBOURG

Continued from page 42

contested. There were races for everyone and prizes galore. Entries were not lacking, and in all events, for both old and young, there was keen competition. As able assistants to "Billy" Miller, in the carrying out of the races, Dave Clark and Donald Nicholson inspired enthusiasm. Particularly it might be said of the former, who greeted the fair sex with open arms as they crossed the tape. One of the best events of the day was the Comfort Soap race for grocers over 45 years. The older fellows gave evidence of having once been sprinters, to be reckoned with, and though panting and exhausted were game to the finish, not one having fallen by the wayside. To George H. Thornley, Roncesvalles Ave., went the first honors, and the other winners, in the order named, were: Harry McDonald, John Davidson and Donald McLean. The fat man's race created considerable amusement, and amid the cheers of their admiring coaches, T. P. Paget and V. Brooks crossed the goal in first and second places despectively. The 100 yards dash, open to all comers, brought forth a formidable line of entries, but Percy Bone, Avenue Road, carried off the tea for first place, and E. Towler, Bloor St., the second grocer to cross the tape, is richer to the extent of a case of marmalade. Travellers were well represented on the excursion, and were much to the fore in the races, many of them proving as fleet-footed as the proverbial deer. H. S. Dellamoure, of Medland Bros., won the bacon in the event for travellers under 35 years, the expression bacon being literally true in this instance, for the prize was nothing less than smoked hammon, middle of Wiltshire bacon. Mr. Dellamoure was also the winner of the club bag in the special 100 yards dash. A. L. Ingram was the winner in the event for travellers over 35 years, and Victor Dawson was the first to cross the line in the special 220 yards dash.

Notes of the Day

The Grocers can be depended upon to provide a first-class outing.

W. Salter, Nairn Avenue, has reason to remember the grocers' picnic. He was winner of a \$50 computing scale in the attraction extraordinary.

The three prizes in the soup race were won by three sisters, some sprinters in that family.

Cobourg grocers were not as numerous at the picnic as their brethren of the city would have wished. There were none came forward for the special event for Cobourg grocers.

Some Cobourg grocer might have had 100 lbs. of sugar too for a little sprinting.

The travellers can still beat their clients at baseball, rolling up a score of 8 to 4 in a game not entirely devoid of features.

Harry McDonald's "muffing" at short stop, he says, is entirely due to lack of condition. He promises to do better next year.

Everybody on board was weighed going to Cobourg. It was a case of guessing average weights. Some of the heavyweight grocers look upon racing as strenuous reducing.

Mayor Denton, of Cobourg, extended a welcome to the visitors in the park in the afternoon.

There were some stiff and sore grocers on Thursday, it is reported, and patent liniments were resorted to.

Event extraordinary. Grocers' picnic 1920.

A CLERK'S CAPACITY—FINANCIAL THOUGHTS

Continued from page 40

others' funds, he feels his responsibility, he wants not to see you lose money. He knows that it is bad to fish for high interest and swallow the bait. So you will do well to be guided by what he says.

Then, as you go onward, accumulate more all the time and study investments and many things will be offered to you. Some of them will look very attractive, yield good interest, and yet seem secure. When such a thing tempts you, take it to your banker. He may know something of it not printed in the circular, or he may approve. In any event he will be able to guide you and save you from loss—the most discouraging thing that can come to an investor.

Well, think about this. Ask questions if you want to, but save some money from your business. It is almost perfectly safe to say that no merchant ever made any real money from his business until he learned to draw money out of it and put it to work outside.

HARRIS ABATTOIR ENLARGES

Building permits were issued to the Harris Abattoir Company, Toronto, recently for the erection of a frame and metal addition to their wool pullery on Strachan avenue, and a beef wrapping room. The total estimated cost is \$13,000.

Ontario Wholesalers Defend Association

No Evidence of Malpractice Discovered by the Commission — Association Does Not Deal With Prices—Wholesale Grocery Business no Longer Lucrative, Claims
H. C. Beckett—Support Inland Trade Commission

By T. M. FRASER, representative of the MacLean publications at Ottawa

Ottawa, June 26.

REPRESENTATIVES of the wholesale grocers of Ontario appeared before the Cost of Living Commission at Ottawa last week, those present being Hugh Blain and W. P. Eby, of Eby Blain, Ltd., Toronto; H. C. Beckett, of W. H. Gillard & Co., Hamilton, and A. C. Pyke, secretary of the Ontario Wholesale Grocers' Association.

Mr. Pyke, who was called first, stated that the Wholesale Grocers' Association had succeeded the Grocers' Guild, and its membership was practically the same. It has never been incorporated and has no by-laws or constitution, but proceedings are now under way to incorporate an association which will cover all Canada. There was a provincial association, but there was a similar one in each province and they worked in harmony.

Mr. Henderson, who was acting as counsel for the committee, read certain extracts from the minutes of the association, and asked for an explanation regarding them. With regard to one as to how canners were going to treat orders for export, he asked its meaning. Mr. Pyke replied that they desired to know whether there would be a short delivery or whether export orders would be filled in full and get the preference. There was no arrangement with the canners as to whom they should sell.

Association Does Not Deal With Prices

Some questions were then asked Mr. Pyke as to the membership of the association. He said it consisted of 72 members, comprising all the wholesale grocers of Ontario, with a few exceptions. They had never tried to maintain a uniform price, and do not keep any track of what members charge for goods. They deal chiefly with transportation problems, and were organized primarily at the suggestion of the food controller.

Coming upon a letter urging that the grocery brokers be organized, an explanation was requested. Mr. Pyke said a broker operates between the manufacturer and the wholesaler or between two wholesalers.

Mr. Henderson: "Why does not the wholesaler buy direct instead of through a broker?" Could he not save commission? There are four sugar refineries in the East: could you not get a price from the four for your 72 members without a broker?"

Mr. Pyke: "He is simply the sales agent of the refiners. Each refiner has a broker. They sometimes sell to the retailers, and are not under any obligation to the association not to sell. They can distribute cheaper through the

wholesaler than in any other way. If the broker sold the retailer it would no doubt influence the wholesaler in placing his orders; the broker would not get so much business from the wholesaler."

Mr. Pyke said members of the association had bought from manufacturers who sold retailers, but they do not get the support another would get.

Retailers Benefit As Well As Wholesaler

Certain manufacturers have been asked to guarantee against a drop in the price of goods in the hands of wholesalers, soap, for example, and to make an allowance to the holders if the price is put down, and in a great many cases that is carried on to the retailer.

Questions were asked regarding the business dealings of several manufacturers in Canada.

Mr. Pyke stated that the association never had any dispute with them about selling to retailers.

Wholesalers will sell to men who run a cut rate store; they must or they would not be in the business.

The matter of the York Trading Co. occupied a great deal of the time of the commission. This company wrote to the commission, complaining that the wholesale grocers were boycotting them, and refusing them membership. Mr. Pyke, Mr. Beckett and others were cross-questioned sharply on the matter. This phase of the inquiry is referred to later in this report.

Mr. Pyke said that the manufacturer would not stay with the wholesaler a minute if it were not the most economical way of distributing his goods.

Association Formed by Canada Food Board

W. P. Eby was called next. A good deal of his evidence related to the York Trading Co. Asked about the association of the wholesale grocers he said the association was formed at the request of the Food Board, the Guild having been inoperative for several years. All the grocers in Ontario were in it except five or six concerns which were small with the exception of one. Asked if the association was opposed to co-operative organizations, such as those of the farmers, he said they believed the best method of distribution was from the wholesaler through the retailer to the consumer, and they do not sell farmers' co-operative associations. They could not expect the retailer in the country to buy from them if they sold to the consumer.

Wholesale Grocery Business No Longer Lucrative

H. C. Beckett, of Hamilton, Ont., was the next witness. He said

the wholesale grocery trade was no longer a lucrative business, and to keep going any wholesaler has to speculate. He thought about 40 per cent. of the grocery business was in proprietary articles and package goods. This was an advantage to small families living in apartments. It made the goods cost more. For example, cornflakes would probably cost three or four hundred per cent. more than oatmeal. In rolled oats what you buy in bulk for 6 cents costs 10 in packages. He thought a million dollars were thrown in the ash barrel every year, from the waste on tea packages. The trade created the taste for these packages and the consumer has to pay for it all eventually.

He warmly supported the idea of an Inland Trade Commission. Mr. Beckett, it is stated, was responsible for giving the United States the idea of a Federal Trade Commission. It is now understood that one of the things which this cost of living commission will recommend is an Inland Trade Commission. Mr. Beckett pointed out that the mail order business of the country was being done at a big loss to the Government. It should be investigated by some permanent commission. He claimed that the departmental stores needed investigating. They were ruining the country, so far as building up country life went. Mr. Beckett read to the commission a very interesting paper, making recommendations, which he laid before the wholesale trade.

Role of Monkey Not Appreciated

Regarding manufacturers selling to the retailers, Mr. Beckett said they could do that, but the wholesalers were "not going to be made monkeys of. The manufacturer could not run with the hare and hunt with the hounds. The wholesalers have to look after the interests of 95 per cent. of the retail trade of the country, and if the manufacturer proposes to sell to a few retailers he will have to sell to all and cut the wholesalers out. The manufacturer would have to charge more to the retailer if he sold direct than he now pays the wholesaler. The latter is a necessary evil." Mr. Beckett cited the case of currants brought from Greece by the wholesaler, and many other similar articles which the retailer could not import individually. Finally Mr. Beckett said he was in the worst business on earth, in which his net profit on a million and a quarter turnover was only six thousand dollars.

Mr. Blain was the next witness, and he read a carefully prepared paper stating his view of the situation and making

(Continued on page 47.)

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EDITORIAL BRIEFS

TORONTO city folk who have had to travel to work in jitneys are coming to the conclusion that the profiteer investigations should be materially enlarged.

SOME strawberry growers who refused to contract with the canning factories at 20 cents a box, because they thought there was more in sight, have grown somewhat sadder and wiser.

JOHN R. ROBINSON, editor of the *Toronto Telegram*, in his spirited appearance before the Cost of Living Commission, voiced at least one sound thought when he stated that it was mere folly for a committee of amateurs to attempt to investigate the evidence of a business expert.

THE Germans are still wailing over what they call a peace of might, but the evidence continues to the end, that it is the only type of peace they could be made to understand.

THE Senate, in its decision on the liquor, has driven another nail in a coffin that has been too long unoccupied.

DO WE WANT FACTS, OR MERELY A VICTIM?

WATCHING the deliberations of the Cost of Living Commission, it is impossible to overcome the impression, that it is not a judicial enquiry. The members of the Commission have apparently come together with the impression that someone is directly and criminally responsible for the cost of living, and they are going to entrap someone into

admitting his guilt. Time and again in the course of these investigations a witness has been induced to make some apparently damaging statement by a deftly worded question, and has been silenced as he attempted to make his meaning clear.

There are possibly some members of the community who have profited unwarrantably during the past years. It is possible that their profits have had some influence on the cost of living. This is all a possibility, but it is not an established fact and a commission, that, instead of proving this contention, uses it as a means of trying to trip witnesses into damaging admissions, is doing the country a harm and not a service. The country want the facts, and not a mere snap judgment; it wants them honestly and honorably obtained, so that it may be sure of their truth. It wants an investigating committee that is a court of justice, not a third degree.

LACKING A SENSE OF PROPORTION

THE enquiry into the milling industry before the Cost of Living Commission at Ottawa recently gave but another illustration of the fact that anything but bankrupt business is looked upon askance. Profits in themselves are an evidence of profiteering to the investigators, quite apart from whether they were made out of the public suffering or not.

Some of the smaller companies investigated came in for what practically amounted to commendation, because they did not show any appreciable profits. There was no suggestion that these companies had paid more for their raw products, or had sold the finished product for less. Nobody benefited. That was the only difference between the two. Just what is there inherently wrong in profit? Profit that bleeds the masses of the people is an abhorrent thing, profit that has been made out of the war-time agony of millions is a blight. But profit that is built on efficient management, careful direction, economic handling is a profit saved, not a profit ground out of anyone. Somebody gains, to be sure, but surely we are generous-spirited enough not to grudge a profit that has been honestly earned at no one's expense.

On a margin of less than 25 cents a barrel the milling companies made thousands and tens of thousands of dollars. What of it? If they had not made a cent the public might have purchased flour for \$11 instead of for the present price of \$11.15. They would have saved something over 1-13 of a cent a pound, or as it is generally reckoned that the average consumption of flour is one barrel per capita, the saving would be 15 cents a year. That saving would result if the mills operated on their present efficient basis without showing a cent of profit.

The investigators of big business seem to be sadly lacking in a sense of proportion, they are readily dazzled by a multitude of figures and fail to get them in their proper perspective, and only so can any reasonable judgment be made thereon.

John R. Robinson and Cost of Living

The Editor of the Toronto "Telegram" Goes to Ottawa and There Are "Wigs on the Green"—Not Much Evidence of Grey Matter Under the Wigs and Certainly Not Much Enlightenment on the Tangled Question of Living Costs, in the Combination Comedy-Farce-Melodrama Staged Before the Cost of Living Commission

"I HAVE often wondered," remarked an ex-Cabinet minister after the cost of living inquiry on Friday morning, "just what type of mind it was that produced the editorials in the Toronto 'Telegram.'" This is the explanation.

For an hour and a half the committee, and a large number of spectators, who had scented trouble, were spectators of a scene such as might happen at the trial of a group of Bolsheviks or I.W.W. followers; I say a group, because, although the centre of the stage, the wings and the orchestra were filled by only one individual, he was boisterous enough for a dozen. It was Editor John Robinson, of the Toronto "Telegram," and he came not to bring peace, but a sword. There was blood in his eye and contempt on his face as he confronted the committee; and his favorite gesture was to turn broadside on in his chair from time to time, and grasp his head in his hands with an expression indicating: "Oh Lord, how long must the tribune of the peepul, who ought to be back in Tronta tribuning, waste his time with this set of hopeless dubs!"

Mr. Robinson looks very much like Irvin Cobb, but he gives evidence like that recitation of our school days: "The Ravings of John Booth McCullough." The only way to report him would be with a battery of gramophones and moving picture machines. There was a move on foot during the progress of the inquiry to fine him for contempt of court, but a rapid calculation showed that to discharge the amount of contempt expressed would pay off Canada's war debt, probably ruin the "Telegram," close up the Hospital for Sick Children, and involve the selling of the John Ross Robertson collection; so it was abandoned.

There was no complete expression of Mr. Robinson's opinion of the committee obtained; because no sooner would one simile be half expressed than another more expressive one would occur to him, and he had to take it out in gestures of despair. But his looks were mighty eloquent. He would gaze at Devlin with the expression: "You are a snake!" turn to Hocken and register: "You worm!" Nesbitt he openly classified as a little lower than the donkeys; while as to the chairman, he gazed at him, moved his lips twice and turned away in despair.

The morning was not wholly wasted, however; a job was found for the Dominion Police at last. The sitting was so wholly disorganized, and the com-

mittee so often defied that a call went forth for the Sergeant-at-Arms. Now Bowie is as brave a man as ever bore a mace. He has not long returned from France, where he has been destroying large fat Germans, but he looked at the bulk of the offender, took a rapid mental survey of his own proportions, and whispered to the chairman. It is understood he said: "I could shoot him if you like, or hit him with the mace, or run my sword through him; but I do not believe I would ever be able to move him." He retired in good order along the whole front, and sent in a Sergeant of the Dominion Police. This was a concession to the liberty of the press; an ordinary offender is dealt with by a private. The Sergeant said never a word. His mere presence permeated the apartment. The editor of the "Telegram" realized that he was up against the Constitution, and gracefully subsided.

So far as any evidence he gave, that was a mere incident. They immediately turned to the question of oleomargarine, presumably to smooth things over. He said he had been informed that a better quality was produced and sold in England for sixteen cents than we pay 35 cents for here, and he was bound to see that the 92,500 readers of the "Telegram," mainly in Toronto, got a run for their money, even if Sir Joseph had to sell his baronetcy. The spread in margarine was too great in price, and not great enough when you put it on bread. He had not read the evidence given before the committee, but he knew the manager of the William Davies Company was too foxxy for the committee, and did not present the whole situation to them, because they had not had a competent lawyer to examine him. He had not told the committee what happened after the goods got past the retail store, although he was the head of the biggest chain of retail provision stores in Canada. All this did not matter, however, as the object of bringing Mr. Robinson before the committee, which was at the request of Mr. Devlin, was to show him where he got off at. Some doubt remained in the mind of the spectators as to the complete success of the move, as he had no evidence of any material nature to give, and a whole morning was wasted with the performance, which was extremely undignified.—T.M.F.

SURE THINGS

The shortest distance between buyer and seller is advertising.

It is the business of advertising to sell goods. The advertiser must deliver them.

There is no mystery to good advertising. Unless advertising pays the advertiser, it is not good.

Advertising assists the merchandiser to deliver the goods at the lowest cost and in the quickest time. That's service.

Spending some money to get more money is a phase of better business which appeals to the multitude and is practised by the few.

Kaiser Bill got more free writeup than anyone we know of—and now look at the darned thing! Yes, there is more to advertising than getting your name in the papers!—(From the Batavia, N.Y., "News").

MONTREAL PASSES BREAD BY-LAW

Details of the new bread by-law adopted by the administrative commission and submitted by them to the City Council show that bread loaves must weigh 12 ounces, 24 ounces, or multiples thereof, with net weights 13 hours after baking. Certain variations are allowed in the weights of bread when baked more or for a less period than 13 hours.

PROMINENT MONTREAL FRUIT MERCHANT DIES

John Mair, of Montreal, is dead. The late Mr. Mair conducted, for many years, a straight fruit business on St. Peter Street, and was a well-known figure, catering very largely to a man's trade, and for which he was particularly well located. He had been ill for several weeks.

WHOLESALE DEFEND ASSOCIATION

(Continued from page 45.)

recommendations, including an Inland Trade Commission. He gave figures showing that profits of his firm since the war began averaged 6.71 per cent. on the actual money invested in his business.

Then came on the case of the York Trading Company. It consists of 73 shareholders, nearly all retail grocers. Their capital stock is \$100,000 authorized and \$7,000 paid up. Their complaint was that they had been prevented from securing membership in the Wholesale Grocers' Association and could not purchase goods as wholesalers from the manufacturers. The case was dropped.

Pickle Purchases Decided by Grocer

Experience Shows That Few Customers Inquire For Special Brands of Pickles

THE story told in the panel on this page emphasizes the point that in few cases does one manufacturer's product dominate the market completely. In the majority of instances there are three, four, five or more standard brands of a certain article on the market. The most the majority of manufacturers can hope for is to bring their product within the circle composed of these recognized standard brands.

Basing conclusions on the investigations conducted, there are many different things to be done to accomplish this purpose. National advertising alone does not bring it about. Good traveling salesmen alone will not; neither will simply dealer co-operation in fair treatment and a fair margin of profit; nor an attractive package, nor low freights; nor even quality alone, although this is perhaps the most powerful agency.

But the manufacturer who bases the future development on a quality product; who maintains or improves that quality; who tells the retailers who are asked to sell it for him what are its dominant features and why it will be profitable for them to push it; who explains to the ultimate consumer its advantages and uses; who attends promptly to complaints, endeavors to prevent them in future, etc.—makes sure that his product stands on the market among the leaders in sales.

The good grocer is the foodstuff adviser of the housewife. He studies his goods and his business and knows the likes and dislikes of his customers. It has been stated frequently in these articles that the grocer has given preference to one line or another for different reasons, believing that the line he got behind was the most satisfactory to the majority of his customers. The good merchant in every instance is most careful about stocking quality products. He knows that if he buys an article which hasn't the quality to bring the repeat business, he loses. So that above all things the merchant with foresight bases his selections on quality when purchasing goods.

The housewife goes to the grocery store or is in telephone communication with her grocer every day. The grocer learns to know her tastes and prejudices, and she learns to rely on the grocer. There you have the combination that makes the grocer a most important selling factor in retail distribution. The grocer naturally suggests the lines that he believes will give his customer the greatest satisfaction. In many cases these have been nationally advertised. In

DOES THE GROCER HAVE TO SELL THE GOODS?

A short time ago a traveller called on a grocer in an Ontario town and urged him to place an order. The grocer being unconvinced, the traveller became more importunate. "We've got the goods," he stated, "and whether you want to handle them or not you have to. We have the name and the people will demand the goods." "You may be right, but I don't think so. I think I can sell another line, and I am going to try," was the reply of the merchant.

He promptly phoned another manufacturer of the same line in whose product he had confidence, and asked for an exclusive agency in his territory, and placed a five gross order. Then he got to work to sell the goods, and sell them he did. Moreover, he introduced them to transient customers, who later went to their own grocers and asked for this same brand. Hearing this the merchant in question released the manufacturer from the exclusive agency proposition.

"Look at my shelves," said he, "if you think the merchant can't sell the goods he wishes, providing, of course, they have the quality to bring the repeat orders." And the investigator did look at the shelves, and looked carefully. He found one small, and rather worn looking, package of the goods the traveller had said would demand a sale, and shelf after shelf of the line of goods the merchant had decided he could sell himself. Anyone may investigate for himself. The article in question was Jelly Powder and the merchant, W. J. Panter, of Beamsville, Ont.

A lack of tact and co-operation on the part of the manufacturer through his salesman was apparently responsible for the complete estrangement of this retail customer.

others they have not. That is not "substitution." It is "service."

Recognizing Customers' Preference

"In my experience, covering many years of varied connection with the trade as a grocer," stated Mr. Longeway, manager of Daw Bros. store, Verdun, Que., "I have always held to the plan, if possible, of giving the customer what she first asks for if it is in stock. It is better to do this, I believe, when a new customer comes into the store, or when anyone asks for a special article. Naturally, if we do not stock the line asked for, it is only good business to suggest another, providing we know it has the quality and will give satisfaction.

"It is possible to suggest afterwards lines that are known to be reliable and that one wishes to sell. It is necessary to treat each customer separately.

Changes From One Brand To Another

The Ayrshire Provision Co., Wellington street, Verdun, have changed from one brand of pickles to another recently and are finding the one last chosen excellent. This is — brand.

"We used to handle —, but in our estimation they did not keep the quality

Grocers Lay Stress on Importance of Backing Quality Goods to Ensure Repeats

up and we changed. In addition to good quality, we get good treatment from these people."

Mr. Whyte, asked as to his experience in selling an average line of goods, replied that he had no difficulty in selling what he wanted to, and that a line of groceries must be of good quality before he would buy it. His experience had been that of selling the lines he wished to push; but these must meet his own ideas as to quality; in addition to giving him a fair profit.

Manufacturers Should Consider Trade

A. O. Galarneau, 624 Wellington street, Montreal, believes that pickles would sell better to his trade if they were put up in vinegar suited to the tastes of a good many Old Country people, and among whom much of his trade is done. To CANADIAN GROCER Mr. Galarneau stated that these customers preferred pickles put up in a way to suit their taste. He believed that this was a matter the manufacturer might give some necessary attention to.

In speaking of his own sales, Mr. Galarneau stated that — pickles had always given his trade satisfaction. "I can make a very good profit on these too, especially on their bulk line," he said.

"Another thing. The — people did not boost prices on their goods. — for instance, put their prices up just when they made it awkward for the grocer."

This indicates the necessity of taking into consideration the retail grocer by the manufacturer. In Mr. Galarneau's remarks it is most clear that he, the grocer, is a factor to be appreciated in the passing of manufactured lines to the ultimate user.

Service a Factor in Determining Preference

Mr. Lalonde, of Beauvais, Lalonde & Co., St. James street, Montreal, stated that although they carried a good many lines of pickles they pushed — because they believed that they were the best goods they could buy. In addition to this they made a good profit on the line, and another feature that appealed to them was that these people gave them any quantity they desired of special goods. For instance, if they wanted a quarter of a dozen or half a dozen of one line, they were quite welcome to order in this way and they received very good service from these people. They had no hesitation in recommending this line to anyone who came in and asked for their best pickles. Mr. Lalonde said that he was unquestionably convinced

(Continued on page 51.)

