

**PAGES
MISSING**

CANADIAN GROCER

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

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, AUGUST 23, 1918

No. 34



*This package is positively guaranteed
against loss by weevil or moth*

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

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.

There is one particular feature about Japan Tea that's of special interest to you, Mr. Grocer.

YOU DON'T HAVE TO CREATE THE DEMAND.

It is already created for you by a constant, widespread consumer publicity campaign which reaches housewives in every community.

This publicity, taken in conjunction with its own inimitable goodness, offer you a really excellent selling proposition.

And Japan Tea is a good money-maker. Try it and see how well it sells.



Your Customers Know

that in "Eagle Brand" they get the best Condensed Milk made—rich, pure, dependable, safe

Borden's Eagle Brand Condensed Milk

is known in every community. Borden advertising in the newspapers and national magazines is being read by people from one end of Canada to the other. Your own customers read these Borden advertisements—that's why you'll find it good business to display Borden's "Eagle Brand" on your shelves and on your sales counter.

THE
Borden Milk Company,
LIMITED

"LEADERS OF QUALITY"
MONTREAL

Branch Office, No. 2 Arcade Building, Vancouver

The Grocery Trade

Our Show Rooms are open for your convenience and you are cordially invited to make this your Headquarters.

Have your mail sent here.

Write your letters here.

Check your parcels here.

We are at Your Service

You will also find our Exhibits at the Fair Grounds as follows :

Booth No. 16—Manufacturers' Bldg.

Booth No. 25—Manufacturers' Bldg.

Booth No. 61—Manufacturers' Industrial Bldg.

Booth No. 5—East Side Arcade.

Booth No. 30—Patriotic Food Show Bldg.

Booth No. 31—Patriotic Food Show Bldg.

Our Salesmen will be in attendance

W. G. Patrick & Company, Limited

IMPORTERS

Toronto

Montreal

Winnipeg

New York

CLARK'S



Pleased customers, Mr. Grocer, are steady customers and regular customers are the backbone of every business.

PORK and BEANS

The beans your customers like.

The beans that sell readily.

The beans that have the reputation are