CURRENT NEWS OF THE WEEK

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

Quebec

H. Dupuis has opened a branch grocery store at 346 Gilford Street, Montreal.

R. Verville, 250 Gauthier Street, Montreal, has removed to 381 Belanger Street.

M. Masse, grocer, has succeeded D. Poirier at 350 Bellechasse St., Montreal.

L. Lague, 56 Aqueduct Street, Lachine, has been succeeded by Plante and St. Onge.

I. Houle, 689 Laurie Street East, Montreal, has been succeeded by Houle and Mathieu.

Paul Corbeil, Montreal, grocer, 522 Iberville Street, has been succeeded by R. H. Gandrau.

Bourassa Freres, grocers, Montreal, have sold out to S. Kipness, who will continue at 271 Roi St. East.

Z. Colpron, grocer, 542 Atwater Ave., Montreal, has removed to his new premises at 99 Riel Street, Verdun.

M. Gagnon, grocer, Montreal, has bought out V. Boileau, of 1212 St. Catherine Street East.

O. Dupuis has moved his grocery business from 321 Forsythe Street, Montreal, to 407 Monsabre Street.

Turcot and Turcot, Montreal, have dissolved their grocery partnership, Albert Turcot continuing at 2441 Clarke Ave.

Mrs. A. Perrin, 3114 Drolet Street, Montreal, has succeeded to the grocery business formerly conducted by A. Perrin, deceased.

The Universal Importing Company, Limited, Montreal, have removed their offices and warehouse from the St. Nicholas Building to 118 St. Paul St. W., Montreal.

Augustine Compte & Cie, Ltee., Montreal, have removed from 725 Notre Dame St. to 1 & 3 St. Paul St., Montreal. This firm specializes in coffee, tea and spices.

C. A. Chouillou, formerly a merchandise broker of Montreal, but now of Paris, France, was a visitor to Montreal this week. Mr. Chouillou has been away for several years but is now making Paris his headquarters.

A. Lamoureux, who has been doing business on Robury Street, has removed his store to 535 Centre Street, Montreal.

George Montpetit, grocer, Montreal, has become occupant of the premises at 542 Atwater Avenue, recently vacated by Z. Colpron.

H. Fortier & Co., 67 St. Paul St. E., Montreal, have recently taken various grocery lines in addition to their tobacco, cigar and pipe business, and have several travellers covering Quebec territory.

Some of the Montreal butchers, as represented in the Butchers' Local 299, have been organizing with a view to pressing claims for a 44-hour week. They are also seeking a slight increase in wages.

Westmount stores are considering earlier closing. At least a by-law to this effect has been drafted and introduced for consideration of the city council. The new Act reads that stores shall close at 7 p.m. excepting on Fridays and Saturdays, and on the eve of a holiday.

Uncertainty seems to exist with regard to the price of bread in Montreal. Some agitation has been going on by the drivers and bakers for an increase in wages and decrease in the number of hours per week. If they succeed in demands suggested, it is stated that the cost of bread may advance one cent per loaf. The grocer would have to secure this much more for the bread sold by him.

Ontario

Samuel Dear, Western representative of W. Clark Ltd., Montreal, died suddenly on Monday the 16th inst. at his home in London, Ont.

E. W. Jeffress, of E. W. Jeffress Co., Walkerville, is convalescing at his summer home at Lake St. Clair after undergoing an operation on his throat, and expects to be back in business in a few days.

The Loblaw Stores, Ltd., Toronto, will hold a picnic for their employees on Wednesday afternoon, July 9. The picnickers will meet at one o'clock at Queen's Park, and go by automobile to their destination, which will remain a secret till the journey has been completed.

The Empire Paper Products Co., formerly of Sombra, Ont., has been re-organized with head office in Sarnia. H. W. Stuart (Stuarts Limited) has purchased the stock. New equipment has been bought and paper containers are now being manufactured. The name has been changed to the above, The Empire Paper Products Co.

BUSINESS CHANGES

Ontario

Charles Raison, grocer, St. Thomas, Ont., has been succeeded by Clarence Jolly.

H. and S. Smythe Co., general merchants, Toronto, have been succeeded by D. Gluckman.

W. M. Short, grocer, Toronto, has sold to D. A. Swan.

THE CANADIAN CREDIT MEN'S ASSOCIATION, LTD., ELECT DIRECTORS

At the annual meeting held to-day, the following were elected:

President, A. G. Parker, of W. J. Gage & Co., Ltd.; vice-president, Thos. W. Learie, of W. R. Johnston & Co., Ltd.; secretary-treasurer and manager, A. S. Crighton; directors: H. E. Dane, of

Dominion Rubber System (Ont.), Ltd.; George T. Dunn, of Canadian Steel and Wire Co., Ltd.; John B. Kirby, of Williams, Greene & Rome Co., Ltd.; Jas. A. Lamb, of Grant-Holden-Graham, Ltd.; E. A. Lye, of W. R. Brock Co., Ltd.; E. S. Little, of Robinson, Little & Co., Ltd.; C. Marriott, of Geo. Goulding & Sons; D. Marshall, of A. T. Reid Co., Ltd.; T. McMillan, of Ansley Dineen Hat & Fur Co., Ltd.; C. J. Purkis, of Caulfeild, Burns & Gibson, Ltd.; J. B. Ratcliffe, of John Northway & Sons, Ltd.; C. F. Richardson, of H. P. Eckardt & Co.; Mark Rowe, of Canada Furniture Mfrs., Ltd.

WM. RAMSAY, FORMER TORONTO WHOLESALE, PASSES

William Ramsay, a former Toronto wholesale grocery merchant, died recently in Bowland, Stow, Midlothian, Scotland, where for some years he has resided.

Born in Dalkeith, Perthshire, in 1835, he came to Canada in 1854, and established a small grocery and liquor shop at St. Lawrence, after seven years removing to 84-86 Front St. East, Toronto, and later to the south-west corner of Front and Scott Sts., Toronto, where his wholesale grocery firm became one of the most aggressive in Canada. His native shrewdness and enterprise led to the expansion of his business through Western Ontario and the Canadian West, just then opening up. He himself as a traveler went as far west as Regina. In 1882 he retired, and returned to Scotland, where he bought the estate of Bowland, Midlothian and Selkirkshire.

He has been very generous in his bequests to charitable institutions in the City of Toronto.

DESPITE STRIKE BAKERS CARRY ON

For some time past, rumors have been afloat that there would be a general strike of bakers in Montreal. This has now been effected, but in a minimized way so far as delays in delivery to the consumer are concerned. In fact the employers assert their intention to make the required bread and to deliver it to the consumer quite promptly, being assured, as they claim, of the continued support of their older bakers, and who are not the disaffected element.

As far as CANADIAN GROCER can learn, there has been little hardship as yet, but of course the bakers who use much automatic machinery are likely to be less injured in their operations than those dependent entirely upon master bakers for their daily output.

NEWS FROM WESTERN CANADA

TWO WESTERN MERCHANTS ADVOCATE CASH SYSTEM

WHILE the great volume of retail country business is conducted on a credit basis in Western Canada, numerous cases are being presented of merchants placing their business on a straight cash basis. They seem invariably to make good on this plan.

During the course of a trip through Central and Southern Manitoba a representative of CANADIAN GROCER discovered two general stores running on this principle, one of them at Macgregor and the other at Holland. In the case of the Macgregor merchant, Chas. E. Sheldon, he stated that he had been eight years in business. During the first five of these years he operated on a credit basis and lost \$3,000 in bad debts. At the end of that period he owed the bank \$1,500. During the last three years since he embarked on a cash business he has made no losses, and has a balance in the bank of \$1,500. He conducts business in a small way, and in a small town, his stock of groceries, hardware, harness, boots and shoes running only to about \$7,000, but he is carrying on and making good without any of the worries and disappointments he encountered in the old days.

"What was the effect on your business when you suddenly decided to change to the cash system?" Mr. Sheldon was asked.

An Inducement for Cash

"Well," he replied, "I made the change in the Spring of the year, when it would have been better to have made a strong start in the Fall, and I noticed that business fell off quite a little. However, the price adjustment that I was able to make soon brought a revival, for I was able to undersell the credit merchants and give the mail order houses a run for their money. I had never been able to compete with the mail order houses on the credit system except by operating with two prices, which always created distrust and was unsatisfactory. I am able to tell my customers that I save about \$500 for them on cash discounts from the wholesale houses, alone, and I press home the arguments that I have no overhead expenses, and have no occasion to tack on to their accounts what I lose from bad debts. I have discovered that the man with the biggest line of credit is always first to go to the cash store when he has the money. He is possessed of the idea that he is systematically being robbed by the credit merchant, and he is going to get his money's worth when he gets the chance."

Mr. Sheldon states that he is doing twice as well as he did when selling on time. He is out of debt. His profits

have increased. The world is a much more pleasant place in which to live.

F. L. Rawson of Holland Also Booms Cash

The Holland cash store is run by F. L. Rawson, an energetic young man who just took it over last Fall, before which it was operated on a credit basis. Mr. Rawson formerly conducted a straight cash business at Wapella, but sold out early in the war in order that he might volunteer his services to his country. When he took over the business last Fall the first thing he did was to send a form letter to every farmer in the district, as well as to the citizens of Holland, every one of which bore his signature. In the course of this letter he broke the news with regard to the cash system by inserting this clause:

"Believing that by so doing I can best serve your interests, it is my intention to conduct this business on a strictly cash or 30 day basis. Taking quality into consideration, a comparison of our prices will speedily prove to you that this arrangement will be to your advantage. It is my desire to provide you with high quality goods at the lowest possible prices at which quality goods can be sold."

When Mr. Rawson took over the business the inventory of the stock totalled \$10,500. In June of this year he was carrying a stock valued at \$12,500. He made good from the start, increasing his turnover each month. In April his turnover was \$600 more than in March, and in May \$900 more than in April. He states that he would not go back to the credit business under any consideration.

This young merchant has attracted considerable attention to his store by phenomenal bargains which he offers for Saturday and Monday each week, through the Holland Observer. When the writer was in Holland, early in June, he was offering men's and boys' shirts at 25c each, overalls at 50c a pair, pork and beans at 10c a tin, and similar snaps, all of which served to bring home to the buying public the fact that a cash store was able to make it worth their while to trade there.

Mr. Rawson agrees with Mr. Sheldon that when the man with the large account gets a little ready cash he takes great delight in spending it at the cash store. A considerable quantity of cream is shipped from Holland, and a considerable quantity of the revenue from this goes to the cash store.

This merchant goes out of his way always to meet the prices of the mail order houses. A customer came in to him recently, and told him his wife had decided to send to Winnipeg for six pairs of shoes at prices which appeared in the catalogue. He offered to buy the shoes

in that store if the mail order price could be met. Mr. Rawson sold the shoes.

THIS LOOKS LIKE A LIVE IDEA

By the judicious expenditure of \$25 when prices were low before the war, Messrs. Murdoch & Wilson, grocers, of Virden, Man., put in a window fixture that has the magnetic quality of forcing women to stop and gaze upon it and into it, incidentally having their attention drawn to the tempting array of groceries displayed in the window.

The fixture in question is nothing more than a fine, big bevelled glass mirror, measuring 42 x 56 inches in size. It attracts all women by catering to their age-old instinct of vanity, and at the suggestion of "Sandy" Murdoch, one of the members of the firm, a keen student of human nature, as well as a canny Scot, it is placed square in the centre of the window, just sufficiently far back to allow of the display of some goods, without marring the flattering reflection of this fine piece of glass. "They stop in hundreds to look at themselves," said Mr. Murdoch, "and I have watched the process time and time again of their attention being diverted from the mirror to fruit or special bargain displays to the left or right of the glass, when they would turn and come into the store. I wish," he added, "that I could get another mirror just as cheap to place inside. Perhaps we could then hold them a little longer."

A PROMPT CELEBRATION

When the announcement came that Germany would be given until June 25 to sign the peace treaty, the enterprising merchants of Esterhazy, Sask., got busy immediately, and planned a peace celebration to take place on the following day, namely June 26. A sport tournament followed by a dance was the programme of the day.

MANITOBA MERCHANT TO GIVE EVIDENCE

The Manitoba branch of the Retail Merchants' Association has forwarded to E. M. Trowern, the Dominion secretary, the names of the following merchants, representing various lines of trade in the province, for the purpose of giving evidence before the House of Commons committee on the high cost of living at Ottawa:

Grocers: A. E. White, of W. H. Stone Co.; butchers, Alex. Cooper; flour and feed, R. A. Douglas, of the Carnefac Stock Feed Co.; W. T. Devlin, boots and shoes; Robert Burns, of Burns & Co., clothing; F. Sparling, general manager of the Hudson's Bay Co., and H. L. Montgomery of Merchants Consolidated.

Gossip from the B.C. Coast

J. Goldstien of the Dominion Tobacco Co. is registered at the Hotel Vancouver, Vancouver, B.C. Mr. Goldstien expects to be in the city for a few weeks.

A. C. Chalmers, Vancouver manager for Donald H. Bain & Co., is at present visiting the packing centres of California.

The Vancouver representative of the MacLean Publishing Co. has just returned from a trip to Los Angeles, Fresno, Frisco, and Oregon and Washington points. The fruit packers and canners have so many more orders than they can possibly fill even at their own prices, that those prices will certainly be very high when named. The Santa Clara farmer is getting \$250 per ton for his prunes, in the orchard; his peaches net him \$100 per ton. The British market has contracted for large quantities of the better grade prunes at at shilling a pound f.o.b. California. These prices, regardless of the fact that there are phenomenal crops of all fruits in California this year. However, the prune growers in the Willamette Valley, Oregon, have a partial crop failure and the good prices going do not therefore make them very elated.

The "Key West" recently unloaded one of the largest single shipments to one consignor received at this port, consisting of 20,000 bags of Kotenashi beans for the Vancouver Milling and Grain Co. The same firm received 10,000 bags off of the "Methven" on the 20th. All these go forward to various points in the States. Considerable re-organization has been done in this firm recently. L. A. Walker, formerly sales manager, is now superintendent of branches. Mr. W. Lloyd Craig, formerly manager of the Victoria branch, has returned to Vancouver to manage the Vancouver branch. O. B. Flemming is leaving the sales force here to take charge in Victoria. T. N. Phillips, formerly with the Quaker Oats, Saskatoon, has joined the sales force, and the company has also secured the services of James Henderson, and E. P. Kilpin, both overseas men.

TIE UP OF COAST STEAMER ENDANGERS SALMON CANNING INDUSTRY

The serious dislocation of the canning and fishing arrangements consequent upon the "tie up" of the coast steamers plying to northern points, owing to the strike of the crews, was yesterday considered by a fully representative meeting of the B. C. Salmon Canners' Association yesterday, and the following resolution was unanimously adopted:

"That in the interests of the northern canners and fishermen it is imperative the steamboat service be resumed forthwith in view of the early commencement of the canning season, in order to enable returned soldiers, fishermen

and cannery crews to begin operations, and to insure the speedy delivery of necessary food and other supplies; and further, that as in the event of a lengthy interruption of the service, the salmon pack, upon the security of which a large proportion of our coast population depends, will be seriously imperilled, the secretary be instructed to urge the several coast steamship companies to use every effort to resume sailings immediately."

It is pointed out by W. D. Burdis, secretary of the association, that the season in the north will open June 20 and large numbers of men, many of whom are returned soldiers, are awaiting transportation to the points where this year the licenses are being issued by Chief Inspector Cunningham, who went north last Saturday, and unless these men are enabled to reach their objectives the whole industry will be paralyzed and great suffering and loss entailed upon all concerned.

PURCHASES DECIDED BY GROCER

(Continued from page 48.)

that this was the best line for them to sell, and that is why they have made their sales larger of this line than of all the others put together.

D. O'Neil, Beamsville, Ont., is confident of his ability to sell any line of pickles that he believes of good quality. As a proof of this ability, he does not always sell the same line, but buys the one that offers the quality at the most satisfactory figure. In the main, however, he sells —, because the line gives him a good profit and satisfies his customers.

W. G. Panter, Beamsville, Ont., handles three or four lines of pickles, more or less irregularly, but puts special emphasis on the sale of — because he has found it to be, generally speaking, the most satisfactory. Recently, however, he found himself out of this line and purchased a stock of — from a traveler who happened in just at that time. He found this line very satisfactory, and had no difficulty in selling it. "We are rarely, if ever, asked for pickles by any brand name," stated Mr. Panter. "We have served our customers for a goodly number of years, and they are confident that we will not give them anything that is not good, and it is therefore possible to sell them any line that may commend itself to us. We always, of course, make certain the goods are right."

McCullough and Marshall, Main street, Brampton, Ont., stock — and — pickles. Brampton, said Mr. McCullough, was not a good town for pickles. Too many people made their own, and the fact that there are large greenhouses in the town, made it possible to get green vegetables almost the year round. However, a short time ago this firm

stocked a large quantity of — pickles, and were very successful in pushing the sale of them. They sold two barrels of them in a very short time. Customers very rarely asked for a particular kind.

W. E. Coates, Main street, Brampton, had the same experience as the other grocers in Brampton, finding that pickles were not inquired for a great deal, because of the fact, largely, that green vegetables were procurable almost the year round. However, he stocked — pickles and —. Sales of both would be about equal. One of these is a standard brand which has been on the market for years, the other not being very well known except to Mr. Coates.

Introduces a New Line to His Customers

John Isaac, 2316 Queen Street East, Toronto, sells both — and — pickles. At first he only handled —, but some time ago he introduced —. He pushed the latter, with the result that he established quite a trade in them. The casual customer often asks for a certain brand of pickles, but as a rule he was able to sell the kind he himself got behind and recommended. In fact that is how he sold — successfully, as they were comparatively little known when he first put them into stock. He stocked them more profitably and therefore got behind them with very satisfactory results.

James E. Ross, 2457 Queen Street E., Toronto, carries two or three brands of pickles, —, — and —. When a customer does not ask for any particular kind he sells them — brand and always suggests them when out of stock of the kind required. In most cases he is able to sell the kind he recommends.

Limit the Number of Brands

George Hesk, 2189 Queen Street East, Toronto, stocks both — and — pickles, but finds the latter sell best. Mr. Hesk does not believe in stocking too many brands of any one commodity, claiming that it does away with the possibility of profit by tying up too much capital.

For this reason he got behind — pickles. He sells them every time unless a customer is insistent on having the other, as these are the only two lines that he has. He thinks the former are a good article. Therefore he does all he can to place them before the public. He always recommends them to his customers, and has built up a big sale in them.

A. Hibben, 2298 Queen Street East, Toronto, finds that seldom do any of his customers ask for pickles by brand name, and when they don't he sells them the kind which he believes will always give satisfaction and which will yield him what he considers a fair margin of profit.

Western

J. B. Clark, general merchant, Raising, Sask., has sold to S. G. McCollum.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GENERALLY speaking, business conditions continue good during the week, though on certain markets labor difficulties make it increasingly difficult daily to do a satisfactory business. There is a generally stronger feeling on the whole, governing the grocery trade.

MONTREAL—Important changes are made for the week, and most of these are in the way of advances for various products. In addition to this there are strong tendencies for other lines, and advances for corn syrups are not unlikely, while prunes and raisins, such as are available, are ruling very high.

New high prices are announced this week for various canned meats and meats in glass, most of these being ox tongue. Fruit jars are up 50c per gross. Various soaps advanced from 25c to 40c per case and a line of washing powder is higher. Baked beans are up 25c per doz. for one line in "three's." Durkee salad dressing, on the other hand, is down. Spinach in tins and olive oil are marked down, though there is still a shortage of olive oil. Canned peaches of the better grade are marked up in one quarter. Rices have advanced materially on several of the better grades. Peanuts and filberts are higher in the United States and walnuts are reported to be unprocurable for import. Raisins and prunes are most unpromising in the matter of supplies. Maple syrup and sugar have made a twenty per cent. advance in price. Oatmeals are moved higher and there is a firmer undertone to rolled oats also. Potatoes, as already forecast in CANADIAN GROCER, have taken a tumble, due to the arrival of the new crop. Strawberries are down and watermelons and canteloupes also, while citrus fruits hold rather firmly. Winter wheat flour is firmer and quoted \$11.75 to \$12 per barrel.

The sugar situation is an interesting one, owing to the keen demand that has developed as a result of the beginning of the preserving season. The undertone is very firm and the

refineries are working to full capacity, with raws coming along well and regularly.

TORONTO—There has been a heavy demand for sugar of late, but apparently stocks are ample to meet the call being made upon them. All grades of rices are showing a much firmer tendency. Stocks are practically depleted at the present time and it is almost impossible to secure supplies. Coffee continues to advance so rapidly that the United States Coffee Exchange has limited the advance to 1½ cents a day. Canadian importing houses have practically withdrawn from the market till conditions become more stable. Tea also is in a very firm position. The exchange situation is not improving and this is having its effect on the situation. There is a possibility of further increases in the near future. There has been a heavy demand for canned salmon, due to the hot weather, and some advances have resulted from this run on already small stocks. Dried fruits are very limited in stock and prices are very firm, indeed, with no immediate indication of any change. Beans have advanced sharply during the week. Cereals also have reflected the sharp advance in the corn market. Fresh meats and provisions have advanced. Lard is also higher. Eggs are showing a little easier tendency, though prices are unchanged. There is a marked improvement in the stocks of poultry coming to hand and prices generally are easier. The same conditions prevail also in regard to fish. Generally speaking, however, the market shows a much stronger trend.

WINNIPEG—Market conditions are still unsettled, owing to the strike situation, and trading is far from normal. Under these conditions only the general trend of the various markets is of interest as the actual prices are unsteady. Rice and coffee are in a strong market with an upward tendency as regards prices. Some jobbers predict an advance in sugar. All markets are very firm with a shortage in some lines of canned goods and dried fruits.

QUEBEC MARKETS

MONTREAL, June 25—Unquestionably, and as the season advances, there is much less encouragement to the trade of getting adequate requirements of various groceries. An odd new line arrives and usually at an advanced price. This week there is a good trade passing and several changes of importance are made, nearly all of them of an increasing nature.

50c Gross Added To Fruit Jars

Montreal.
FRUIT JARS.—A fifty-cent advance per gross is made in the price of various fruit jars. The new prices just issued are as follows: Imperial Gem, pints, \$11.50; quarts, \$12, and half gallons, \$15. The wine measure Crown are the same price, while Perfect Seal are, respectively, \$12.50, \$13 and \$17.25 per gross.

Soaps Make Advance; Also Soap Powder

Montreal.
SOAPS, SOAP POWDER.—Advances of from 25c to 40c per case have been made this week for various soaps. Ivory prices are up 25c per case in the 6 oz. size to \$6.65 for single cases, while the 10 oz. size in single cases is advanced 40c per case to \$11.20. White Naptha soap is up 25c per case to \$7.25; Gold soap 15c per case to \$7.40, while Gold Dust washing powder is advanced from \$5.90 to \$6.25 for the No. 3 package cases, and from \$5 to \$5.15 per single case for the medium and small sizes.

Baked Beans, Tongue Up; Dressing Down

Montreal.
BEANS, DRESSINGS, MEATS.—Advances have been made for various grades of canned meats. Corned beef is up 5c per dozen and advances of from \$1.05 to \$14.10 per case have been made for some of Clark's ox tongue in glass and in tins, as will be found elsewhere in the proprietary list. The prices for tongue are particularly strong. Baked beans are up to \$2.75 for the 3-pound size, an advance of 25c per dozen. Durkee's salad dressing is lower. The large size is reduced from \$8.25 to \$7.80; the medium from \$4.50 to \$4.25, and the small size from \$2.25 to \$1.90.

Immense Sugar Sales; Demand Will Continue

Montreal.
SUGAR.—The refineries are working at top speed these days to overtake as much business as possible. There is a very heavy demand from the domestic trade, and this, added to that taken on in recent weeks on export account, has served to present a situation quite unparalleled for several months past. Grocers, wholesale and retail, did not buy freely for a long while, and now that the preserving season is here the demand is not easily filled, some refiners state. Export orders are, it is understood, be-

ing curtailed to meet the needs of the home market. There has been no price change and refining is being done to capacity.

| | |
|--|-------------|
| Atlantic Sugar Company, extra granulated sugars, 100 lbs. | 9 95 |
| Acadia Sugar Refinery, extra granulated | 9 95 |
| St. Lawrence Sugar Refinery | 9 95 |
| Canada Sugar Refinery | 9 95 |
| Dominion Sugar Co., Ltd., crystal granulated | 9 95 |
| Leing, barrels | 10 15-10 30 |
| Leing (25-lb. boxes) | 10 55-10 70 |
| Leing (50-lb. boxes) | 10 35-10 50 |
| Do., 1-lb. | 11 05 |
| Yellow, No. 1 | 9 75-9 55 |
| Yellow, No. 2 (Golden) | 9 45-9 55 |
| Yellow, No. 3 | 9 35-9 45 |
| Powdered, barrels | 10 05-10 20 |
| Powdered, 50s | 10 15-10 50 |
| Powdered, 25s | 10 35-10 60 |
| Cubes and Dice (ass't tea), 100-lb. bxs | 10 55-10 65 |
| Do., 50-lb. boxes | 10 65-10 75 |
| Do., 25-lb. boxes | 13 85-10 95 |
| Do., 2-lb. pack. | 11 95-12 05 |
| Paris lumps, barrels | 10 55 |
| Paris lumps (100 lbs.) | 10 65 |
| Paris lumps (50-lb. boxes) | 10 75 |
| Paris lumps (25-lb. boxes) | 10 95 |
| Paris lumps (cartons, 5-lb.) | 11 70 |
| Do., (cartons, 2-lb.) | 12 45 |
| Crystal diamonds, barrels | 10 55 |
| Crystal diamonds (boxes 100 lbs.) | 10 65 |
| Crystal diamonds (50-lb. boxes) | 10 75 |
| Crystal diamonds (25-lb. boxes) | 10 95 |

Spinach; Olive Oil Down; Peaches Up

Montreal.
CANNED GOODS.—Declines for spinach and advances for best grades canned peaches are the features of the week in canned goods. There is a demand for some lines of very good proportions, while the only line reported to be in rather good supply is that of canned tomatoes. Export business is still obtainable, and there will be a continued movement of this nature, it is expected. Olive oil, while a little scarcer again, has been somewhat reduced in price.

| | | |
|--|----------|----------|
| Choice | 0 24 | 0 25 |
| Slabs | 0 23 | 0 24 |
| Fancy | 0 25 | 0 26 |
| Apples (evaporated) | 0 19 | 0 21 1/2 |
| Peaches (fancy) | 0 25 | 0 25 |
| Faced | 0 19 | 0 20 |
| Choice | 0 20 | 0 24 |
| Extra choice | 0 21 | 0 24 |
| 12 oz. per pkge. | 0 16 | 0 18 |
| Pears | 0 20 | 0 22 1/2 |
| Un-ined Peels (old)— | | |
| Citron | 0 45 | |
| Lemon | 0 36 | |
| Canned Fruits— | | |
| Apples, 2 1/2s, doz. | 1 40 | 1 65 |
| Do., 3s, doz. | 1 50 | 1 80 |
| Do., gallons, doz. | 4 75 | 5 25 |
| Blueberries, 2s | 2 00 | 2 25 |
| Currants, black, 2s, doz. | 4 00 | |
| Do., gallons, doz. | 13 00 | |
| Cherries, red, pitted, doz. | 2 90 | 3 20 |
| Gooseberries, 2s, doz. | 3 00 | 3 00 |
| Do., 2s (pails) | 2 77 1/2 | 2 80 |
| Peaches, 20 oz., doz. | 2 50 | 2 50 |
| Do., No. 2 | 2 80 | 3 00 |
| Do., 2 1/2 (best) | 3 75 | 4 00 |
| Pears, 2s | 2 50 | 2 90 |
| Do., 2 1/2s | 3 25 | |
| Do., 2s (light syrup) | 1 90 | |
| Pineapples (grated and sliced), 2s | 3 60 | |
| Do., 2 1/2s | 4 50 | |
| Plums—Lombard | 2 00 | 2 30 |

| | | |
|--|----------|----------|
| Gages, Green, 2s | 3 45 | |
| Do., (light syrup, 2s) | 2 00 | |
| Raspberries, 2s | 4 00 | 4 20 |
| Do., 2 1/2s | 2 60 | |
| Strawberry, 2s | 4 25 | 4 50 |
| Canned Vegetables— | | |
| Asparagus (Amer.) mammoth green, doz. | 4 25 | 4 75 |
| Asparagus, imported (2 1/2s) .. | 4 85 | 5 25 |
| Beans, Golden Wax | 1 95 | 1 97 1/2 |
| Beans, Refugee | 1 40 | 1 42 1/2 |
| Beets, new sliced, 2-lb. | 2 10 | 2 35 |
| Corn (2s) | 1 45 | 1 75 |
| Carrots (sliced), 2s | 7 25 | 7 50 |
| Corn (on cob), gallons | 2 35 | |
| Spinach, 3s | 1 75 | |
| Spinach, California, 2s | 8 00 | |
| Do. (wine gals.) | 0 95 | 1 00 |
| Tomatoes, 1s | 1 40 | |
| Tomatoes, 2 1/2s | 1 90 | 2 00 |
| Tomatoes, 3s | 1 95 | 2 10 |
| Tomatoes, gallons | 6 00 | 7 02 1/2 |
| Pumpkin, 2 1/2's (doz.) | 1 10 | |
| Pumpkins, gallons, (doz.) | 4 25 | |
| Pears, standards | 1 45 | 1 50 |
| Pears, early June | 1 60 | 1 62 1/2 |
| Pears, extra fine, 2s | 2 30 | 2 35 |
| Do., fancy, 20 oz. | | 1 67 1/2 |
| Potatoes—Can. sweet, 2 1/2-lb tins .. | 2 75 | |
| Do., 2-lb. tins | 1 35 | |
| Olive (in bls, 49 wine gals.), gal. | | Per gal. |
| Specialties | | |
| Olive oil (pure), 1 gal. tins | 4 60 | |
| Do., 1/2 gal. tins | 5 40 | |
| Do., 5 gal. tins | 4 20 | |
| Tomato Paste, 100 tins (case) | 32 00 | |
| Do., 200 tins (case) | 33 00 | |
| Do., 12-10 lbs. | 39 00 | |
| Salad oil (bls. 50 gals.), gal. | 2 50 | |
| Olive, Queen, gal. | 1 45 | |
| Canned Fish— | | |
| Salmon— | | |
| "Clover Leaf," 1/2-lb. flats | 2 45 | 2 80 |
| Sovereign, 1-lb. flats | 4 62 1/2 | |
| Do., 1/2-lb. flats | 2 30 | |
| Chums, 1-lb. talls | 2 05 | 2 17 1/2 |
| Do., 1/2s, flat | 1 17 1/2 | 1 25 |
| 1 lb. talls, cases 4 doz., per doz. | 4 50 | 4 80 |
| 1/2 flats, cases 8 doz., per doz. | 1 50 | 2 00 |
| Pinks, 1-lb. flat | 3 25 | |
| Pinks, 1-lb. talls | 2 60 | 2 75 |
| Pale, 1/2-lb., doz. | 1 37 1/2 | |
| Pale, 1 lb., doz. | 2 37 1/2 | |
| Pinks, 1/2-lb., doz. | 1 62 1/2 | |
| Cohoos, 1-lb. talls | 3 75 | |
| Cohoos, 1-lb. flats | 2 25 | |
| Cohoos, 1/2 lbs., flat | 1 75 | |
| Herrings, kippers, ds. (4 ds. case) .. | 2 25 | 2 50 |
| Herrings (tomato sauce), doz. | 1 00 | 1 00 |
| Haddies (lunch) (1/2-lb.) | 9 00 | 9 25 |
| Haddies, chicken (canned), doz. | 4 00 | 4 40 |
| Red Springs, 1-lb. talls | 2 45 | |
| Red Springs, 1/2 lb. | 2 30 | |
| White Springs (1s) | 2 25 | |
| Salmon, Ganpe, Niobe Brand (case of 4 doz.), per doz. | 3 60 | |
| Labrador salmon, 1-lb. flat | 1 90 | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Whale Steak, 1-lb. flat | 6 75 | 17 00 |
| Canadian sardines (case) | 22 00 | 20 00 |
| Norwegian sardines, per case of 100 (1/2s) | | |
| Oysters (Canned)— | | |
| 5 oz., doz. | 2 60 | |
| 10 oz., doz. | 4 75 | |
| Lobsters, 1/2-lb., doz. | 3 60 | 3 75 |
| Do., 1-lb. talls | 8 25 | |
| Do., 1/2-lb., doz. | 6 00 | |
| Do., 1-lb. flats | 5 25 | |
| Lobster paste, 1/2 lb. tins | 3 25 | 3 40 |
| Sardines (Amer. Norwegian style) .. | 14 50 | |
| Sardines (Gen. Norwegian) | 22 00 | |
| Sardines—Canadian brands (as to quality), case | 6 75 | 17 50 |
| Sardines, French | 32 00 | |
| Scallops, 1-lb., doz. | 3 25 | |
| Scotch Snack, No. 1, 20s., Montreal .. | 2 50 | |
| Do., Eastern trade | 2 65 | |
| Do., Winnipeg and Western | 2 85 | |
| Scotch Snack, No. 2, doz. | 4 50 | |
| Shrimps, No. 1 | 2 25 | 2 50 |
| Crabs, No. 1 (es 4 doz.) | 6 75 | |
| Crab meat (Japanese), doz. | 6 50 | |
| Ciams (river) (1 lb.), doz. | 1 90 | |

Poor Raisin Promise; Will Prunes Come?

Montreal.
DRIED FRUITS.—Latest advices are not encouraging with regard to raisins, and it seems now that supplies will be harder than ever to get. Some have withdrawn prices excepting on sulphur-bleached grades. Prunes, too, are most difficult to obtain in full range, and there

is little hope of improvement for some time. The general tendency of dried fruits of all kinds is upward.

| | | | |
|---|----------|------|--|
| Raisins— | | | |
| Bulk, 25-lb. boxes, lb. | 0 13 | 0 20 | |
| Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6 crown cluster, \$7.00-\$8.75. | | | |
| California loose Muscatels, lb. | 0 15 | | |
| Cal. seedless, cartons, 16 oz. | 0 17 | 0 19 | |
| Choice seeded, 12 oz. | 0 14 | | |
| Fancy seeded, 16 oz. pkgs. | 0 15 1/2 | 0 16 | |
| Choice seeded, 16 oz. pkgs. | 0 15 | 0 17 | |
| Seedless, 11 oz., packages | 0 13 | 0 15 | |
| Do., 15 oz. pkgs. | 0 17 | 0 18 | |
| Do., bleached, 15 oz. (choige) | 0 15 | | |
| Do. (fancy) | 0 18 | | |
| Valencias, selected | 0 11 1/2 | | |
| Valencias, 4-crown layers | 0 11 1/2 | | |
| Sultanas (bleached), 50-lb. boxes | 0 18 | 0 20 | |
| Do. (15 doz. boxes) | 0 22 | | |
| Currents, old pack., 15 oz. | 0 29 | 0 31 | |
| Currents, Greek (bulk) | 0 18 | | |
| 12 oz. | 0 16 1/2 | | |
| 50-lb. boxes, loose | 0 20 | 0 23 | |
| 15 oz. pkgs. | 0 20 1/2 | 0 23 | |
| Pkgs. 5 oz. (20 pkgs.) | 2 09 | 2 69 | |
| Pkgs. 6 oz. (50 pkgs.) | 3 09 | 4 75 | |
| Pkgs. 4 oz. (70 pkgs.) | 3 70 | 5 09 | |
| 80 lb. Ainslia | 0 25 | | |
| 12 oz. | 0 26 | | |
| Do., new | 0 32 | | |
| Cal. currants (loose) | 0 18 | 0 22 | |
| Cal. "Currants," 15 oz. pkgs. | 0 20 | 0 22 | |
| Dates, Excelsior, per case (36-10s) | 7 00 | | |
| Do., Dromedary (36-10 oz.) | 8 25 | 8 50 | |
| Packages only, Excelsior | 0 20 | | |
| Packages only | 0 19 | 0 20 | |
| Do., Dromedary | 0 22 | | |
| Figs (layer), 10-lb. boxes | 2 60 | 3 00 | |
| Figs, white (70 4-oz. bxs) | 5 40 | | |
| Do., (28 8-oz. bxs) | 3 50 | | |
| Do., (12 10-oz. bxs) | 2 20 | | |
| Figs (cooking), 50-lb. boxes, lb. | 0 16 | | |
| Prunes— | | | |
| (25-lb. boxes)— | | | |
| 30-40s | 0 30 | 0 31 | |
| 60-70s | 0 22 | 0 23 | |
| 70-80s (25-lb. box) | 0 19 | 0 20 | |
| 80-90s | 0 16 1/2 | 0 17 | |
| 90-100s | 0 15 | 0 16 | |
| 100-120s | 0 11 1/2 | 0 12 | |

**No Bean Weakness
But Sales Light**

Montreal.
BEANS.—There is no weakness in the bean market but supplies are not disposed of in the regular way in large amounts. At the same time the demand is reasonably fair, in view of the advanced season.

| | | |
|---------------------------------|------|------|
| Beans— | | |
| Canadian, hand-picked, bush | 5 00 | 5 40 |
| British Columbia | | 5 00 |
| Brown Beans | 3 50 | 4 00 |
| Japanese | 4 90 | 4 60 |
| Yellow Eyes | | 5 50 |
| Lima, per lb. (as to quality) | 0 10 | 0 15 |
| Kidney beans | 6 00 | 6 50 |
| Peas, white soup, per bushel | 3 25 | 3 50 |
| Peas, split, new crop (98 lbs.) | 5 50 | 6 00 |
| Peas (blue) | 0 08 | 0 09 |

**Rices Again Up;
Will Rule High**

Montreal.
RICES.—Advances are made this week in many lines of rices. These increases are in definite line with the tendencies of the market as forecast in CANADIAN GROCER of late. That the market will rule strong is not doubted by the importers who are feeling that the difficulty of securing supplies abroad will not be removed for a long while. Japan is still buying supplies heavily where she can, while India's needs are large. The increases in this market for the week are from 75c to \$1.25 per 100 pounds, ordinary and fancy grades being affected, and the new quotations as revised appear below. There is a fair demand.

| | |
|--------------------------------|-------------|
| Ice Drips—Japan (per 100 lbs.) | 13 60 |
| Carolina | 15 00 |
| Honduras | 15 00 |
| Siam, No. 2 | 7 65 8 00 |
| Siam (fancy) | 10 50 11 00 |
| Rangoon "B" | 11 00 |
| Rangoon CC | 10 75 |
| Mandarin | 11 75 |
| Pakling | 11 00 |
| Tapioca, per lb. (seed) | 0 12 |
| Tapioca (pearl) | 0 12 |
| Tapioca (flake) | 0 11 |

**Higher Peanuts;
Filberts Firmed**

Montreal.
NUTS.—Advances have been made for filberts and peanuts in primary markets, and increases will probably come later. There is a 2c higher price for filberts, and peanuts of Virginia grades are so much in demand in the States that some of the Canadian importers have sold their supplies there, claiming that the demand at much better prices made it well worth while to sell there. Local supplies are rather limited, and in the matter of walnuts these are said to be unobtainable.

| | | |
|--|------|----------|
| Almonds, per lb. | 0 27 | 0 28 |
| Almonds (shelled) | 0 55 | 0 56 |
| Almonds (Jordan) | | 0 70 |
| Brazil nuts (new) | 0 24 | 0 26 |
| Brazil nuts (med.) | 0 15 | 0 17 |
| Filberts (Sicily), per lb. | 0 25 | 0 27 |
| Filberts, Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Peanuts (roasted)— | | |
| Jumbo | 0 19 | 0 20 |
| Fancy | 0 16 | 0 17 |
| Extras | 0 12 | 0 14 |
| Shelled, No. 1, Spanish | 0 19 | 0 20 |
| Salted Spanish, per lb. | 0 25 | 0 26 |
| Shelled, No. 1 Virginia | 0 15 | 0 15 1/2 |
| Do., No. 2 | | 0 14 |
| Peanuts (salted)— | | |
| Fancy wholes, per lb. | 0 38 | |
| Fancy splits, per lb. | 0 33 | |
| Pecans (new Jumbo), per lb. | 0 32 | 0 40 |
| Pecans, large, No. 2, polished | 0 32 | 0 35 |
| Pecans, New Orleans, No. 2 | 0 21 | 0 24 |
| Pecans "paper shell," extra large | | |
| Jumbo | | 0 27 |
| Walnuts (Grenoble) | 0 29 | 0 35 |
| Walnuts (new Naples) | 0 23 | 0 25 |
| Walnuts (shelled) | 0 78 | 0 80 |
| Walnuts (Spanish) | 0 30 | 0 33 |
| Note—Jobbers sometimes make an added charge to above prices for broken lots. | | |
| Orange | | 0 37 |
| Cut mixed (1-lb. cartons), doz. | 4 10 | 4 80 |
| In 36 lb. case | | 12 75 |
| Cut, 10-lb. boxes (lb.) | | 0 48 |

**White Syrup Active;
May Be Advances**

Montreal.
SYRUPS, MOLASSES.—That there will be advances for corn syrups seems most probable if the present advances of Chicago corn prices are maintained. True, there is not a heavy consumption of syrup at this season of the year, although an increase is reported in the sale of white corn syrups. Advances may have to be made at any time in the price. The molasses market is steady and unchanged.

| | | |
|-------------------------------------|----------|--|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb. | 0 07 1/2 | |
| Half bbls. | 0 08 | |
| Keas | 0 08 1/4 | |
| 2-lb. tins, 2 doz. in case, case | 5 15 | |
| 5-lb. tins, 1 doz. in case, case | 5 75 | |
| Jorn Syrup— | | |
| 10-lb. tins, 1/2 doz. in case, case | 5 45 | |
| 20-lb. tins, 1/2 doz. in case, case | 5 40 | |
| 2-gal. 25-lb. pails, each | 2 45 | |
| 3-gal. 35 1/2-lb. pails, each | 3 65 | |
| 5-gal. 65-lb. pails, each | 5 90 | |
| White Corn Syrup— | | |
| 2-lb. tins, 2 doz. in case, case | 5 85 | |
| 5-lb. tins, 1 doz. in case, case | 6 25 | |

| | |
|--------------------------------------|-------|
| 10-lb. tins, 1/2 doz. in case, case | 5 95 |
| 20-lb. tins, 1/2 doz. in case, case | 5 90 |
| Cane Syrup (Crystal) Diamond— | |
| 2-lb. tins, 2 doz. in case, per case | 7 90 |
| Barrels, per 100 lbs. | 9 75 |
| Half barrels, per 100 lbs. | 10 80 |
| Glucose, 5-lb. cans (case) | 4 80 |

| | |
|----------------------------|---------------------------|
| Prices for | |
| Barbadoes Molasses— | Island of Montreal |
| Punchons | 0 98 1 03 |
| Barrels | 1 01 1 06 |
| Half barrels | 1 03 1 03 |

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

**Twenty Per Cent. Up
Are Maple Products**

Montreal.
MAPLE PRODUCTS.—Advances have been made in the market for maple sugar and syrup, and these total about twenty per cent. This has been the result of continued demand from the United States. Added to this the shortness of supply has served to make a much stronger price situation, and as high as 28c per pound is said to have been paid for car lots of maple sugar. Syrup prices have been much higher at around \$2.50 per Imperial gallon. The condition on honey is steadily unchanged, with demand quite satisfactory for this season of the year.

| | | |
|--------------------------------------|-------|------|
| Maple Syrup— | | |
| 13 1/2-lb. tins (each) (nominal) | 2 50 | 2 60 |
| 10-lb. cans, 6 in case, per case | 20 15 | |
| 5-lb. cans, 12 in case, per case | 21 05 | |
| 2 1/2-lb. cans, 24 in case, per case | 21 30 | |
| Maple Sugar (nominal), small lots | 0 27 | 0 30 |
| Cases, 48 blocks (case) | | 4 30 |
| Honey, Clover— | | |
| Comb (fancy) | | 0 30 |
| Comb (No. 1) | | 0 28 |
| In tins, 50 lbs. | | 0 26 |
| 30-lb. pails | | 0 27 |
| 10-lb. pails | | 0 23 |
| 5-lb. pails | | 0 20 |
| Honey—Buckwheat, tins or bbls. | 0 18 | 0 20 |

**Peppers Exported;
Market is High**

Montreal.
SPICES.—In view of the fact that export demand has continued brisk for white and black peppers, the local markets are very strong, and retail prices may be advanced before a great while. There is a seasonably good demand for many lines and the basis is held quite firmly.

| | | |
|---|------|------|
| Allspice | 0 20 | 0 22 |
| Cassia (pure) | 0 32 | 0 35 |
| Cinnamon— | | |
| Rolls | | 0 35 |
| Pure ground | 0 35 | 0 40 |
| Cloves | 0 45 | 0 55 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 80 | 0 85 |
| Ginger | 0 28 | 0 38 |
| Ginger (Cochin or Jamaica) | | 0 30 |
| Wace | 0 80 | 1 00 |
| Mixed spice | 0 30 | 0 32 |
| Nutmegs, whole | 0 60 | 0 70 |
| Do., ground | 0 60 | 0 65 |
| Pepper, black | 0 38 | 0 40 |
| Pepper, white | 0 45 | 0 50 |
| Pepper (Cayenne) | 0 35 | 0 37 |
| Pickling spice | 0 25 | 0 27 |
| Paprika | 0 65 | 0 70 |
| Turmeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | | 1 30 |
| Cardamon seed per lb., bulk | | 2 00 |
| Caraway (nominal) | 0 75 | 0 80 |
| Cinnamon, China, lb. | | 0 30 |
| Cinnamon, per lb. | | 0 35 |
| Mustard seed, bulk | 0 25 | 0 30 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Shredded cocconut, in pails | 0 21 | 0 22 |
| Pimento, whole | 0 30 | 0 32 |
| For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb. | | |

No Declines on Teas Says Trade

Montreal.
TEAS.—Declines are less probable on teas as the season advances and the summer trade is quite satisfactory. Distribution of supplies continues to be made, and with prospects of having to secure new stock later at advanced rates the trade will doubtless continue to buy its wants regularly. Latest cables confirm the foreign markets as continuing firm from week to week.

| | | |
|--------------------------------|------|------|
| Pekoe, Souchongs, per lb. | 0 45 | 0 4 |
| Pekoes, per lb. | 0 49 | 0 |
| Orange Pekoes | 0 53 | 0 55 |

Japan Teas—

| | | |
|---------------------|------|------|
| Choice | 0 65 | 0 75 |
| Early picking | 0 55 | 0 65 |

Javas—

| | | |
|----------------------------|------|------|
| Pekoes | 0 39 | 0 41 |
| Orange Pekoes | 0 44 | 0 47 |
| Broken Orange Pekoes | 0 40 | 0 43 |

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

Outside Advances Made on Coffee

Montreal.
COFFEE, COCOA.—Advances have been effected in primary points for various grades of coffee, and these total from 4 to 5 cents per pound since the first of the present month. Local importers are endeavoring, they state, to hold off from making further advances at the present time, but if the strength continues outside this will be done later. In the meantime the trade is buying its needs regularly and there is a good demand. Cocoa markets are firm and fairly active when the whole range is considered. Iced cocoa is responsible for an improved demand in the larger cities, it is stated.

Coffee—

| | | |
|---------------------------|------|------|
| Bogotas, lb. | 0 41 | 0 44 |
| Jamaica, lb. | 0 36 | 0 39 |
| Maracaibo, lb. | 0 38 | 0 40 |
| Mocha (types) | 0 40 | 0 43 |
| Mexican, lb. | 0 40 | 0 42 |
| Rio, lb. | 0 35 | 0 37 |
| Santos, Bourbon, lb. | 0 41 | 0 42 |
| Santos, lb. | 0 40 | 0 42 |

Cocoa—

| | |
|------------------------------|------|
| In 1-lb., per doz. | 4 60 |
| In 1/2-lb., per doz. | 2 45 |
| In 1/4-lb., per doz. | 1 35 |
| In 10c size, per dozen | 0 95 |

Oatmeal is Higher; Limited Demand

Montreal.
CEREALS.—The midsummer lull is somewhat manifest with regard to the demand for various cereals and loose oatmeals, rolled oats, etc. Notwithstanding this the prices have advanced for standard, granulated, and fine grades 10 cents per sack. There has been considerable export for rolled oats, and this gave the mills an amount of business that was most acceptable, for the returns were satisfactory. The market is firm. Pot and pearl barleys are somewhat firmer.

Self-raising Flour—

| | |
|-------------------------------|------|
| 3-lb. pkgs., doz. | 2 90 |
| 6-lb. pkgs., doz. | 5 70 |
| Cornmeal, Gold Dust | 5 25 |
| Barley, pearl | 5 75 |
| Barley, pot, 98 lbs. | 4 75 |
| Barley (roasted) | 7 50 |
| Buckwheat flour, 98 lbs. | 5 50 |
| Cornflour, white | 5 00 |
| Rice flour | 8 75 |
| Hominy grits, 98 lbs. | 5 75 |

| | |
|--|------|
| Hominy, pearl, 98 lbs. | 5 75 |
| Graham flour | 5 75 |
| Oatmeal (standard-granulated and fine) | 4 75 |
| Oatmeal (packages) fine cut. | 5 70 |
| Pesa, Canadian, boiling, bush. | 4 00 |
| Split peas (per 28 lbs.) | 6 00 |
| Rolled oats, 98-lb. bags | 4 40 |
| Rolled oats (family pack.), case | 5 60 |
| Rolled oats (small size), case | 2 00 |
| Oat Flakes (case 20 pkgs.) | 5 10 |
| Rolled wheat (100-lb. bbls.) | 7 10 |
| Porridge Wheat— | |
| Packages, 36 in case | 6 00 |
| Packages, 20 in case (family pack.) | 5 80 |
| Tapioca flour, lb. | 0 15 |

Local Demand Light; Flour Export Still

Montreal.
FLOUR.—Demand from the domestic trade is light for flour. There is no change for standard war grade but the price has again stiffened for winter wheat flours. Export orders are not all filled yet and the mills hope to be kept operating some little time yet.

Standard Wheat Flours—

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

Shorts Moving; Bran Exported

Montreal.
FEEDS.—In view of the fact that there were outside markets, the millers have been disposing of stock to buyers in the States, and there has also been some domestic demand. This, in view of the weather conditions now, will be less. There is a fair demand for shorts, this being a rather active season for the same, it being used for some classes of feeding extensively.

Feeds—

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

Hay Much Less; Grains Weaker

Montreal.
HAY, GRAIN.—Much heavier deliveries of hay and the near arrival of new crop hay are the two factors responsible for a lowering of prices this week; another \$5 per ton being chopped from the prices of various grades. The grain markets, too, are weaker; prices are lower, and there may be further reductions. This, however, is always an uncertain quantity these days.

| | |
|--------------------------------------|----------|
| Good, No. 1, per 2,000-lb. ton. | 30 00 |
| Do., No. 2 | 27 00 |
| Do., No. 3 | 25 00 |
| Straw | 11 00 |
| Oats— | |
| No. 2 C.W. (34 lbs.) | 0 91 1/2 |
| No. 3 C.W. | 0 87 1/2 |

A CORRECTION

Through an error in last week's issue of the Toronto markets, the statement was made that Lilac Rose soap had advanced from \$5.10 to \$5.50. The facts are exactly opposite. The price has declined from \$5.50 to \$5.10.

| | | |
|-------------------|----------|----------|
| Extra feed | 0 87 1/2 | 0 89 |
| No. 1 feed | | 0 87 |
| No. 2 feed | | 0 81 1/2 |
| Barley— | | |
| No. 3 extra | | 1 45 |
| No. 3 | | 1 43 |
| No. 2 | | 1 43 |

Potatoes Skidded; More Vegetables

Montreal.
VEGETABLES.—It was definitely stated in CANADIAN GROCER that prices were due for a tumble on potatoes, and this decline has now become effective. The reduction is an immediate result of the arrival of new potatoes on the market in larger quantities, and those holding old stock now want to unload, and can only effect this on a lower price schedule. Latest prices per bag of 90 pounds ranges from \$1.25 to \$1.50 per bag. There is naturally a larger supply of green vegetables, and lettuce, rhubarb, carrots, beets, spinach, etc., are all available for less money.

| | |
|--|------|
| Asparagus (doz.) | 4 00 |
| Beans, new string (American) basket | 4 25 |
| Beets, bag | 1 00 |
| Do., new, doz. (Montreal) | 1 00 |
| Cucumbers, Florida (basket) | 3 50 |
| Do., Montreal, doz. | 1 25 |
| Chickory, doz. | 3 00 |
| Cauliflower (Montreal), doz. | 2 50 |
| Cabbage, new, crate | 4 50 |
| Carrots (new), doz. | 0 75 |
| Celery (Wash.), doz. | 2 50 |
| Do., crates (3-4 doz.) | 8 00 |
| Egg plant | 3 00 |
| Horseradish, lb. | 0 20 |
| Lettuce (curly), box (3 doz.) | 1 00 |
| Lettuce (Montreal), head | 1 25 |
| Leeks | 2 00 |
| Mint | 0 15 |
| Mushrooms, lb. | 1 75 |
| Basket (about 3 lbs.) | 4 00 |
| Onions, Texas, crate | 6 00 |
| Red, 100 lbs., bag | 7 50 |
| Onions (Shallots), doz. | 1 00 |
| Oyster Plant | 0 75 |
| Parsnips, bag | 2 50 |
| Parsley (Canadian) | 0 75 |
| Potatoes, Montreal (90-lb. bag) | 1 25 |
| Potatoes (New Brunswick), bag | 1 40 |
| Potatoes (new), Florida (per bbl.) | 8 00 |
| Radishes, doz. | 0 20 |
| Rhubarb, doz. | 0 20 |
| Spinach, box | 0 75 |
| Turnips, Quebec | 2 50 |
| Tomatoes (hothouse), lb. | 0 40 |
| Tomatoes, Mississippi flats (4 bas.) | 2 00 |

Berries Down; Also Melons

Montreal.
FRUITS.—As the season advances, berries are coming to hand more readily and the prices are declining. Quebec strawberries are offering at 20c per box this week, and will be lower next, it is expected. The price of imported melons and canteloupes is down and the supply is larger. Lemons and oranges are steadily held unchanged.

Apples—

| | |
|-------------------------------------|------------|
| In boxes | Per Barrel |
| Bananas (fancy large), bunch. | 5 50 |
| Cherries (California), box | 4 50 |
| Canteloupes, each | 0 20 |
| Grapefruit (fancy Porto Rico) | 4 50 |
| Lemons (California) | 8 00 |
| Watermelons, each | 0 50 |
| Pears, Cal. eating, small box | 4 00 |
| Pears, California (110 size) | 5 50 |
| Oranges, Porto Rico | 4 50 |
| Oranges, Cal. navel, 126 | 6 00 |
| Do., 150 | 6 50 |
| Do., 176 | 6 50 |
| Do., 200-216 | 6 50 |
| Blood oranges | 4 50 |
| Pineapples (24s to 36s) | 7 00 |
| Peaches (6 baskets) | 4 50 |
| Strawberries, large | 0 40 |
| Do. (Montreal) | 0 20 |

ONTARIO MARKETS

TORONTO, June 27—An advance of from one to two cents per pound on all rices, tapioca and sago, new advances on teas and coffees at primary points, are the features of the grocery markets this week. Sugar is selling very freely, and while the market is strong, no immediate jump in prices is anticipated. Fruits and vegetables are selling well and supplies are ample. Canned goods are also quoted higher on many lines, and raisins and currants are very firm.

Sugar is in Very Active Demand

Toronto.
SUGAR.—There is a very heavy demand for sugar at the present time, which is likely to be maintained throughout the summer. Stocks, however, appear to be fairly heavy among the different dealers, and representatives of the refineries do not look for any advance in prices, nor yet for any easier levels.

St. Lawrence, extra granulated 10 16
 Atlantic, extra granulated 10 16
 Acadia Sugar Refinery, extra granulated. 10 16
 Can. Sugar Refinery, extra granulated... 10 16
 Dom. Sugar Refinery, extra granulated. 10 16
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

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

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

Molasses and Syrups Have Little Inquiry

Toronto.
MOLASSES, SYRUPS.—There is very little demand at this season for molasses and syrups. The movement is always very slow in these commodities in the summer months. Prices show no change as compared with last week.

Corn Syrups—
 Barrels, about 700 lbs., yellow, per lb. \$0 07 1/2
 Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.

Cases, 2-lb. tins, white, 2 doz. in case 5 65
 Cases, 5-lb. tins, white, 1 doz. in case 6 25
 Cases, 10-lb. tins, white, 1/2 doz. in case 5 95
 Cases, 2-lb. tins, yellow, 2 doz. in case 5 15
 Cases, 5-lb. tins, yellow, 1 doz. in case 5 55
 Cases, 10-lb. tins, yellow, 1/2 doz. in case 5 45

Case Syrups—
 Barrels and half barrels, lb. 0 08
 Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.
 Cases, 2-lb. tins, 2 doz. in case 7 00

Molasses—
 Fancy, Barbadoes, barrels 1 10 1 15
 Choice Barbadoes, barrels 1 00
 West India, bbls., gal. 0 44
 West India, No. 10, kegs 6 50
 West India, No. 5, kegs 3 25
 Tins, 2-lb., table grade, case 2 doz., Barbadoes 4 90
 Tins, 2-lb., table grade, case 2 doz., Barbadoes 6 75
 Tins, 5-lb., 1 doz. to case, Barbadoes 5 30
 Tins, 10-lb., 1/2 doz. to case, Barbadoes 5 20
 Tins, No. 2, baking grade, case 2 doz. 3 50 4 00
 Tins, No. 3, baking grade, case or 2 doz. 4 70 6 50
 Tins, No. 5, baking grade, case of 1 doz. 3 75 6 20
 Tins, No. 10, baking grade, case of 1/2 doz. 3 60 6 00
 West Indies, 1 1/2s, 48s 4 60 6 95

Package Goods Selling Well

Toronto.
PACKAGE GOODS.—There is a very active inquiry for all package goods. The market for rolled oats is very firm, as well as for corn flakes and shredded wheat. Practically all breakfast foods are selling well at the present time.

| PACKAGE GOODS | | |
|------------------------------------|---------|-----------|
| Rolled Oats, 20s round, case | ..... | \$5 60 |
| Do., Do., 20s square, case | .. 5 10 | 5 60 |
| Do., Do., 36s, case | ..... | 4 00 |
| Do., Do., 18s, case | ..... | 2 00 |
| Corn Flakes, 36s case | ..... | 3 60 4 25 |
| Shredded Wheat, 36s, regular, case | ..... | 4 50 |
| Porridge Wheat, 36s, regular, case | ..... | 6 00 |
| Do., Do., 20s, family, case.. | ..... | 5 80 |

QUOTATIONS ON RICE TWO CENTS HIGHER

As announced in CANADIAN GROCER a couple of weeks ago, quotations on rices are likely to see sharp advances. Dealers' prices are fully two cents higher, as compared with a week ago, with the exception of Siam rices. Tapioca and sago are also quoted from a cent to a cent and a half higher. There are practically no good rices on the market at the present time, and the likelihood of getting any is rather remote. Most of the Japanese rices are going to Great Britain, and supplies of American rices have been pretty well taken care of. Stocks among Toronto dealers are rather light, and the increasing difficulty in securing fresh supplies renders the future of the rice market as likely to be very strong.

| | | |
|-----------------------------------|-------|-----------|
| Cooker Package Peas, 36s, case.. | ..... | 3 60 |
| West Indies, 1 1/2s, 48s | ..... | 4 60 6 95 |
| Cornstarch, No. 1, lb. cartons.. | 0 11 | 0 11 1/2 |
| Do., No. 2, lb. cartons | ..... | 0 09 1/2 |
| Canada Laundry Starch | ..... | 0 09 1/2 |
| Laundry Starch, in 1-lb. cartons | ..... | 0 11 1/2 |
| Do., Do., in 6-lb. tin canisters | ..... | 0 12 1/2 |
| Do., Do., in 6-lb. wood boxes | ..... | 0 12 1/2 |
| Potato Flour, in 1-lb. pkgs. | ..... | 0 16 |
| Fine oatmeal, 20s | ..... | 5 60 |
| Cornmeal, 24s | ..... | 3 65 |
| Farina, 24s | ..... | 2 35 |
| Barley, 24s | ..... | 2 35 |
| Pettijohn Breakfast Food, 18s.... | ..... | 2 85 |

Sharp Upward Trend in Rices

Toronto.
RICES.—The upward trend in rices continues with little indication of lower levels for some time to come. It is practically impossible to buy rices just now, and stocks are pretty well depleted. With the exception of Siam, rices show advances of two cents per pound in comparison with a week ago. Japan rices are largely going to Europe. Tapioca and sago are also higher, and in

less than sack lots, are selling at 13 1/2 cents, and in sack lots at 13 cents. The situation is very firm, and is likely to remain so for some time to come.

| | | |
|------------------------------------|-------|---------------|
| Texas, fancy, per 100 lbs..... | 15 50 | 16 50 |
| Blue Rose, Texas, per 100 lbs..... | 15 00 | 16 00 |
| Honduras, fancy, per 100 lbs..... | 15 00 | 16 50 |
| Siam, fancy, per 100 lbs..... | 10 50 | 12 00 |
| Siam, second, per 100 lbs..... | 12 00 | 12 50 |
| Japans, fancy, per 100 lbs..... | 14 00 | 15 50 |
| Do., seconds, per 100 lbs..... | 13 00 | 14 00 |
| Chinese XX, per 100 lbs..... | ..... | 14 00 |
| Do., Simiu | ..... | 15 00 16 00 |
| Do., Mujin, No. 1..... | ..... | 13 50 |
| Do., Pakling | ..... | 12 00 |
| White Sago | ..... | 0 13 0 13 1/2 |
| Tapioca, per lb. | ..... | 0 13 0 13 1/2 |

Quotations on Nuts Pointing Higher

Toronto.
NUTS.—No changes are reported in the market for nuts this week. Indications point to high prices on fall deliveries, and prices are very firm on both the unshelled and the shelled nuts. There is an active inquiry for shelled nuts at this time, but as is usual in the summer there is not much moving in the unshelled kind.

| | | |
|--------------------------------|-------|-----------|
| Almonds, Tarragonas, lb..... | 0 28 | 0 32 |
| Butternuts, Canadian, lb..... | ..... | 0 08 |
| Walnuts, California, lb..... | 0 40 | 0 42 |
| Walnuts, Grenobles, lb..... | 0 34 | 0 35 |
| Walnuts, Bordeaux, lb..... | 0 28 | 0 30 |
| Filberts, lb..... | 0 23 | 0 24 |
| Pecans, lb..... | ..... | 0 30 |
| Cocanuts, Jamaica, sack | ..... | 10 00 |
| Peanuts, Jumbo, roasted | ..... | 0 18 0 19 |
| Brazil nuts, lb., roasted | ..... | 0 21 0 22 |
| Shelled— | | |
| Almonds, lb..... | 0 55 | 0 58 |
| Filberts, lb..... | 0 44 | 0 46 |
| Walnuts, lb..... | 0 80 | 0 85 |
| Peanuts, Spanish, lb..... | ..... | 0 19 |
| Do., Chinese, 30-32 to oz..... | 0 14 | 0 15 |
| Brazil nuts, lb..... | 0 78 | 0 80 |

Coffee Advances to New Levels

Toronto.
COFFEES.—The coffee market continues to show very pronounced advances. Prices at Brazil have advanced so rapidly that in New York the Coffee Exchange has limited the advance to 1 1/2 cents per day. In the last few days the coffee market has gained from four to five cents. Practically all Canadian importing houses have withdrawn from the market until conditions become more settled. In fact some of the Toronto houses are not quoting their coffees.

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

Cocoa—
 Pure, lb..... 0 26 0 25
 Sweet, lb..... 0 22

New Teas Will Show Higher Quotations

Toronto.
TEAS.—The tendency in teas continues towards higher levels. Cables this week intimate that the rate of exchange on Ceylon is likely to go higher. The primary markets are changing all the time, and quotations on teas of quality are likely to be high. Stocks

among Toronto dealers are getting pretty well depleted. No changes are reported in the prices of teas on spot, but new buying will show advanced figures.

| | | |
|------------------------|------|------|
| Pekoe Souchongs | 0 46 | 0 48 |
| Pekoes | 0 48 | 0 50 |
| Broken Pekoes | 0 50 | 0 52 |
| Orange Pekoes | 0 52 | 0 54 |
| Broken Orange Pekoes | 0 54 | 0 56 |
| Javas— | | |
| Second pickings | 0 48 | 0 50 |
| Broken Pekoes | 0 40 | 0 45 |
| Japans and Chinas— | | |
| Hyson Thirds, lb. | | 0 45 |
| Early pickings, Japans | 0 53 | 0 55 |
| Do., Seconds | 0 50 | 0 52 |
| Do., sifted | 0 60 | 0 65 |

Spice Quotations

Steady and Strong

Toronto.

SPICES.—No change is reported in the market for spices this week, prices being steady and strong. The tendency is again towards higher levels. Any new buying at New York will be at higher prices, as the position of the primary markets is very strong. New purchases of spices, dealers state, will be higher than present spot prices at Toronto.

| | | |
|---|------|------|
| Allspice | 0 19 | 0 21 |
| Cassia | 0 30 | 0 40 |
| Cinnamon | 0 35 | 0 50 |
| Cayenne | 0 26 | 0 35 |
| Ginger | 0 28 | 0 35 |
| Ginger | 0 30 | 0 35 |
| Herbs — sage, thyme, parsley, mint, savory, Marjoram | 0 40 | 0 70 |
| Pastry | 0 32 | 0 38 |
| Pickling spices | 0 22 | 0 26 |
| Wace | 0 90 | 1 10 |
| Peppers, black | 0 38 | 0 43 |
| Peppers, white | 0 45 | 0 53 |
| Paprika, lb. | 0 60 | 0 70 |
| Nutmegs, select, whole, 100, | 0 45 | 0 50 |
| Do., 80s | | 0 55 |
| Do., 64s | 0 60 | 0 65 |
| Mustard seed, whole | 0 35 | 0 40 |
| Celery seed, whole | 0 75 | |
| Coriander, whole | 0 25 | 0 30 |
| Caraway seed, whole | 0 55 | 0 60 |
| Tumeric | 0 24 | 0 27 |
| Creem of Tartar— | | |
| French, pure | 0 75 | 0 80 |
| American high test | | |
| 2-oz. packages, doz. | 1 75 | |
| 4-oz. packages, doz. | 3 00 | |
| 8 oz. tins, doz. | 6 00 | |

Trade Quiet in

Honey and Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—The market for honey and maple syrup is very quiet at the present time, and quotations continue unchanged. Demand for these articles is not heavy from the grocery trade just now.

| | | |
|---------------------------------------|-------|------|
| Honey— | | |
| Clover— | | |
| 5-lb. tins | 0 24 | |
| 2½ lbs tins | 0 26 | |
| 10-lb. tins | 0 25 | |
| 60-lb. tins | 0 24 | |
| Buckwheat, 60-lb. tins, lb. | 0 18 | |
| Comb. No. 1, fancy, doz. | 3 75 | 4 25 |
| Do. No. 2, doz. | 3 00 | |
| Maple Syrup— | | |
| 8¼-lb. tins, 10 to case, case | 17 00 | |
| Wine qt. tins, 24 to case, case | 16 00 | |
| Wine ½ gal. tins, 12 to case, case | 15 00 | |
| Wine 1 gal. tins, 6 to case, case | 14 00 | |
| Imperial 5 gal. cans, 1 to case, case | 14 00 | |
| Maple Sugar— | | |
| 50 1-lb. blocks to case, lb. | 0 29 | |

Salmon is in

Heavy Demand

Toronto.

CANNED GOODS.—There is a very heavy demand for canned salmon since the advent of warm weather, and the best brands are being cleaned up rapidly.

Some advances are named this week on Cohoes, in half pound tins, at from \$1.85 to \$2.10, and in pound tins at from \$3.75 to \$3.90. Red spring salmon had advanced in the past week to from \$4.25 to \$4.50. In canned vegetables, too, a jump in quotations is recorded this week. Tomatoes in 2½s are selling at from \$2.15 to \$2.25. Standard peas are now quoted at \$1.60, early Junes up to \$1.75, and sweet wrinkle peas at \$1.97½. American corn is selling at from \$2.10 to \$2.25, and canned pumpkins at from \$1.15 to \$1.25. Quotations are being made on canned strawberries of the new crop at \$5. The likelihood is that the pack will be a very light one, and prices being paid by the canners are high, there being keen competition among them for the available supplies.

Salmon—

| | | |
|------------------------------|------|------|
| Soekeye, 1s, doz. | 4 50 | 4 75 |
| Soekeye, ½s, doz. | | 2 95 |
| Alaska reds, 1s, doz. | 4 25 | 4 50 |
| Chums, 1-lb. talls | 2 35 | 2 60 |
| Do., ½s, doz. | 1 35 | 1 45 |
| Pinks, 1-lb. talls | 2 25 | 2 60 |
| Do., ½s, doz. | 1 35 | 1 50 |
| Cohoes, ½-lb. tins | 1 85 | 2 10 |
| Cohoes, 1-lb. tins | 3 75 | 3 90 |
| Red Springs, 1-lb. talls | 4 25 | 4 50 |
| White Springs, 1s, dozen | 2 80 | 2 85 |
| Lobsters, ½-lb. doz. | 3 75 | 4 50 |
| Whale Steak, 1s flat, doz. | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz. | 2 15 | 2 25 |

Canned Vegetables—

| | | |
|------------------------------|-------|-------|
| Beans, 2s. | 1 90 | 2 00 |
| Tomatoes, 2½s | 2 15 | |
| Peas, standard | 1 60 | |
| Peas, early June | 1 75 | |
| Sweet Wrinkle | 1 97½ | |
| Beans, golden wax, doz. | 2 00 | 2 10 |
| Asparagus tips, doz. | 3 42½ | 3 45 |
| Asparagus butts | 2 00 | 2 00½ |
| Canadian corn | 2 25 | 2 45 |
| Corn, American, 2s, doz. | 2 10 | 2 25 |
| Pumpkins, 2½s | 1 15 | 1 25 |
| Spinach, 2s, doz. | 1 00 | 1 00 |
| Do., 2½s, doz. | 2 52½ | 2 80 |
| Do., 1s, doz. | | 10 00 |
| Peas, early June | 1 65 | 1 70 |
| Onion, 2s, doz. | 2 30 | 2 35 |
| Pineapples, sliced, 2s, doz. | 3 50 | 4 00 |
| Do., shredded, 2s, doz. | 3 00 | 3 02½ |
| Rhubarb, preserved, 2s, doz. | 2 07½ | 2 10 |
| Do., preserved, 2½s, doz. | 2 35 | 2 47½ |
| Do., standard, 10s, doz. | 4 50 | 4 57½ |

| | | |
|---------------------------------|-------|-------|
| Apples, gala, dozen | 6 00 | |
| Peaches, 2s | 2 87½ | |
| Do., 2s | 2 35 | 2 77½ |
| Plums, Lombard, 2s | 1 90 | |
| Plums, Green Gage | 2 17½ | 2 37½ |
| Raspberries, 2s, H.S. | 4 00 | |
| Strawberries, 2s, H.S. | 5 00 | |
| Blueberries, 2s | 2 10 | 2 35 |
| Preserved Fruits, Pint Sealers— | | |
| Peaches, pint sealers, doz. | 3 40 | 3 45 |
| Fams— | | |
| Worcester, 4s, each | 0 84 | |
| Black currants, 16 oz., doz. | 4 00 | |
| Do., 4s, each | 0 98 | 1 10 |
| Cranberry, 4s, each | 0 84 | |
| Peach, 4s, each | 0 90 | |
| Red currants 16 oz. doz | 3 45 | |
| Raspberries, 16 oz. doz. | 3 90 | 4 35 |
| Do., 4s, each | 1 02 | 1 05 |
| Strawberries, 16 oz., doz. | 3 90 | 4 35 |
| Do., 4s, each | 1 08 | 1 15 |

Few Dried Fruits

Are Available

Toronto.

DRIED FRUITS.—The dried fruits now available are very few, and prices on the same are very strong. Of course there is not a very great demand for them just now as people are largely buying the new fruits as they come on the market. There are still some evaporated apples available at from 23 to 24 cents per pound. Prunes in 30 to 40s are selling at 35 cents per pound, and in 70-80s at 20 cents. Quotations on raisins are all very firm, the seeded, 15 oz. packets selling at 16 cents; Thompson's

seedless in bulk at 20 cents, and the 16 oz. packets at 19½ cents. Prices of currants, too, are very strong at last week's advance on Grecian currants.

| | | |
|-----------------------------------|-------|-------|
| Apples, evaporated, Ontario | 0 22 | 0 23 |
| Apricots, unsplit | | 0 18½ |
| Do., fancy, 2s | | 0 20 |
| Do., choice, 2s | 0 23 | 0 30 |
| Do., standard, 2s | 0 22½ | 0 25 |
| Candied Peels, American— | | |
| Lemon | 0 38 | 0 42½ |
| Orange | | 0 45½ |
| Citron | 0 47 | |
| Currants— | | |
| Grecian, per lb. | 0 25 | 0 26 |
| Australians, 3 Crown, lb. | 0 20 | 0 21 |
| Cherries, 2s | 2 75 | 2 90 |
| Dates— | | |
| Excelsior, pkgs., 3 doz. in case | | 7 00 |
| Dromendary, 3 doz. in case | | 8 00 |
| Figs— | | |
| Tags, lb. | | |
| Malagas, lb. | | |
| Comadre figs, mats, lb. | 0 14 | 0 15 |
| Cal., 4 oz. pkgs., 70s, case | | 5 00 |
| Cal., 3 oz., 20s, case | | 3 25 |
| Cal., 10 oz., 12s, case | | 3 25 |
| Prunes— | | |
| 30-40s, pe rib. | 0 25 | 0 35 |
| 40-50s, per lb. | | 0 30 |
| 50-60s, per lb. | 0 22 | 0 24 |
| 60-70s, per lb. | | 0 22 |
| 70-80s, per lb. | 0 19 | 0 20 |
| 80-90s, per lb. | 0 16½ | 0 17 |
| 90-100s, per lb. | | 0 14½ |
| 100-120s, per lb. | 0 11 | 0 11½ |
| Peaches— | | |
| Standard, 25-lb. box, peeled | | 0 30 |
| Choice, 25-lb. box, peeled | | 0 23 |
| Fancy, 25-lb. boxes | | 0 24 |
| Practically peeled, 25-lb. boxes | | 0 23½ |
| Extra choice, 25-lb. box, peeled | | 0 26 |
| Raisins— | | |
| California bleached, lb. | 0 17 | 0 18 |
| Extra Fancy sulphur bleached, 25s | | 0 17 |
| Seedless, 15-oz. packets | | 0 19 |
| Seeded, fancy, 1-lb. packets | 0 14½ | 0 15 |
| Seeded, 15 oz. packets | 0 15 | 0 16 |
| Seedless, Thompson's, bulk | | 0 20 |
| Seedless, 16-oz. packets | | 0 19½ |
| Do., Bakers, Thompson's, 50s | | 0 18 |
| Crown Muscatels, 25s | | 0 17 |

White Corn Flour

Shows an Advance

Toronto.

CEREALS.—Owing to the strength of the corn market, quotations on white corn flour have advanced to \$5 for 98s. Oatmeal in 98s is also higher, selling at \$4.75. Other prices are unchanged as compared with a week ago.

| | | |
|-------------------------------|------------|---------|
| | Single Bag | Lots |
| | F.o.b. | Toronto |
| Barley, pearl, 98s | 5 50 | 6 00 |
| Barley, pot, 98s | 4 25 | 4 50 |
| Barley Flour, 98s | | 4 50 |
| Buckwheat Flour, 98s | 7 25 | 8 00 |
| Cornmeal, Golden, 98s | 5 50 | 5 85 |
| Do., fancy yellow, 98s | 5 25 | 5 50 |
| Corn Flour, white, 98s | 4 60 | 5 00 |
| Do., Government standard, 98s | | 4 25 |
| Hominy grits, 98s | | 5 25 |
| Hominy, pearl, 98s | 5 00 | 5 25 |
| Oatmeal, 98s | | 4 75 |
| Oat Flour | | 4 50 |
| Rolled Oats, 90s | 4 40 | 4 50 |
| Rolled Wheat, 100-lb. bbl. | 6 50 | 7 00 |
| Breakfast Food No.1 | | 6 15 |
| Do. No. 2 | | 6 15 |
| Rice Flour, per 100 lbs. | | 8 00 |
| Linseed Meal, 98s | | 6 75 |
| Rye Flour, 98s | 6 50 | 7 25 |
| Peas, split, 98s | | 6 20 |
| Blue peas, lb. | | 0 10 |

Above prices give range of quotations to the retail trade.

Prices Are Higher

on Canadian Beans

Toronto.

BEANS.—Strength in the market for beans is one of the features of the Ontario market this week. Hand-picked beans have been pretty well cleaned up, and as a result of scant supplies, prices have advanced to new levels, selling at from \$4.75 to \$5 per bushel. The Ontario 1 lb. to 2 lb. pickers are quoted at

\$3.50 per bushel. There are some Rangoons moving at \$3 per bushel, and Limas are slightly firmer at 12½ cents per pound.

| | | |
|--------------------------------------|--------|--------|
| Ontario, 1-lb. to 2 lb. pickers, bu. | \$4 25 | \$4 50 |
| Do., hand-picked | 4 50 | 4 75 |
| Japanese Kotenashi, per bush. | 4 50 | 4 50 |
| Rangoons, per bushel | 3 00 | 3 00 |
| Limas, per lb. | 0 12½ | 0 12½ |

Can. Strawberries Arriving Freely

Toronto.

FRUITS.—California fruits are arriving in more abundance these days, and quotations are slightly easier as compared with last week. Canadian strawberries are coming to the market freely, and quotations show in some instances a wide variance. Some are selling as low as 20 cents a box, but the price is more general around 23 cents. This week and next is likely to see the strawberry season at its height. California apricots, plums and cherries are in good supply just now. Apricots in four-basket crates are selling at from \$3 to \$3.25, and plums from \$3.50 to \$4. Cherries are selling around \$5. Watermelons are quoted at from \$1.25 to \$1.50, and cantaloupes in standards are selling at \$6.

| | |
|---|-----------|
| Bananas, per lb. | 0 08 |
| Grapefruit— | |
| California, seedless, 64s | 5 00 6 00 |
| Do., 48s | 5 50 |
| Do., 80s | 6 50 |
| Valencia— | |
| 100s, 126s, 150s, 176s, 200s. | |
| 216s, 250s | 6 25 |
| 288s, 324s | 5 50 |
| Lemons, Cal., 270s, 300s, case | 8 50 |
| Strawberries, quarts | 0 22 0 24 |
| Rhubarb, doz. | 0 20 |
| Cherries, Cal., box 8 lbs. | 4 00 4 50 |
| Watermelons | 1 25 1 50 |
| Georgia peaches, 6 basket crates, per crate | 4 50 |
| Flats (12 to 15) | 3 50 |
| Cantaloupes, Cal., 45s, standards | 6 00 |
| Apricots, Cal., per case | 3 00 3 25 |
| Plums, Cal., per case | 3 50 4 00 |
| Peaches, Cal., per case | 3 50 |

New Potatoes Are Again Easier

Toronto.

VEGETABLES.—New potatoes are selling much more freely than the old kind. They are easier again this week, selling at \$8 per barrel. Old Ontario's are bringing only \$1.50 per bag. Canadian asparagus is pretty well cleaned up now. In two dozen bunch lots, it is selling at \$1.50. New beets are quoted at \$2.500 per hamper, and new carrots at \$3. New cabbage is selling lower at \$4 per crate. Radishes are selling at 30 cents per dozen. California onions in 100 pound bags are quoted at \$9. Carolina cucumbers are selling at \$4 per hamper, and wax beans at \$4. Green beans are bringing \$3.75.

| | |
|--|-----------|
| Can. Asparagus, 2 doz. bunches | 1 50 |
| New Beets, per hamper | 2 50 |
| Cabbage, per crate | 4 00 |
| New Carrots, per hamper | 3 00 |
| Radishes, per dozen | 0 30 |
| Can. Lettuce, head, Boston, 2 doz. case | 1 00 |
| Do., leaf, doz. | 0 32 0 35 |
| Onions— | |
| Green onions, doz. | 0 60 |
| Cal. Onions, 100 lb. bags, yellow stock, per bag | 9 00 |
| Texas onions, crate | 4 50 6 00 |
| Parsley, per basket | 1 00 |
| Peppers, green, doz. | 1 00 1 25 |
| Wax beans, per hamper | 4 00 |
| Green beans, hamper | 3 75 |

| | |
|-------------------------------|-----------|
| Cucumbers, Carolinas | 5 00 |
| New Potatoes, Virginia | 8 00 |
| Turnips, hamper | 2 75 0 00 |
| Potatoes, Ontario, bag | 1 50 |
| Spinach, box | 2 00 |
| Tomatoes— | |
| Texas, per crate, flats | 2 75 |
| Mississippi, per crate, flats | 2 25 |

Shorts Sell Well But Bran is Slow

Toronto.

MILLFEEDS.—There is an active inquiry for shorts these days, but bran is practically a drug on the market. Prices on bran and shorts are unchanged, the former selling at \$42 per ton, and the latter at \$44.

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

Flour is Active at Steady Prices

Toronto.

FLOUR.—There is a very active demand for flour at steady prices. Supplies appear to be ample for all requirements just now, but some of the milling companies are of the opinion that before the new crop is ready there may be a shortage.

Flour—

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

WINNIPEG MARKETS

WINNIPEG, June 21—There is a general firmness in the feeling toward very many products noted this week and new advances are quite probable.

Upward Trend In Rice Market

Winnipeg.

RICE.—The market for Siam rice is very firm following recent advances. This line is apparently a good buy at present prices: Siam, 100-lb. bags, finest ... per lb. 9¼c Siam, 50-lb. per lb. 9½c

Upward Trend in Coffee Market

Winnipeg.

COFFEE.—The situation in coffee on the local market is very unsettled owing to the strike situation and the fact that little outside trading is being done. The tendency is still upward, however, and it was recently stated that coffee was selling lower in Winnipeg to retailers than jobbers could replace their stocks for. This situation will change rapidly as the strike situation becomes cleared up.

Canned Goods Are Very Firm

Winnipeg.

CANNED GOODS.—There is a heavy demand for all lines and the market is very firm. As outlined last week, there are increasing indications of higher prices on tomatoes. Opening prices on new pack canned goods have not been named yet in each case, but these are expected to be no lower than those for the last pack owing to the high cost of labor and the fact that growers are getting good prices for the crop.

Dried Fruits Very Scarce

Winnipeg.

DRIED FRUITS.—All lines of California dried fruits are very scarce and difficult to procure. There is no change in prospects as outlined previously in regard to the high prices which will prevail for new crop fruits. Prevailing prices for available fruits are as follows:

| | |
|--|-------|
| Apricots— | |
| Choice, 25-lb. boxes, per lb. | 0 28 |
| Choice, 10-lb. boxes, per lb. | 0 29½ |
| Standard, 25-lb. boxes, per lb. | 0 26 |
| Standard, 10-lb. boxes, per lb. | 0 27½ |
| Logan Berries, 48 x 8 oz packages, per package | 0 36 |
| Peaches— | |
| Choice, Peeled, 25-lb. boxes, lb. | 0 23 |
| Choice, 50-lb. boxes, lb. | 0 22½ |

New Jams To Be Higher

Winnipeg.

JAMS. — From present indications growers will get for their crops prices at least equal to those paid last year. With cost of labor equally high, it is difficult to see where there will be any reduction in the prices named on the new crop fruit. Some local jobbers are of the opinion that with an unlimited market new jams will be considerably higher in price.

Sugar Market May Advance

Winnipeg.

SUGAR.—The local market is very firm, and some jobbers are of the opinion that an advance in price might follow the present heavy demand.

BRITISH COLUMBIA MARKETS

Rices Advance; Sago Also

Vancouver.

RICE.—There has been a marked improvement in the demand for rice. Heavy

export orders are plentiful and local demand is good and prices have advanced sharply.

| | |
|-----------------------------|--------|
| Rice, Japan, No. 1, per ton | 250 00 |
| Do., No. 2, per ton | |

(Continued on page 59.)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 24.—Rolled oats have advanced twenty-five cents and further advances appear likely. Fels Naptha soap advanced thirty cents; small Ivory and P and G Naptha, twenty-five cents. Crisco jumped dollar fifty to-day. Number one Japan rice quoted thirteen to fifteen cents; Siam eight fifty to nine. Lobster halves are now five twenty-five dozen. Gallon apples, three fifty. Number one creamery butter, fifty three to fifty-five. A few tomatoes, twos offering at three thirty case. Lemons, eight fifty. Oranges, seven. Grapefruit, seven fifty. B. C. strawberries, five dollars. Two cars of canteloupes arrived to-day and are selling at seven fifty crate for forty-fives.

| | | |
|------------------------------------|-------|----------|
| Beans, Limas | 0 12 | 0 15 |
| Beans, B.C. | 7 00 | 7 50 |
| Flour, 98s. per bbl. | 10 50 | 10 50 |
| Rolled oats, 80s | 3 50 | 3 60 |
| Rice, Siam, cwt. | 8 50 | 9 00 |
| Rice, China mat., No. 1 | 4 80 | 4 80 |
| Do., No. 2 | 3 95 | 3 95 |
| Japan, No. 1 | 0 13 | 0 15 |
| Tapioca, lb. | 0 11 | 0 12 1/2 |
| Sago, lb. | 0 11 | 0 12 1/2 |
| Sugar, pure cane, granulated, cwt. | 11 02 | 11 02 |
| Cheese, No. 1, Ontario, large | 0 35 | 0 36 1/2 |
| Butter, creamery, lb. | 0 55 | 0 59 |
| Do., dairy, lb. | 0 85 | 0 40 |
| Lard, pure, 3s, per case | 22 80 | 22 80 |
| Eggs, new-laid, local | 12 50 | 12 50 |
| Tomatoes, 2 1/2s, stand. case | 3 60 | 4 25 |
| Corn, 2s, case | 4 80 | 5 00 |
| Peas, 2s, standard case | 3 40 | 3 50 |
| Spinach, Cal., new pack | 5 60 | 5 60 |
| Apples, gals., Ontario, case | 3 50 | 3 50 |
| Strawberries, 2s, Ontario, case | 8 10 | 8 75 |
| Raspberries, 2s, Ontario, case | 8 40 | 9 00 |
| Cherries, 2s, red, pitted | 6 40 | 6 40 |
| Apples, evaporated | 0 22 | 0 22 |
| Do., 25s, lb. | 0 23 | 0 23 |
| Appricots, evaporated, lb. | 0 26 | 0 29 |
| Peaches, evaporated, lb. | 0 23 | 0 23 |
| Prunes, 90-100s | 0 18 | 0 20 |
| Do., 40-50s | 0 26 | 0 27 |
| Do., 60-70s | 0 22 | 0 22 |
| Lobsters, quarters | 2 75 | 3 00 |
| Salmon, pin, tall, case | 9 00 | 10 25 |
| Salmon, Sockeye, tall, case | 18 00 | 19 00 |
| Do., halves | 30 00 | 32 00 |
| Potatoes, per ton | 7 00 | 7 00 |
| Oranges, Valencias | 8 50 | 8 50 |
| Lemons, case | 7 50 | 7 50 |
| Grapefruit, California | 7 00 | 7 00 |
| Strawberries, Hood River, crate | 7 00 | 7 00 |
| Cantaloupes, crate 45s | 7 50 | 7 50 |

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 24.—Eggs are considerably lower, this week. Fresh are quoted 48c; case, 43 to 45c. Tub

butter is also easier and is selling 41 to 43c. Ordinary cornmeal has advanced to \$4.25. Lard is higher, 33 1/2 to 34c. Potatoes are quoted \$3 to \$3.75. A drop is expected, however, as considerable quantities are offering with little time to dispose of them Crisco made another jump of \$1.50 case this week, now \$14.40. No apples of any variety are on market.

| | | |
|-----------------------------------|----------|----------|
| Flour, No. 1 patents, bbls., Man. | 12 54 | 12 54 |
| Cornmeal, gran., bags | 6 15 | 6 25 |
| Cornmeal, ordinary, bags | 4 10 | 4 25 |
| Rice, Siam, per 100 | 9 75 | 10 00 |
| Molasses | 0 88 | 0 89 |
| Standard, granulated | 10 05 | 10 05 |
| No. 1, yellow | 9 55 | 9 55 |
| Cheese, New Brunswick | 0 33 | 0 33 1/2 |
| Cheese, Ont., twins | 0 32 | 0 32 1/2 |
| Eggs, fresh, doz. | 0 45 | 0 45 |
| Eggs, case | 0 43 | 0 45 |
| Breakfast bacon | 0 42 | 0 46 |
| Butter, creamery, per lb. | 0 46 | 0 49 |
| Butter, dairy, per lb. | 0 43 | 0 45 |
| Butter, tub | 0 41 | 0 43 |
| Margarine | 0 33 | 0 35 |
| Lard, pure, lb. | 0 38 | 0 39 1/2 |
| Lard, compound | 0 32 1/2 | 0 32 1/2 |
| American clear pork | 0 60 | 0 65 |
| Beef, corned, 1s | 4 55 | 4 90 |
| Tomatoes, 3s, standard, case | 4 00 | 4 00 |
| Raspberries, 2s, Ont., case | 8 80 | 8 80 |
| Peaches, 2s, standard case | 6 20 | 6 20 |
| Corn, 2s, standard case | 4 70 | 4 70 |
| Peas, standard case | 3 20 | 3 30 |
| Apples, gal., N.B., doz. | 4 00 | 4 00 |
| Strawberries, 2s, Ont., case | 8 20 | 8 20 |
| Salmon, Red, spring, cases | 11 00 | 11 50 |
| Pinks | 14 50 | 15 00 |
| Cohoos | 8 50 | 8 50 |
| Chums | 0 20 1/2 | 0 21 |
| Evaporated apples, per lb. | 4 00 | 4 25 |
| Peaches, per lb. | 6 00 | 6 00 |
| Potatoes— | 7 50 | 8 00 |
| Natives, per bbl. | 6 00 | 6 00 |
| Onions, Can., bag | 7 00 | 7 00 |
| Do., Bermudas, per crate | 7 00 | 7 50 |
| Lemons, Cal., case | 0 08 1/2 | 0 09 |
| Oranges, Cal., case | 250 00 | 250 00 |
| Grapefruit, Cal., case | 210 00 | 210 00 |
| Bananas, per lb. | 0 13 | 0 13 |

BRITISH COLUMBIA MARKETS

(Continued from page 58)

| | |
|--------------------------------|--------|
| Do., China, No. 1, per 40 mats | 250 00 |
| Do., Do., No. 2, per 40 mats | 200 00 |
| Do., California | 210 00 |
| Tapioca, 140s | 0 13 |
| Sago, 140s | 0 13 |

Sugar Plentiful; Prices Unchanged

Vancouver. SUGAR.—There has been no change in sugar price of late and stocks appear adequate to meet the demands.

Tea Firmer; Advances Noted

Vancouver. TEAS.—There is a firmer feeling noted in teas, and advances are noted in almost every grade. Japans especially have shown a marked advance, being quoted thirty to fifty per cent. higher.

| | | |
|--|------|------|
| Tea, Ceylon — | | |
| Pekoe | 0 31 | 0 38 |
| Broken Pekoe, chests, lb. | 0 48 | 0 42 |
| Do., Orange Pekoe, chests, lb. | 0 48 | 0 51 |
| Less than chests, one cent per pound more. | | |
| Tea, Java— | | |
| Broken Pekoe | 0 37 | 0 43 |
| Broken Orange Pekoe | 0 50 | 0 55 |
| Tea Indian— | | |
| Pekoe | 0 39 | 0 43 |
| Broken Orange Pekoe | 0 44 | 0 52 |

Cocoanut Prices Again Advance

Vancouver. COCOANUT.—There is a brisk demand for cocoanut, and further advances have been recorded. Thread cocoanut is now selling at 30 31.

Canned Goods in Demand; Some Higher Prices

Vancouver. CANNED GOODS.—There is a fairly brisk demand for all grades of canned goods, and some advances have been noted, peas, corn and pumpkin all reaching higher figures. California peaches advanced a dollar.

| | |
|--|----------|
| Canned tomatoes, 2 1/2s, doz. | 2 00 |
| Do., peas, standard 2s, doz. | 1 77 1/2 |
| Do., early June, 2s, doz. | 1 92 1/2 |
| Do., corn, 2s, doz. | 2 47 |
| Do., beans, green, doz. | 2 25 |
| Do., D., yellow | 2 25 |
| Do., raspberries, 2s, doz. | 4 10 |
| Do., strawberries, 2s, doz. | 4 25 |
| Do., peaches, 2 1/2s, doz. | 3 50 |
| Do., plums, 2s, doz. | 2 10 |
| Do., pih. apple, 2s, doz. | 3 25 |
| Do., pumpkin, 2 1/2s, doz. | 1 50 |
| Do., salmon, sockeye, 1s, tall, per case | 17 50 |
| Do., cohoos | 14 00 |
| Do., pinks | 9 50 |
| Do., chums | 9 50 |
| Do., pilchards | 7 50 |

New Molasses Arrive; Price Unchanged

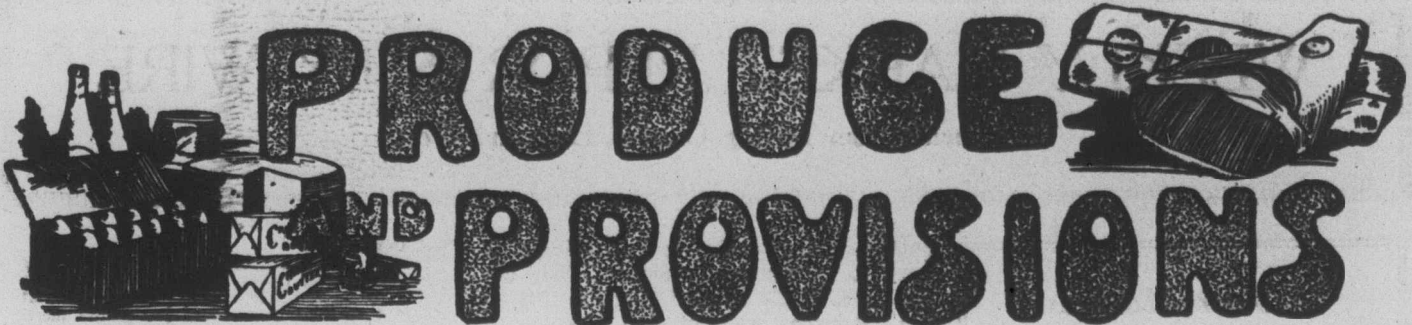
Vancouver. MOLASSES.—New crop New Orleans molasses is arriving on the market, and it quoted as follows:

| | | |
|----------------------|------|------|
| Molasses— | | |
| 36, 1 1/2s, per case | 4 25 | 4 25 |
| 24, 2 1/2s, per case | 4 50 | 4 50 |
| 12, 5s, per case | 4 25 | 4 25 |
| 6, 10s, per case | 4 25 | 4 25 |

B.C. Strawberries and Gooseberries Arrive

Vancouver. FRUITS AND VEGETABLES.—Local gooseberries are arriving on the market and are selling 13c a quart. Strawberries are quoted at \$3.25 a crate.

| | | |
|--------------------------------------|------|------|
| Apples— | | |
| Winesaps (box) | 5 00 | 6 00 |
| Newton Pippins | 5 00 | 6 50 |
| Oranges, Cal., aver. | 3 25 | 3 25 |
| Strawberries, crate | 1 25 | 2 00 |
| Cucumbers, B.C., per doz. | 6 00 | 7 00 |
| Tomatoes (hothouse), 20, crate No. 1 | 6 00 | 7 00 |



PRODUCE AND PROVISIONS

Packers Believe Montreal Strike Brief Situation Less Serious Than First Appearance Indicates—Only About Two Hundred Men Affected

FOLLOWING in the wake of other labor disorders throughout Canada, the strike of the packers of several Montreal packing houses, came unwanted, but not altogether unexpected. There has been some disaffection among the men, and they apparently have been persuaded to walk out now by some of the leaders who have agitated for long enough. For, enquiry elicits the information that they have been assured of fair treatment based on the settlement that would be made with other packers elsewhere in Canada, where grievances have been the subject of consideration and of arbitration.

CANADIAN GROCER, in speaking with the Montreal packers, secured the opinions of two or three of the abattoir men, and whose striking employees, it is said, number about 800 men.

S. G. Matthews, of the Matthews-Blackwell Co., expressed himself hopefully to CANADIAN GROCER. Mr. Matthews admitted that there was some difficulty, and that the men had walked out, but he believed that an understanding would be arrived at.

"Six weeks ago, when the labor troubles started," said Mr. Matthews, "we told our employees that we would be glad to show them the same consideration as that decided upon and extended to the men working in the packing plants elsewhere. This seemed to be quite satisfactory and we had no trouble. And, as far as we can see, this is not a sympathetic strike."

Mr. Matthews seemed hopeful of the outlook and believed that the immediate cause of the strike might be traced to a little friction between some of the officers representing the men.

Daniel Brogan, manager of the Montreal Abattoir Co., expressed a favorable view of the situation as far as his company was concerned.

The men are not very dissatisfied, in the opinion of Mr. Brogan. "It would not take a great deal to bring them back," he said. "They do not appear to know definitely just what they want."

"Will the strike affect you seriously?" was asked.

"No, we will not be affected for a week, or even for two weeks, if it should last that long. We, however, hope for an early settlement," concluded Mr. Brogan.

Other abattoir men were not available when CANADIAN GROCER called. The contention of the men is that they must have shorter hours and more pay, the gist of their demands being as follows:

The striking packers demand: A 48 hour week instead of 60 hours as at present; same wage return for working 48 hours as under the 60 hour schedule, and an increase all around of six cents an hour, making a wage of sixty-eight and one half cents an hour for butchers and forty-seven and three-quarter cents an hour for laborers.

Packers were sure that they will be able to take care of business quite regularly, as expressed to CANADIAN GROCER.

Latest advices report a much improved condition, there being about 200 men out early this week.

What Will British Pay for Butter

Indications Are That Former Satisfactory Price Will Not Prevail and That Export Trade Must be Encouraged by Lower Figure

NOW that the British Government has renewed its arrangement with regard to the purchase of Canadian butter as required during the present season, much interest centres around what it will pay for the same.

For some time the British market has been fairly well supplied, and, in any case, the available storage capacity there has been well filled with butter. This has made a changed situation with regard to export from Canada in the immediate past few weeks and with a better supply in the United Kingdom than for a long while, it is time to ask: "Will the high prices continue to be paid?"

New Zealand butter supply has been contracted for by the British authorities, and of course this will be some factor, undoubtedly, in determining the price which will be paid for such Canadian-made butter as may from time to time during 1919 be required. It is quite possible that more butter may and will be produced in England.

Then the production of butter is heavy in the United States. Creamery grade is, to-day, selling for around 48 and 49 cents in Chicago, and comparing this with the Canadian average prices, there is quite a wide difference. Considering that, from these several sources, and particularly under the very favorable pasturage conditions obtaining in Cana-

dian producing points, and also in view of the fact that retail prices are said to be such in Great Britain as to in no way provide for purchases being made here at ruling prices, it is fair to assume that quotations on creamery stock will be lower. "I believe that they ought to be below 50c," said a large produce buyer to CANADIAN GROCER a few days ago.

It will be of great interest to learn what is paid for the first butter bought for British Government account, and this will doubtless largely determine the immediate future price basis to obtain in the country.

It would seem that there will continue to be the same trouble as has existed for a long time in the matter of securing a required amount of shipping for butter. This has to be refrigerated space, of course, and an inadequate amount of it has been reported right along. There seems to be many ships sailing weekly from United States ports,—ships of British register, but from Montreal the sailings are less frequent, it is said, than desirable to take care of exportable surplus of butter, as well as of other commodities. An increasing tonnage of suitable shipping would be most welcome. When this is available, buying prices will be given out for butter, probably not much sooner.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 24—Among the price changes of the week are those of an advance for live and dressed hogs and a firming of the undertone on fresh beef prices. Smoked hams and bacon are also higher, while increases have been made for cooked meats. Shortening is up one cent. Butter advanced one cent for the creamery grade. Number two eggs are lower. Gaspé salmon is much higher, owing to scarcity, and lobsters also advanced. There is a plentiful supply of whitefish and in a general way the supply of fresh lake fish from both Eastern and Western sources is better. The trade conditions are reported satisfactory.

Generally Higher Are Livestock Prices

Montreal.
FRESH MEAT.—In accordance with the tendencies in other Canadian markets, hog quotations have stiffened here and the price for choice hogs runs about 50c per cwt. above that of last week, \$22 to \$22.50 being quoted. There is rather an unsettled condition in the market and demand is certainly slow for pork, although that for fresh beef is fairly good. Price basis for beef, too, is firmer, and advances are anticipated. Dressed hogs and various cuts are advanced in price.

| | | |
|--|----------|--------------------------|
| Hogs, live | 22 00 | 22 50 |
| Hogs, Dressed— | | |
| Abattoir killed, small, 65-90 lbs. | 32 00 | |
| Sows (heavy) | 24 50 | 25 00 |
| Fresh Pork— | | |
| Leg of pork (trimmed) | 0 40 1/2 | |
| Loins (trimmed) | 0 44 | |
| Loins (untrimmed) | 0 41 | |
| Spare ribs | 0 25 | |
| Trimmed shoulders | 0 29 | 0 30 |
| Fresh Beef— | | |
| (Cows) | | |
| \$0 29 | \$0 32 | ..Hind quarters.. \$0 26 |
| 0 17 | 0 20 | ..Front quarters.. 0 17 |
| 0 42 | 0 40 | ..Loins..... 0 32 |
| 0 28 | 0 30 | ..Ribs..... 0 26 |
| 0 17 | 0 18 | ..Chucks..... 0 16 |
| 0 30 | 0 30 | ..Hips..... 0 25 |
| Calves (as per grade) | 0 20 | 0 25 |
| Lambs, 30-40 lbs. (whole carcass), lb. | 0 40 | |
| No. 1 Mutton (whole carcass), lb. | 0 25 | |

Smoked Hams Up; Bacon is Higher

Montreal.
CURED MEATS.—This market is quite active and there has been a large outgo of smoked hams. These have advanced in price, and the increase is in accordance with the higher hog market. Bacon is in demand from the British buyers and the best grades are going forward to meet this trade. Prices are firmer and advances of from one to two cents per lb. are made. There is an active trade locally, too.

| | | |
|----------------------------------|----------|----------|
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights), 12-14 lbs. | 0 41 | |
| 14-20 lbs. | 0 40 1/2 | |
| 20-25 lbs. | 0 40 | |
| 25-35 lbs. | 0 37 | |
| Bacon— | | |
| Plain | 0 48 | |
| Breakfast, per lb. (as to qual.) | 0 46 | 0 56 |
| Rolls, per lb. | 0 38 | 0 39 |
| Dry Salt Meats— | | |
| Long clear bacon, ton lots | 0 50 1/2 | 0 51 1/2 |

| | | |
|--|----------|----------|
| Long clear bacon, small lots.. | 0 31 1/2 | 0 32 1/2 |
| Barrel Pork— | | |
| Fat backs, lb. | 0 33 | |
| Canadian short cut (bbl.) 30-40 pieces | 62 00 | 62 50 |
| Clear fat backs (bbl.) (40-50 pieces) | 67 50 | |
| Heavy mess pork (bbl.) | 54 50 | |
| Bean pork (bbl.) (American) (60-80 pieces) | 53 00 | |

Cooked Meats Up; Are Very Active

Montreal.
COOKED MEATS.—Following the firmer markets for live and dressed hogs, prices are higher for cooked and roast hams, the basis being 64c per pound. There is an excellent demand for these two lines and for ox tongue, too, there is ready sale, camping trade being active. Jellied ox tongue is very high in price, too, while the base price for head cheese is 15c.

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

Firm Lard Market But Unchanged

Montreal.
LARD.—In view of the strong position assumed in the live and dressed hog market, lard prices are firm, but there has been no advance over the week-end. This may come at any time, for there is a fairly good demand and sales have been satisfactory, even at the high prices.

| | | |
|----------------------------|----------|------|
| LARD, pure— | | |
| Tierces, 400 lbs., per lb. | 0 37 1/2 | |
| Tubs, 50 lbs., per lb. | 0 38 | |
| Pails, 20 lbs., per lb. | 0 38 1/2 | |
| Bricks, 1 lb., per lb. | 0 39 | 0 40 |

One Cent Advance For Shortening

Montreal.
SHORTENING.—Prices are moved up one cent for shortening. The demand for the substitute is very good and the undertone steadily strong. No shortage of supplies is reported and orders are promptly filled. There is a de-

cidely strong market for shortening in containers.

| | | |
|----------------------------|----------|--|
| SHORTENING— | | |
| Tierces, 400 lbs., per lb. | 0 31 1/2 | |
| Tubs, 50 lbs. | 0 31 1/2 | |
| Pails, 20 lbs., per lb. | 0 31 | |
| Bricks, 1 lb., per lb. | 0 33 | |

Summer Selling of Oleomargarine

Montreal.
MARGARINE.—The trade is exercising its usual care in stocking up on margarine, and sales made are consequently frequent, rather than of large proportions. There is no new feature this week, and there is an ample supply to take care of the trade.

| | | |
|-----------------------------------|------|----------|
| Margarine— | | |
| Prints, according to quality, lb. | 0 35 | 0 38 1/2 |
| Tubs, according to quality, lb. | 0 32 | 0 34 1/2 |

Butter One Cent Up; Should Be Lower

Montreal.
BUTTER.—That there should be lower prices for butter is borne out in an increased make of grass butter, a filling up of British storage capacity, and lower prices for creamery butter in the United States. In the meantime, an advance is made here of one cent per pound for creamery grade, but declines will come, some believe. Shipping space is scarce for export, and, as above stated, the storage space in the United Kingdom is somewhat taxed already. Demand is heavy.

| | | |
|-------------------------------|------|--|
| BUTTER— | | |
| Creamery prints, fresh made.. | 0 54 | |
| Creamery solids, fresh made.. | 0 53 | |
| Dairy prints | 0 45 | |
| Dairy, in tubs, choice | 0 44 | |

Strong is Cheese; in Ready Demand

Montreal.
CHEESE.—Regardless of the high prices which have been attained, cheese is in good demand and there are plenty of buyers. The make is a large one at country points and with the combined domestic and export demand, the outgo from this port is considerable.

| | | |
|----------------------------|----------|------|
| CHEESE— | | |
| New, large, per lb. | 0 32 | |
| Twins, per lb. | 0 32 1/2 | |
| Triplets, per lb. | 0 33 | 0 34 |
| Stilton, per lb. | 0 35 | |
| Fancy, old cheese, per lb. | 0 34 | 0 35 |

Number Two Eggs 43c; Choicest Are High

Montreal.
EGGS.—Demand for choice, strictly new-laid eggs is still excellent and prices ranging close to 60c have been secured by the produce dealers from those wanting stock. There seems to be a good market right along for this class of stock and all that comes to hand commands good prices from the trade. On the other hand, very low prices, comparatively speaking, obtain for inferior or number two stock, and there

is a surplus. Production is still quite heavy and there is a probability of lower prices still if the weather keeps warm.

EGGS—

| | |
|-----------|------|
| No. 2 | 0 43 |
| No. 1 | 0 48 |
| New laids | 0 52 |

*Poultry Moves Out;
Prices Are Steady*

Montreal.

POULTRY.—Prices have been fully maintained on poultry and there has been a remarkably good demand. Sales of live birds have been good right along and the Jewish purchases have continued quite heavy. No changes in the price basis have been made this week.

POULTRY (dressed)—

| | | |
|-----------------------------|------|------|
| Chickens, roast (3-5 lbs.) | 0 40 | 0 41 |
| Chickens, roast (milk fed) | 0 45 | 0 46 |
| Broilers (3-4 lb. pr.) | 0 44 | 0 47 |
| Ducks— | | |
| Brome Lake (milk fed green) | 0 46 | |
| Young Domestic | 0 38 | 0 40 |
| Turkeys (old toms), lb. | 0 49 | |
| Turkeys (young) | 0 50 | |
| Geese | 0 30 | 0 31 |
| Old fowls (large) | 0 36 | |
| Old fowls (small) | 0 32 | |
| Live—Old fowl | 0 33 | 0 36 |
| Roosters | 0 30 | |
| Turkeys | 0 40 | |
| Broilers | 0 48 | 0 50 |

*Salmon Much Higher;
Lobsters Up Too*

Montreal

FISH.—Prices have advanced for Gaspé salmon, the supplies being very short and the catch being about 75 per cent. short, it is stated. Lobster season is far advanced and the prices are higher again, 30c to 35c per lb. being asked for boiled and up to 50c for live. More fresh fish from the West coast are to hand and there is a plentiful supply of whitefish too. There is rather a quiet trading condition.

FRESH FISH

| | | |
|-----------------------------|------|------|
| Carps, per lb. | 0 11 | 0 12 |
| Bullheads (dressed) | 0 15 | |
| Gaspereaux, each | 0 07 | |
| Haddies | 0 12 | 0 13 |
| Fillet Haddies | 0 18 | |
| Haddock | 0 07 | |
| Halibut, Eastern | 0 23 | 0 24 |
| Halibut (Western) | 0 22 | 0 23 |
| Steak, Cod | 0 10 | |
| Market cod | 0 07 | |
| Flounders | 0 09 | |
| Prawns | 0 30 | |
| Pike, lb. | 0 12 | |
| Live lobsters | 0 45 | 0 50 |
| Boiled lobsters | 0 30 | 0 35 |
| Salmon (B.C.), per lb., Red | 0 30 | 0 32 |
| Salmon, Gaspé | 0 35 | 0 40 |
| Lake Trout | 0 18 | |
| Mackerel | 0 15 | |
| Shrimps | 0 35 | 0 40 |
| Whitefish | 0 18 | |
| Trout, brook | 0 40 | |

FROZEN FISH

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

SALTED FISH

| | | |
|---|---------|-------|
| Codfish— | | |
| Codfish, large, bbl., 200 lbs. | \$20 00 | |
| Codfish, No. 1, medium, bbl., 200 lbs. | 18 00 | |
| Codfish, No. 2, 200 lb. barrel | 17 00 | |
| Pollock, No. 1, 200 lb. barrel | 15 00 | |
| Codfish, strip boneless (30-lb. boxes), lb. | 0 20 | 0 23 |
| Codfish (boneless) (24 1-lb. cartons) | 0 26 | |
| Codfish (Ivory) (2-lb. blocks, 20-lb. bx) | 0 19 | |
| Boneless cod (2-lb.) | 0 23 | |
| Shredded codfish (12-lb. box) | 2 50 | |
| Dried codfish (100-lb. bbl.) | 20 00 | |
| PICKLED FISH | | |
| Herrings (Scotch cured), barrel | 11 25 | 12 00 |
| Scotia, barrel | 12 00 | |
| Do., half barrel | 6 25 | |
| Mackerel, barrel | 34 00 | |
| Salmon, Labrador (200 lbs.) | 26 00 | |

| | |
|-----------------------------------|-----------|
| Salmon, B.C. (200 lbs.) | 24 50 |
| Sea Trout (200-lb. bbls.) | 26 00 |
| Turbot (200 lbs.) | 17 00 |
| Codfish, tongues and sound, lb. | 0 15 |
| Eels, lb. | 0 16 0 17 |
| OYSTERS | |
| Cape Cod, per barrel | 16 00 |
| Batouche, per barrel | 16 00 |
| Scallops, gallon | 4 50 |
| Can No. 1 (Solids) | 2 50 |
| Can No. 3 (Solids) | 7 50 |
| Can No. 5 (Solids) | 12 50 |
| Can No. 1 (Selects) | 2 50 3 00 |
| Can No. 3 (Selects) | 9 00 |
| SUNDRIES | |
| Paper Oyster Pails, ¼ per 100 | 1 76 |
| Crushed Oysters Shell, 100-lbs. | \$1 60 |
| Paper Oyster Pails, ¼-lb. per 100 | 2 25 |

ONTARIO MARKETS

TORONTO, June 27—Both fresh and cured meats show some advances this week, while cooked meats are at strong levels. There is a very active demand for the latter, and quotations show gains of from two to three cents per pound on both boiled and roast hams. The position of the market for live hogs is very firm, and consequently all pork products show upward tendencies.

*Firmer Prices Again
on Fresh Meats*

Toronto.

FRESH MEATS.—There is a firmer tendency this week, as compared with last, in the market for fresh meats. Prices show advances in a good many instances. Practically all cuts of pork are higher, up from two to three cents per pound. Beef is also higher. Spring lamb is selling at 40 cents per pound. While prices show advances, demand for fresh meat is somewhat curtailed, the hot weather stimulating the buying of cooked meats.

FRESH MEATS

| | | |
|--|---------|-------|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | \$30 00 | |
| Live, off cars, per cwt. | 22 50 | |
| Live, fed and watered, per cwt. | 22 25 | |
| Live, f.o.b., per cwt. | 21 25 | |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | 0 39 | 0 43½ |
| Loins of pork, lb. | 0 42 | 0 43 |
| Tenderloins, lb. | 0 46 | 0 47 |
| Spare ribs, lb. | 0 20 | 0 21 |
| Picnics, lb. | 0 30 | |
| New York shoulders, lb. | 0 28 | 0 31 |
| Montreal shoulders, lb. | 0 29 | 0 32 |
| Boston butts, lb. | 0 33 | 0 37½ |
| Fresh Beef—From Steers and Heifers— | | |
| Hind quarters, lb. | 0 26 | 0 28 |
| Front quarters, lb. | 0 14 | 0 16 |
| Ribs, lb. | 0 26 | 0 30 |
| Chucks, lb. | 0 13 | 0 15 |
| Loins, whole, lb. | 0 30 | |
| Do., short, lb. | 0 32 | 0 35 |
| Hips, lb. | 0 22 | 0 24 |
| Cow beef quotations about 2c per lb. below above quotations. | | |
| Calves, lb. | 0 18 | 0 25 |
| Lambs, whole, lb. | 0 28 | 0 30 |
| Spring lamb | 0 40 | |
| Sheep, whole, lb. | 0 14 | 0 16 |
| Above prices subject to daily fluctuations of the market. | | |

*Hams and Bacon
at High Levels*

Toronto.

PROVISIONS.—In the market for provisions the situation is very strong. Hams are holding at very high levels, and breakfast bacon is also on the upward trend. Ordinary breakfast bacon is selling at from 48 to 50 cents per pound, and fancy breakfast bacon at

from 57 to 59 cents. Long clear bacon is quoted higher this week at from 32 to 33 cents per pound. There is a very active demand for both hams and bacon.

Hams—

| | | |
|--|-------|-------|
| Medium | 0 46 | 0 48 |
| Large, per lb. | | 0 44 |
| Bacon— | | |
| Skinned, rib in | 0 49 | |
| Boneless, per lb. | 0 55 | 0 58 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 48 | 0 50 |
| Breakfast, fancy, per lb. | 0 57 | 0 59 |
| Roll, per lb. | 0 40 | |
| Wiltshire (smoked sides), lb. | 0 41 | 0 42 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | 0 32 | 0 33 |
| Do., av. 70-100 lbs. | 0 31 | |
| Fat backs, 16-20 lbs. | 0 35 | 0 38 |
| Out of pickle, prices range about 2c per pound below corresponding cuts above. | | |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | 0 52 | 0 53 |
| Short cut backs, bbl., 100 lbs. | 60 00 | 63 00 |
| Pickled rolls, bbl., 200 lbs., heavy | | 60 00 |
| Do., do., lightweight | | 60 00 |

Above prices subject to daily fluctuations of the market.

*Lard Advances to
37 Cents Per Pound*

Toronto.

LARD.—There is a very heavy demand for lard just now, and in fact for all kinds of fats. Lard is selling at from 36½ to 37 cents per pound, tierce basis, an advance of half a cent per pound as compared with last week.

| | | |
|---|-------|------|
| Lard tierces, 400 lbs., lb. | 0 36½ | 0 37 |
| In 60-lb. tubs, ½c higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces. | | |

*Cooked Meats Are
in Active Demand*

Toronto.

COOKED MEATS.—The warm weather continues to stimulate the demand for all cooked meats, and consequently the prices are stronger. Boiled hams are selling at 63 cents per pound, and roast hams, without dressing, at 64 cents. Roast shoulders are selling at from 52 to 53 cents per pound. Jellied ox tongue

is bringing from 63 to 65 cents per pound.

| | |
|---|-----------|
| Boiled hams, lb. | 0 63 |
| Hams, roast, without dressing, lb. | 0 64 |
| Shoulders, roast, without dressing, per lb. | 0 52 0 53 |
| Head Cheese, 6s, lb. | 0 14 0 15 |
| Meat Loaf with Macaroni and Cheese, lb. | 0 25 0 00 |
| Choice jellied ox tongue, lb. | 0 63 0 65 |
| Pork and Tongue, lb. | 0 46 |

Above prices subject to daily fluctuations of the market.

Shortening Has a Big Inquiry

Toronto.

SHORTENING.—Shortening is quoted higher this week at from 30 to 31 cents per pound. Shortening is selling very freely, like lard there being a very heavy demand for it.

| | | |
|------------------------------------|------|------|
| Shortening, tierces, 400 lbs., lb. | 0 30 | 0 31 |
|------------------------------------|------|------|

Cheese Quotations Are Holding Firm

Toronto.

CHEESE.—Prices on cheese are steady. The price of cheese to the consumer in England is still fixed at 36 cents, so that the Canadian price in order to permit of export must hold around 30 cents. New large cheese are selling to the trade at 32 cents, and new Stiltons at from 33 to 34 cents.

| | |
|--|-----------|
| Cheese— | |
| New, large | 0 32 |
| Stilton (new) | 0 33 0 34 |
| Twins 1/2 lb. higher than large cheese. Triplets 1 1/2 lb. higher than large cheese. | |

Eggs Continue at Easy Levels

Toronto.

EGGS.—Eggs are selling to the retail trade at unchanged prices as compared with a week ago. There is not a heavy consumption of eggs just now, and the weather is too warm to permit of storage. New laids in cartons are quoted at from 48 to 50 cents per dozen, and new laids at from 45 to 46 cents.

| | |
|---|-----------|
| Eggs— | |
| New laids in cartons, doz. | 0 48 0 50 |
| New laids, doz. | 0 45 0 46 |
| Prices shown are subject to daily fluctuations of the market. | |

Margarine Has a Slow Demand

Toronto.

MARGARINE.—There is not much demand for margarine just now, fairly ample supplies of butter at more reasonable prices somewhat curtailing the inquiry for margarine. Prices for the same are unchanged.

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

Butter Quotations Are Unchanged

Toronto.

BUTTER.—No change is reported in the quotations on butter this week. There are still ample supplies coming forward, and the situation is fairly easy. Just at present there is not a heavy export demand. Fresh made creamery

prints are selling to the trade at 53 cents.

| | |
|----------------------------------|------|
| Creamery prints (fresh made) | 0 53 |
| Creamery solids (fresh made) | 0 62 |
| Dairy prts, fresh separator, lb. | 0 48 |
| Dairy prints, No. 1, lb. | 0 45 |

Poultry Now in Greater Supply

Toronto.

POULTRY.—Supplies of poultry moving to market show considerable increase and prices throughout the list are easier. Heavy hens are now selling to the trade at 35 cents, and light hens at 33 cents. Spring chicken is selling at from 50 to 55 cents. Shipments of the latter are on the increase.

| | |
|---|---------------------------|
| Prices paid by commission men at Toronto: | |
| Live | Dressed |
| Ducklings, lb. | \$...-\$0 35 \$...-\$0 40 |
| Turkeys, old, lb. | 0 25 0 30 |
| Do., young, lb. | 0 30 0 35 |
| Roosters, lb. | 0 22 0 25 |
| Fowl, 4 to 6 lbs., lb. | 0 26 0 26 |
| Fowl, over 6 lbs., lb. | 0 29 0 29 |
| Prices quoted to retail trade: | |
| Hens, heavy | \$... \$0 35 |
| Do., light | 0 33 |
| Chickens, spring | 0 50 0 55 |
| Ducks | 0 40 0 45 |
| Turkeys | 0 35 0 45 |

Fish Selling at Easier Levels

Toronto.

FISH.—Prices of fish are for the most part at easier levels. Haddock with heads off are selling at 10 cents. There is now on the market fresh Restigouche salmon at from 30 to 35 cents. Frozen Restigouche is selling at 25 cents per pound. There is very little pickerel on the market. It is selling at from 15 to 18 cents. Fresh mackerel is selling at from 9 to 10 cents per pound.

| | |
|-------------------------|---------------|
| FRESH SEA FISH | |
| Cod Steak, lb. | \$0 11 \$0 12 |
| Do., market, lb. | 0 09 0 10 |
| Haddock, heads off, lb. | 0 10 |
| Halibut, chicken | 0 21 0 23 |
| Do., medium | 0 22 0 23 |
| Flounders, lb. | 0 07 0 10 |
| Salmon, Restigouche | 0 30 0 35 |
| FROZEN SEA FISH | |
| Salmon— | |
| Restigouche | 0 25 |
| FRESH LAKE FISH | |
| Lake herring, lb. | 0 10 |
| Trout, lb. | 0 15 0 16 |
| Whitefish, lb. | 0 11 1/2 0 15 |
| Mullets, lb. | 0 05 |
| Fresh pickerel | 0 15 0 18 |
| Ciscoes | 0 16 |
| Pike | 0 09 0 10 |
| Fresh Mackerel | 0 09 0 10 |

WINNIPEG MARKETS

WINNIPEG, June 21—There is a slow movement in hogs on the market yet, owing to strike conditions, and practically no price changes have occurred in two weeks. The egg market is easier, reflecting the feeling on other markets. Butter is scarce, owing to difficulties of transportation and handling generally under present conditions.

Hog Market Is Steady

Winnipeg.

PROVISIONS.—Trading in pork products is still slow in this market owing to the strike tie-up of freight service. Practically no change has been made in the price of hogs during the past two weeks and the market is now steady at \$20.25 with a fairly good run.

Easier Tone in Egg Market

Winnipeg.

EGGS.—There is an easier feeling in the egg market. Storage stocks are heavier than last year. In the United States and Eastern markets there is a

much easier tone in the egg market, with a decline in price. Hot weather eggs should be cheaper in any case, and the end of the strike is expected to bring lower prices in this market.

Butter To Drop When Strike Ends

Winnipeg.

BUTTER.—There is still a marked shortage of butter, and it is stated that large quantities of dairy products are being wasted in country districts owing to the cutting off of express deliveries. With the termination of the strike a decline is looked for in sympathy with the United States and Eastern markets, which have already experienced this tendency.

VANCOUVER MARKETS

Produce Lines Show Advance

Vancouver.

PROVISIONS.—There has been an advance in many provision lines, namely bacon and ham, lard, and compound lard. Butter, eggs and cheese also are somewhat higher. Beef prices show an easier tendency and there is little likelihood of advances in the near future, indeed the probabilities rather favor declines. Margarine remains steady with no price

changes in prospect.

| | |
|-----------------------------|-----------|
| PRODUCE | |
| Dressed hogs | 0 29 1/2 |
| Breakfast bacon, medium | 0 55 |
| Hams, medium | 0 45 |
| Pure lard, tierce basis | 0 37 |
| Do., compound | 0 27 1/2 |
| Butter, New Zealand prints | 0 64 |
| Do., Alberta Cr., prints | 0 60 |
| Margarine, prints | 0 34 1/2 |
| Eggs, fresh | |
| Do., storage | 0 58 |
| Cheese, large | 0 34 |
| Do., twins | 0 34 |
| Potatoes, Lillooet, per ton | 36 00 |
| Fish— | |
| Frozen Halibut, per lb. | 0 15 0 17 |

changes in prospect.

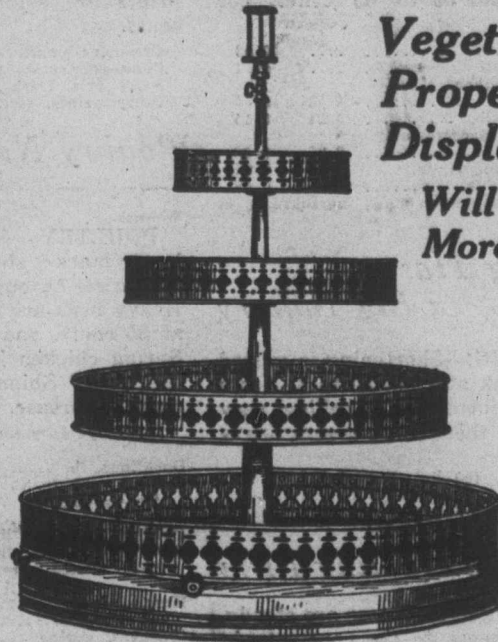
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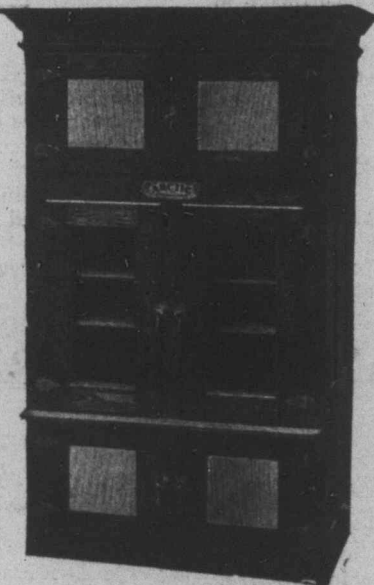
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Made in
Canada



—beats them all in quality
—beats them all in clever
advertising that helps the
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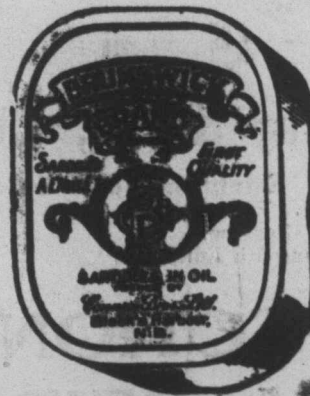
Similarly—when the housewife asks for a tin of sardines or some such sea food you can hand her a Brunswick Brand line and know that the "C-B" Trade Mark is a sure enough guarantee of a first quality product that is bound to please her.

Bulletin No. 423, issued by the Food and Drug Laboratory of the Department of Trade and Commerce, Ottawa, shows that **Brunswick Brand Sardines contain a higher percentage of food calories than any other canned fish or meat (devilled beef excepted).** A point like that is worth emphasizing when making a sale.

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The other five are:

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- ¼ Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams



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The CANADIAN Open

creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$18.00.

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ITS QUALITY AND FLAVOR APPEAL TO THE MOST CRITICAL

If your customers have trouble keeping butter in the hot weather, suggest they try a can of **BLUENOSE**. Write us.



Smith & Proctor

Sole Packers

Halifax

N.B.



JAPAN TEA



—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.

The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.

"Tea is a medium of no inconsiderable amount of nutriment."
—Enc. Britannica.

18

The delicious, wholesome flavor of this national green leaf will immediately appeal to the most discriminating tea drinker. When you sell a customer the first package you can confidently look forward to her coming back for more — Japan Tea is a real "repeater."

To Cannery of
Fish, Fruit or Meat
U.S.A. and Canada

DO YOU WANT THE BEST
POSSIBLE NETT RETURN
FOR THE PRODUCT YOU
SHIP TO GREAT BRITAIN?

IF SO

Send full particulars of your pro-
duction to Advertisers who sell
direct to the Distributors through-
out ENGLAND, WALES, SCOT-
LAND and IRELAND, and who
will supply ideas and proposals.

Address, in first instance:

"ENERGY,"

**"The Grocer" Office,
Eastcheap Buildings,
London, E.C., England**

By Appointment to H.M. King George V.

From War to Peace

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

Huntley & Palmers Biscuits

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

Unrivalled Quality

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

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

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

**IMPORTERS, EXPORTERS and GENERAL
PRODUCE MERCHANTS**

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

*SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND*

Bankers: ROYAL BANK OF SCOTLAND

MACDONALD'S Popular Brands

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

Plug Smoking

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



Trade Mark
Registered



Plug Chewing

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



Trade Mark
Registered

W. C. MACDONALD, REG'D.

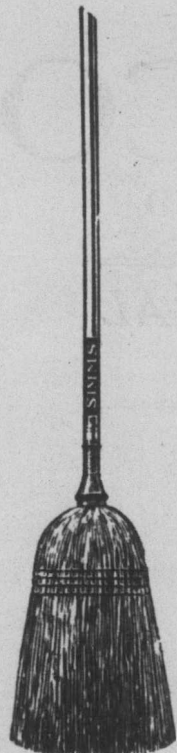
Established Over 60 Years

MONTREAL, QUE.

Incorporated.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

52 Years' Accumulated Skill



If you should visit our Factory ever, at Fairville, St. John, N.B.—where a hearty welcome always awaits you—you would be struck by the enthusiastic co-operation of every one of our employees. The making of *Better Brushes* is an art which rules us all. Most of our employees have grown up with us, and are so skilled in their respective tasks that it would be strange if Simms' Brushes and Brooms did not far out-do other brushes and brooms in excellence of workmanship. In quality of material and scientific secrets of manufacture they keep pace with the workmanship.

For more than half a century Simms' Brushes and Brooms have been steadily improved, and the business has expanded so that you will find our products in every civilized country in the world.

Simms' Brushes make business grow for *you*. See that your stocks are ready when your customers demand Simms'. Write for price list at once.

T. S. SIMMS & CO., Limited
ST. JOHN, N.B.

Branches: Montreal, Toronto, London



FOWLER'S PRODUCTS "Are Better"



Fowler's Wantmore Peanut Butter. "The Finest Spread for Bread."

Fowler's Electro-pure Ciders. "The Great Refreshers."

Fowler's Wantmore Salted Peanuts. "Nuts that taste Better."

All of Fowler's Products are made so good that MILLIONS USE THEM.

R. L. FOWLER & CO., Limited
Manufacturers

Factories at Calgary, Saskatoon, Regina.

Head Office—Calgary, Canada.

Genest & Genest, Ltd., Montreal,
Representatives for Province of Quebec.

Jas. Nolan, Winnipeg,
Representatives for Province of Manitoba.

W. H. Edgett, Ltd., Vancouver,
Representatives for Western British Columbia.

Once Used, Always Used

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

Our trade-mark is registered

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

These Advertisements Help Make Money for You —

By telling the story weekly in over 280 magazines and newspapers in Western Canada through our present advertising campaign.

It is our desire to make the "Striped Box" biscuits the most popular and the most in demand because they are the best biscuit on the market. This is the smallest size advertisement we are running, the others being double this size. Have you a stock of "Striped Package" Biscuits on hand? Summer picnics, etc., will bring these in demand. Write us.

The North-West Biscuit Co., Limited

EDMONTON, ALTA.

Regina

Saskatoon

Calgary

Vancouver



NORTH-WEST BISCUIT CO., LIMITED

46

KING GEORGE'S NAVY

CHEWING
TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

"PRIDE OF CANADA" PURE MAPLE SYRUP AND SUGAR

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

VOL-PEEK



FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for \$2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or
H. NAGLE & CO., Box 2024, MONTREAL

GROCERS

ORDER YOUR STOCK OF

**Champagne
de Pomme**
NOW

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



Order from your
wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.

J. TOBIN & SONS

Representing

British Export Service Co.

of England

NEW MONEY MAKER FOR THE GROCERS

CELEBRATED

English Lavender

"A
National Perfume"

Picked when in full bloom

Handsome Silent Show Case furnished free.

Are You Interested?

J. TOBIN & SONS

OTTAWA, ONT.

Established 1725
COX'S
 Instant Powdered
GELATINE



Housewives
 from every part of CANADA
 are using

Cox's Gelatine

It makes delicious Desserts
 used with all kinds of
 Fresh Fruits

Recommend it to your customers. Be sure that you
 have a good stock on hand.

As there is a big demand during the warm weather.

Agents: **ARTHUR P. TIPPETT & CO.**

Winnipeg and Manitoba
 Tees & Persse, Ltd.

Montreal and Toronto

Vancouver
 Martin & Robertson, Ltd.

TRADE-MARKS

Read What Mr. Small Has to Say

There are both excellent and inferior goods packed under trade marks. You take less risk in buying trade mark goods than if buying merchandise that is not covered by a trade mark. But goods that you know to be packed under a certain trade mark for many years, you may buy without risk or question, for inferior goods could not live long under a distinct mark. The age of the trademark, therefore distinguishes its value. Small's Brand Maple Products have a record of 80 years. Remember this when buying or selling products of this character.

SMALL'S, LIMITED

MONTREAL



Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

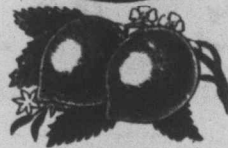
We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

A Fine
Warm Weather
Line ---

Rose's Lime Juice



There are many lime juices on the market, but not one that you can more readily recommend than ROSE'S. A few bottles regularly displayed on your counter during the Summer weeks will get you a good portion of the strong warm weather demand for a delicious, cooling, temperance drink.

TRY ROSE'S.

Holbrooks, Ltd.
Dominion Representatives
TORONTO and VANCOUVER

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

| | |
|-----------------|-----------------|
| Calgary, Alta. | Vancouver, B.C. |
| Edmonton, Alta. | Hamilton, Ont. |
| Halifax, N.S. | Montreal, Que. |
| London, Ont. | Quebec, Que. |
| Ottawa, Ont. | Toronto, Ont. |
| St. John, N.B. | Winnipeg, Man. |
| Victoria, B.C. | Sydney, N.S. |

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager
Western Canada
TORONTO

Parke's Fly and Mosquito Oil

KEEPS MOSQUITOES AND BLACK FLIES AWAY.



No mosquito bites. No swollen hands and ankles. No red inflamed lumps on the face.

"Use it and they will leave you alone."
THE DEMAND FOR IT IS EVERYWHERE at the home, the beach, the lakeside, the camp, etc.

Good sized bottle sells for 25 cents. Wholesale price \$2.10 per dozen, \$24.00 per gross.

Manufactured and for sale by

PARKE & PARKE, LIMITED
MacNab St. and Market Sq., Hamilton, Ont.

Getting Results

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

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

Sani-Flush

(TRADE MARK REGISTERED)

Cleaning the water-closet is a specific problem. Sani-Flush solves that problem. Its action is entirely different from that of ordinary cleansers.

Sani-Flush contains no soap, lye or abrasive. It is a special compound for dissolving the stains and incrustations found in closet bowls and traps.

Display a can of Sani-Flush on a counter and customers will see that it is something they need.

HAROLD F. RITCHIE & CO.
LIMITED

10-12 McCaul Street
TORONTO, ONT.



The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bolvin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

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 customers sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.

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

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



Somebody is getting this trade. Why not you? A simple, harmless, but effective remedy for nervous disorders of every description is always in big demand everywhere. There are lots of people coming into your store every day who need just such a remedy as

Mathieu's Nerve Powders

Put Mathieu's in your show case and upon your counter. You'll find it a worth-while seller.

J. L. Mathieu Co.

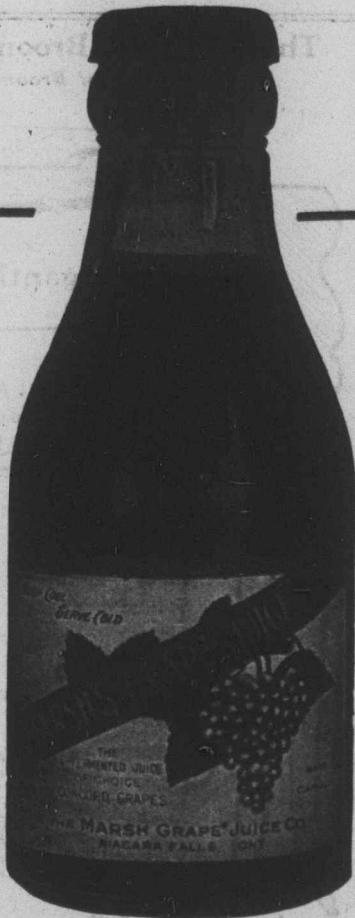
SHERBROOKE, QUEBEC

MARSH'S GRAPE JUICE

A Beverage with a superior deliciousness and a satisfying flavor. A pure Concord Beverage that is welcome in every home.

The Marsh Grape
Juice Company
NIAGARA FALLS, ONT.

Ontario Agents:
The MacLaren Imperial
Cheese Co., Limited
Toronto, Ont.



Every Home needs a GOOD broom or a whisk



Every home needs a GOOD Broom or a Whisk. Not that 15-cent store variety. WE don't make any. Every housewife is a good prospect for a sale of "Excelsior" Brooms and Whisks. They are serviceable lines—made in Canada at Owen Sound, Ont., and are priced in a way that will appeal to every woman.

Every repeat order will be right up to the sample. Our factory inspection guarantees this.

Send to-day for our price list. We give personal attention to every order and guarantee prompt service.

J. C. SLOANE

Makers of Fine Brooms and Whisks
845 5th Avenue, Owen Sound, Ontario



Quality *Whittemore's* Variety Shoe Polishes

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.

Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.

Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.

Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.

Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.

Also white cake canvas and buck dressing in metal box. 2 sizes.

Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.

Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.



GET QUICK ACTION

IT is logical that the more select business men who read of your wants the greater chance you have of getting them supplied. Send out your S.O.S. call by a condensed ad in CANADIAN GROCER—the paper most interested in your business. It will be heard from the Atlantic to the Pacific.

THOUSANDS of the best grocers in Canada subscribe to and read CANADIAN GROCER every week. These grocers have PROGRESS as their motto, and they are living up to it. Consequently they must watch every avenue that is likely to contain opportunities for them, and the WANT AD PAGE is one of the avenues.

THIS Want Ad Page is open to you to voice your wants effectually and economically. Why not take advantage of it whenever you are in need of something?

The following list will perhaps suggest a few of your needs:

| | |
|--------------------------|--------------------------------|
| Position Wanted | Store Fixtures For Sale |
| Position Vacant | To Buy Store Fixtures |
| Business For Sale | Goods For Sale |
| To Buy Business | To Buy Goods |
| Agents Wanted | Salesman Wanted |
| Agencies Wanted | Miscellaneous |

You would like to know what it is going to cost. Well, here is how it figures out:

2c per word first insertion and 1c per word for each subsequent insertion. 5c extra if you wish your replies directed to a Box Number in our care. Payable in advance.

SEND IN YOUR WANT AD TO-DAY
CANADIAN GROCER

143-153 University Ave.

Toronto

Have The Maritimes Had Fair Play?

THE Maritime Provinces did not enter Confederation very willingly and it may surprise people in other parts of the Dominion to learn that at the present time the people of New Brunswick and Nova Scotia are not altogether pleased with the results of the bargain. There is a distinct feeling among them that the advantages of Confederation have gone to the other Provinces. In the course of an article in the July issue of MACLEAN'S MAGAZINE, Thomas M. Fraser explains why this feeling has grown and the basis for it.

This article was written for the purpose of letting the other provinces know that the feeling exists but it will be of intense interest to people in the Maritimes. Be sure to read it—"The Spirit of the Maritimes."

"The Land of National Leaders"

An article on the political aspect of the Eastern Provinces and the achievements of their leading statesmen.

"Guarding Our Coast Line"

An extremely interesting description of the measures that were taken to patrol and guard the Atlantic seaboard during the war.

Bonar Law, the man from the Maritimes, who has been the able lieutenant of Lloyd George at all crises in Great Britain, appears on the cover in a handsome three-color reproduction.

Other Big Features of the Number

"With the Snowball Brigade"

By Captain Louis Keene

Just back from Siberia—Captain Keene tells some sensational and intensely gripping things about conditions in that country which the Canadian forces are helping to stabilize. It is a record of international complications, strange atrocities and almost unbelievable living conditions.

"The Four Tommies"

By Robert W. Service

A war of unusual strength.

"Solving the Problem of the Arctic"

By Vilhjalmur Stefansson

The fourth instalment of his remarkable story of the five years he spent in the north for the Canadian Government, appearing exclusively in MACLEAN'S.

Four Magnificent Stories

The best fiction obtainable is found in this issue: "Owners' Up," a race horse story by W. A. Fraser; "His Majesty's Well Beloved," by Baroness Orczy; "Petite Simunde," by Arthur Beverley Baxter; "Bunkered," by Allen C. Shore.

The Review of Reviews

Here are a few of the articles in this splendid department chosen as the best published during the past month in all magazines:

Finding Husbands For Three Million Women.

Will England Become an Agricultural Country?

Germany Can be Prosperous Under the Peace Terms.

The Woman Who Wrecked the World.

The Great Lama Rides in Motor Car.

Strange Personalities at Paris. Making All Men Equal.

Winning the Secrets of the Desert.

Over 70,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

JULY ISSUE Now On Sale At All News Dealers **20c.**

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or \$2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.

When a Customer asks you for Sausage

What brand do you give her, Mr. Clerk? Are you satisfied that the good qualities of the Sausage will please her and retain her custom to the store?

You can be if you always fill the Sausage order with Schneider's. Suggest to your employer that he stock Schneider's Sausage. Our prices make for sizeable profits. Note our Trade Mark—a guarantee of goodness.

J. M. Schneider & Sons
Kitchener Ontario



Selling Bulk Teas At A Worth-While Profit

is easy if you stock Minto Bros.' Bulk Teas. And the quality is the kind that makes the purchaser recommend it to her friends.

Minto Bros.
TORONTO
Originally Established 1873

Make Your Show Windows Pay Your Rent
Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trim.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, \$38.50
No. 20½ Set has 50 Interchangeable Younits For Small Store-Windows, \$23.10

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.



Manufacturers' Agents
For Foreign and Domestic Markets
Head Office: Standard Bank Bldg.
Vancouver, British Columbia

Ask Your Jobber for
"STAR" BRAND
COTTON
WRAPPING TWINE

"Manufactured in Canada"

Mention Canadian Grocer when writing to advertisers

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

RUBBER RINGS AND GRAPE JUICE

Kindly advise us the name of a firm manufacturing rubber preserving rings; also one offering Grape Juice other than the Welch Company.—G. E. Barbour Co., Limited, North Market Wharf, St. John, N.B.

Answer.—For rubber preserving rings: Dominion Rubber System, 1 Front St. E., Toronto, Ont.; Gutta Percha & Rubber Ltd., 47 Yonge St., Toronto, Ont.; Dunlop Tire & Rubber Co., 244 Booth Ave., Toronto, Ont. Grape Juice: Marsh Grape Juice Co., Niagara Falls, Ont.; Wagstaffe Limited, Hamilton, Ont.; E. D. Smith & Son, Winona, Ont.; Ont. Grape Juice & Wine Mfg. Co., St. Catharines, Ont.; Niagara Falls Wine Co., Niagara Falls, Ont.

BODIES FOR FORD TRUCKS

Would you kindly furnish us with names of firms who manufacture bodies for Ford Trucks other than Carriage Factories, Ltd., whose address we already have.—P. Devine, 36 York St., Ottawa, Ont.

Answer.—Acason, Galusha & Rudd, Walkerville, Ont.; Wm. Gray & Sons, Chatham, Ont.; Guy Matthew Co., Oshawa, Ont.; Hutchinson & Son, Toronto, Ont.; Toronto Auto Top & Body Co., 137 Simcoe St., Toronto, Ont.; Dowell, Daniel, Montreal, Que.; Ledeaux Carriage Co., Montreal, Que.; Robt. Elder Carriage Works, St. John St., Toronto, Ont.

MANUFACTURERS OF PLAYING CARDS.

Please give us addresses of leading manufacturers of playing cards in Canada and oblige.—Brennan & Co., North Sydney, N.S.

Answer.—U.S. Playing Card Co., Windsor, Ont.; Consolidated Litho. Co., Montreal; Montreal Lithograph Company, Montreal, Canada.

MAKERS OF GASOLINE IRON

Kindly let us know the address of the firm who manufactures the two-point self-heating gasoline iron.—Bartlett Brothers, Hybla, Ont.

Answer.—Acorn Brass Mfg. Co., 426 South Clinton St., Chicago, Ill.; Enterprise Tool & Metal Works, 126 South Clinton St., Chicago, Ill.; Imperial Brass Mfg. Co., 524 South Racine, Chicago, Ill.

QUESTIONS REGARDING EGGS.

Will you please answer the following questions?—Wm. A. Harbor, Sandy Beach Centre, Co., Gaspe, Que.

Present price paid for eggs by produce men in Boston? Answer: 48½-49c.

Is the firm of Lewis Mears Co. reliable regarding egg shipments? Answer: Yes, good reliable firm.

Is there any export duty on eggs? Answer: No.

Has one to have an export license? Answer: No.

Where can such a license be procured? Answer: Not required.

Has one to make out special B/L's and invoices to accompany shipments? Answer: Yes.

Where can I procure such forms? Answer: Any customs house can supply invoice form, the railways the bills of lading.

WHOLESALE GROCERS IN TORONTO AND MONTREAL

Will you kindly furnish us with a list of a few of the wholesale grocers in Toronto and Montreal? — George McDaid, Port Arthur, Ont.

Answer. — The following are wholesale grocers in Toronto and Montreal. Toronto: Armstrong & Paffard, Ltd., Yonge St.; A. Broudy & Co.; Canada Brokerage Co., Front St.; Eby-Blain Ltd., Cor. Front and Scott Sts.; H. P. Eckardt & Co., Church St.; Fine & Rubin; Groceries Ltd., Front St.; F. W. Humphrey, Front St.; T. Kinnear & Co., Front St.; Jas. Lumbers & Co., Front St.; Medland Bros., Ltd., Front St.; Parsons, Brown & Co.; Perkins, Ince & Co., Front St.; Jos. Prager; Scott Bros.; John Sloan & Co., Church St.; Warren Bros. & Co., Ltd., Queen and Portland Sts. Montreal: P. Adelstein, Bergeron, Whissell & Co., Birks, Corner & Co., D. C. Brosseau & Co., S. J. Carter & Co., L. Chaput, Fils & Co., Ltd., Couvrette & Sauriol, Ltd., Forbes Bros., 156 McGill St., Wm. Galbraith & Son, Hudon Hebert & Co., Ltd., Hudon & Orsali, Ltd., Lacaille, Gendreau & Co., Laporte-Martin, Ltd., Larue & Cloutier, M. Lavut & Son, LaLonde & Desroches Ltd., Law, Young & Co., Mathewson's Sons, J. Myerson & Son, D. W. Ross & Co., F. X. St. Charles & Co., Standard Imports Ltd., Watt & Gordon.

EGG CRATES AND FILLERS

Will you please tell us where we can procure egg crates in knocked down state? That is the material all cut and ready to put together. Also where can the fillers be procured?—E. Berwick & Co., Shelburne, Ont.

Answer.—The following firms are manufacturers of egg crates and fillers: Wm. Cane, Sons & Co., Newmarket, Ont.; Miller Bros., 20-38 Dowd St., Montreal, Can.; Trent Mfg. Co., Trenton, Ont.; Walter Woods & Co., Hamilton, Ont.; Cummer-Dowswell Ltd., Hamilton, Ont.; A. B. Scott Ltd., Niagara Falls, Ont.

MINERAL WATER BOTTLES AND FLAVORINGS

Would you kindly favor me with the names and addresses of makers of mineral water bottling machinery, also manufacturers of bottles and caps and some of the most reliable houses for syrups and flavorings used in the manufacture of soft drinks?—Arthur H. Pilcher, Kentville, N.S.

Answer.—Mineral water bottling machinery may be purchased from Wilson & Warden, 358 Duchess St., Toronto, Ont.; Wilson & Cousins, 35 McCaul St., Toronto, Ont.

Bottles: Dominion Glass Co., Ltd., Toronto, Ont.; Dominion Bottle Co., 198 Chestnut St., Toronto, Ont.

Caps: Anchor Cap & Closure Corp., 50 Dovercourt Road, Toronto, Ont.; Dominion Crown Cork Co., 150 Pears Ave., Toronto, Ont.

Syrups and Flavorings: The Bowes Co., Toronto; Imperial Extract Co., Toronto, Ont.; J. J. McLaughlin Co., 145 Sherbourne St., Toronto, Ont.

MANUFACTURERS AND WHOLESALE OF BINDER TWINE

Please give me the names of manufacturers or wholesalers in Western Canada selling binder twine.—Est. Dr. Windt, Fowler, Alta.

Answer.—Plymouth Cordage Co., Welland, Ont.; Independent Cordage Co., Ltd., 55 Colborne St., Toronto, Ont.; Consumers' Cordage Co., 9 Church St., Toronto, Ont.; Consumers' Cordage Co., Montreal, Can.; Brantford Cordage Co., Brantford, Ont. 33" x 14' Uutnam, arranged for Motor Drive.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....

.....

CANADIAN STRAWBERRIES

With the hot weather of last two weeks still continuing, berries will be on with a rush. Crop is good, but get your orders in early, as dry weather will make crops clean up quick.

CANTELOUPES CANTELOUPES

Finest quality ever received from California. "Poppy" Brand, steady supplies from now on.

TEXAS - TOMATOES - TEXAS

Very fine quality this year. 4 and 6 basket crates.

GEORGIA - PEACHES - GEORGIA

Good keeping varieties coming now and quality never was finer.

CALIFORNIA GRAPEFRUIT and VALENCIA ORANGES

Sound, fine colour and eating.

CALIFORNIA LEMONS

Big demand. Hot weather. Rush orders.

BANANAS BANANAS BANANAS

Our branches can supply you with the best.

WATERMELONS WATERMELONS

Now coming regularly at reasonable prices.

Everything grown in fruit and vegetables.

PETERS DUNCAN LIMITED

Head Office: 88 FRONT STREET, E.

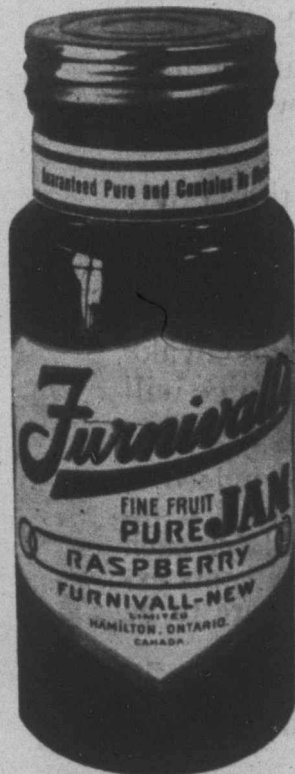
TORONTO

Branches: NORTH BAY

SUDBURY

COBALT

TIMMINS



Furnivall's

Furnivall's Jams are dependable sellers because their goodness appeals to the most particular people. Repeats are sure with Furnivall's. Are you selling them?

FURNIVALL-NEW,

Limited

Hamilton Canada

Canada Food Board License,
No. 14-167

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

Canada
Beaver
Brand
Brooms



All grades of Brooms. Best material of Illinois Corn.

10 different grades of whisks.
3 different grades of Toy Brooms.

10 different grades of Household Brooms.

Warehouse Brooms a specialty. Best Maple Hardwood Handles.

Expert Workmen and first-class materials.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.

Sales Manager

A. B. Campbell, 42 Geoffrey St. Toronto

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,600 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

TEA



JAPANS CEYLONS ASSAMS



We have some fine cup quality lines remaining in stock which we offer at the present low market basis.



Import quotations are all several cents higher.



Complete your purchases for the next four months' requirements at once, and make a worth-while saving.



A postal will bring you samples and prices by return mail.

KEARNEY BROS., Limited
TEA and COFFEE MERCHANTS
33 St. Peter St. -:- Montreal

Baines

THERE is a good reason
why our Products are
in great demand.

Our Confectionery and Syrups have
pleased the taste of millions from
coast to coast



Baines Limited, Montreal

A. W. BARNUM, Winnipeg and Vancouver

When Writing to Advertisers Kindly
Mention this Paper

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
 FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY
 Agents for the Province of Quebec
 15 STE. THERESE ST. - - - MONTREAL

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

Lines sold to Grocers

When writing mention your bankers

Majestic Products Co.

Office: 171/2 St. James St., Quebec, Que.

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

Oranges
California Lemons
and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
 Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

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

CATSUPS—In Glass Bottles

Per doz.
 1/2 Pts., Aylmer Quality\$1 90
 Pts., Aylmer Quality 2 35
 Per jug.
 Gallon Jugs, Aylmer Quality 1 62 1/2
 Per doz.
 Pints, Delhi Epicure 2 70
 1/2 Pints, Red Seal 1 45
 Pints, Red Seal 1 90
 Qts., Red Seal 2 45
 Gallons, Red Seal 6 45

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.
 Eagle Brand, each, 48 cans. \$9 60
 Reindeer Brand, each 48 cans. 9 15
 Silver Cow, each 48 cans 8 40
 Gold Seal, Purity, each 48 cans 8 35
 Mayflower Brand, each 48 cans 8 25

Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK

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

CONDENSED COFFEE

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

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—1/2c, \$2.85; 1c, \$4.85; 2c, \$9.25; 6c, \$34.75.
 Lunch Ham—1c, \$6.95; 2c, \$12.55.
 Ready Lunch Beef—1c, \$4.90; 2c, \$9.
 English Brawn — 1/2c, \$2.85; 1c, \$4.45; 2c, \$9.25.
 Boneless Pig's Feet—1/2c, \$2.85; 1c, \$4.45; 2c, \$9.25.
 Ready Lunch Veal Leaf—1/2c, \$2.40; 1c, \$4.40.
 Ready Lunch Beef-Ham Leaf—1/2c, \$2.40; 1c, \$4.40.
 Ready Lunch Beef Leaf—1/2c, \$2.40; 1c, \$4.40.
 Ready Lunch Asst. Loaves—1/2c, \$2.45; 1c, \$4.45.
 Geneva Sausage—1c, \$4.35; 2c, \$8.75
 Roast Beef—1/2c, \$2.85; 1c, \$4.75; 2c, \$9.45; 6c, \$34.75.
 Roast Mutton—\$6.95; 2c, \$12.95; square cans, \$45.00.
 Boiled Mutton—1c, \$6.95; 2c, \$12.95; \$29.90; 6c, \$45.
 Boiled Beef—1c, \$4.80; 2c, \$9.25; 6c, \$34.75.
 Jellied Veal—1/2c, \$3.25; 1c, \$4.80; 2c, \$9.25.
 Cooked Tripe—1c, \$2.90; 2c, \$4.90.
 Stewed Ox Tail—1c, \$2.40; 2c, \$4.40.
 Stewed Kidney—1c, \$4.40; 2c, \$8.40.
 Mince Collops—1/2c, \$1.90; 1c, \$3.85; 2c, \$6.90.
 Sausage Meat—1c, \$3.90; 2c, \$7.80.
 Corn Beef Hash—1/2c, \$1.90; 1c, \$3.80; 2c, \$5.90.
 Beef Steak and Onions—1/2c, \$2.90; 1c, \$4.90; 2c, \$8.90.
 Jellied Hocks—2c, \$9.90; 6c, \$30.00.
 Irish Stew—1c, \$2.90; 2c, \$5.80.
 Cambridge Sausage—1c, \$4.40; 2c, \$8.40.
 Boneless Chicken—1/2c, \$5.90; 1c, \$9.00.
 Boneless Turkey — 1/2c, \$5.90; 1c, \$9.00.
 Ox Tongue—1/2c, \$3.90; 1c, \$8.40; 1 1/2c, \$13.40; 2c, \$17.20; 3 1/2c, \$29.70; 6c, \$45.
 Lunch Tongue—1/2c, \$6.90; 1c, \$6.90
 Beef Suet—1c, \$6.40; 2c, \$12.40.

Can You Tell Which Way The Wind is Blowing?

You don't have to see an entire strawstack scurrying across a field to know which way the wind is blowing.

The continued and remarkable increased output of *Post Toasties* is more than a significant indication of the trend of popular taste and choice.

Post Toasties

yield splendid profit to dealers, are heavily advertised, and a liberal sales policy guarantees sales and co-operates with up-to-date selling helps.



There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known.



MADE IN CANADA

THE R. K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.






RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y.



MACARONI

The pure food that builds Muscle and Bone at small expense

FULLY GUARANTEED and Very Profitable to the Grocer.


MANUFACTURED BY THE
Columbia Macaroni Co. LIMITED
LETHBRIDGE ALTA.

Dominion Spring Clothes Pins



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

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



OAKEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

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

Mince Meat (Tins)—1s, \$2.00; 2s, \$4.00; 5s, \$12.00.
Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1 1/2s, \$1.45; 2s, \$1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—1/2s, \$2.35; 1s, \$3.75; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.35; 1s, \$1.85; 3s, \$3.25.
Tongue, Ham and Veal Pates—1/2s, \$2.30.
Ham and Veal Pates—1/2s, \$2.30.
Smoked Vienna Style Sausage—1/2s, \$2.45.
Pate De Foie—1/4s, 75c; 1/2s, \$1.40.
Plum Pudding—1/2s, \$1.90; 1s, \$3.30.
Potted Beef Ham—1/4s, 75c; 1/2s, \$1.40.
Beef—1/4s, 75c; 1/2s, \$1.00.
Potted Tongue—1/4s, 75c; 1/2s, \$1.40.
Potted Game (Venison)—1/4s, 75c; 1/2s, \$1.40.
Potted Veal—1/4s, 75c; 1/2s, \$1.40.
Potted Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.
Devilled Beef Ham—1/4s, 75c; 1/2s, \$1.40.
Beef—1/4s, 75c; 1/2s, \$1.40.
Devilled Tongue—1/4s, 75c; 1/2s, \$1.40.
Veal—1/4s, 75c; 1/2s, \$1.40.
Devilled Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.
Ox Tongue—1 1/2s, \$14.50; 2s, \$19.70.
Lunch Tongue (in glass)—1s, \$9.90.
Sliced Smoked Beef (in glass)—1/4s, \$1.80; 1/2s, \$2.80; 1s, \$3.90.
Mincemeat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—1/4s, \$2.40.
Ham (in glass)—1/4s, \$2.40.
Tongue (in glass)—1/4s, \$2.40.
Venison (in glass)—1/4s, \$2.40.
Meats, Assorted (in glass)—\$2.45.
Chicken Breast (in glass)—1/4s, \$3.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—1/2s, \$1.40; 1s, \$1.90; 3s, \$3.30.
Peanut Butter—1/4s, \$1.85; 1/2s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 22c; 50s, 22c.

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins
D.S.F., 1/4-lb. \$2 80
D.S.F., 1/2-lb. 5 30
D.S.F., 1-lb. 10 40
F.D., 1/4-lb.

Per jar
Durham, 1-lb. jar, each ... \$0 60
Durham, 4-lb. jar, each ... 2 25

CANADIAN MILK PRODUCTS. LIMITED.
Toronto and Montreal
KLIM
Hotel \$18 50
Household size 8 25
Small size 5 75
F.a.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.
THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches—
Boxes
40 lbs., Canada Laundry ... 09 1/2
40 lbs., 1-lb. pkg., Canada White or Acme Gloss ... 10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... 10 1/2
100-lb. kegs, No. 1 white ... 10
200-lb. bbls., No. 1 white ... 10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. ... 11 1/2
48 lbs., Silver Gloss, in 6-lb. tin canisters 13
36 lbs. Silver Gloss, in 6-lb. draw lid boxes 13
100 lbs., kegs, Silver Gloss, large crystals 11
40 lbs., Benson's Enamel, (cold water), per case... 3.25
Celluloid, 45 cartons, case... 4.50
Culinary Starch
49 lbs., W. T. Benson & Co's Celebrated Prepared 11 1/2
40 lbs. Canada Pure or Challenge Corn 09 1/2
20-lb. Cases Refined Potato Flour, 1-lb. pkgs. 16
(20-lb. boxes, 1/4c higher, except potato flour)

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

SYRUP
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP
Perfect Seal Jars, 3 lbs. 1
doz. in case \$4.00
2-lb. tins, 2 doz. in case... 5.15
5-lb. tins, 1 doz. in case... 5.75
10-lb. tins, 1 doz. in case... 5.45
20-lb. tins, 1/2 doz. in case... 5.40
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs. \$0 07 1/2
Half bbls., about 350 lbs... 0 08
1/4 bbls., about 175 lbs... 0 08 1/2
2-gal. wooden pails, 25 lbs. 2 45
3-gal. wooden pails, 38 1/2 lbs. 3 65
5-gal. wooden pails, 65 lbs.. 5 90

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... \$5 65
5-lb. tins, 1 doz. in case... 6 25
10-lb. tins, 1/2 doz. in case... 5 95
20-lb. tins, 1/4 doz. in case... 5 90
(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL
Toronto Montreal
Pints, 2 doz., case.. 9 00 9 00
Quarts, 1 doz., case. 8 25 8 40
Gallons, 1/2 doz., case 15 00 15 40

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

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

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRAND
Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 00
Currency, 12s 1 00
Stag Bar, 9s, boxes, 6 lbs. ... 1 08
Pay Roll, thick bars 1 25
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 25
Shamrock, 9s, 1/2 cada, 12 lbs., 1/4 cada, 6 lbs 1 08
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 12
Forest and Stream, tins, 9s, 2-lb. cartons 1 44

SALMON

Here's a line which is now having a big sale, and we have not for years seen the market so bare of desirable qualities. The Sockeye variety is practically exhausted. However we have some bang-up values in our special lines and can confidently recommend that you secure your requirements of these kinds while they last, for the heavy demand that is now on will soon clear out the stocks of better grades.

| | | | |
|----------|------------------|--------------------------|--------|
| Herald | 1 ^s | Tall Fancy Northern Pink | 2.85 |
| Courtier | 1 ^s | “ Choice Red | - 3.75 |
| Victor | 1 ^s | “ Fancy Red Spring | 4.25 |
| “ | 1/2 ^s | Flat “ “ “ | 2.35 |

Bear in mind these are extra good quality and you will make no mistake by sending us an order.

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

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C.4, ENGLAND

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

Direct Shippers

Portuguese Sardines, French Sardines Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. [No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

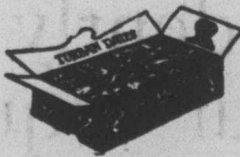
OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.



Forest and Stream, ¼s, ½s, and 1-lb. tins 1 50
Forest and Stream, 1-lb. glass humidors 1 75
Master Workman, bars, 7s, 3½ lbs. 1 20
Derby, 9s, 4-lb. boxes 1 05
Old Virginia, 12s 1 50
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal
BABBITS

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

JELL-O

Made in Canada

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

JELL-O ICE CREAM POWDERS

Made in Canada

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

BLUE

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

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$4 60
Perfection, ¼-lb. tins, doz. 2 45
Perfection, ¼-lb. tins, doz. 1 35
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 37
Supreme Breakfast Cocoa, ¼-lb. jars, 1 and 2 doz. in box, doz. 2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb. 0 24

(Unsweetened Chocolate)

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

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes 0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case ... 0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case 0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate, 28 cakes in box 1 10

CHOCOLATE CONFECTIONS

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

Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 42
Chocolate Beans, 6-lb. boxes, 30 boxes in case, per lb. 0 38
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 38
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 38
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 35
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb. 0 41
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb. 0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb. 0 38
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, per box \$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box 2 25

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. \$5 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. 2 60
Assorted Chocolate, 1 lb., ½ doz. in box, per doz. 5 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz. 2 60
Chocolate Ginger, ½ lb., 1 doz. in box, per doz. 2 60
Crystallized Ginger, ½ lb., 1 doz. in box, per doz. 2 60
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb. 0 41
Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box 0 43
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb. 0 41
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross 1 15
120-lc. Milk Chocolate Sticks, 60 boxes in case... 0 80

5c LINES

Toronto Prices Per box

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

10c LINES

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

**Peaches, Plums
Apricots**

Now arriving from the Coast
California Cantaloupes
Canadian Strawberries
Oranges Lemons
Bananas

White & Co., Limited

**Fruit Market
TORONTO**

Shipments made to all out of town points
Main 6243

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Cantaloupes, Plums, Cherries,
Apricots

Georgia Peaches

BANANAS

ORANGES LEMONS

FRESH ROASTED PEANUTS

CHOCOLATE BARS

ICE CREAM CONES AND STRAWS

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GUELPH Established 1861 ONTARIO



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Compels
Custom**

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

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

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very
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your canned and bottled fruits to great advantage.

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purity and flavour to the ideal conditions of clean-
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manufactured.

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particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England



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We are pleased to advise the
trade that we can now sup-
ply our

Standard Brooms

Prompt Shipment

and will be glad to book
your order.

Prices *right*. *Quality* as usual.

Walter Woods & Co.
Hamilton and Winnipeg

Are You in Jones' Class or Brown's?

IN a particular Canadian town, there were two general merchants who kept, besides others, a line of men's wear. Both were making about the same turnover, both were prospering. Then, something began to happen; Brown's trade began to fall off; his haberdashery sales became fewer and farther between; on the other hand, Jones' store took on a more prosperous appearance, once a week or so one of his show windows displayed an attractive line of haberdashery, men of the place began to go to Jones to see the latest lines. Why? Because Jones kept in touch with the men's wear trade; he knew where to buy to best advantage; he knew the latest styles and sold them; in fact, he knew that particular part of his business thoroughly. How? By reading a trade paper on men's wear, one which was an authority on the subject. In fact, he read

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It gave him—

- The latest styles;
- The newest novelties;
- The markets at home and abroad;
- The news of the rest of the trade.

It taught him—

- The rudiments of window dressing;
- The correct use of show cards, and their writing;
- The art of being a salesman;
- The science of bookkeeping, and a mint of other things.

It proved worth while for Jones; it can be for you. The subscription price is only two dollars per year. Send it today, with your name and address to

MEN'S WEAR REVIEW

143-153 University Avenue
TORONTO

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BUYERS' MARKET GUIDE

Latest Editorial Market News

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the dustless sweeping compound

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Manufacturers and Shippers

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only \$1.60 per insertion
if used each issue in the
year.

Action against the master bakers and retail merchants of Halifax with regard to the high cost of bread has been recommended by Dr. R. J. McFall, the Cost of Living Commissioner, but has not yet been acted upon by the Justice Department.

Dr. McFall stated that last fall he recommended to the Minister of Labor that the price of bread should not be allowed to be increased. No action was taken on this recommendation.

COCOANUT

For immediate or future deliveries.

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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
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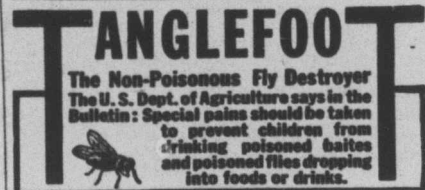
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Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

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this paper.

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CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

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TRANSLATIONS

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

WANTED

WANTED—EXPERIENCED GROCERY SALES- man for first-class store. Lindsay, Box 500, Canadian Grocer, 143 University Ave., Toronto.

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must keep in close touch
with market prices. If
you are a reader of
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you will be better able
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"YES!"



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We have doubled the capacity of our Plant, but we are still unable to get ahead of our orders.

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We also make the famous Dayton Silent Meat Slicer and the Dayton Computing Cheese Cutter. Both big money-savers.

Let us send you our illustrated catalogue. It points the way to money-saving efficiently in your store.

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Toronto, Ont.

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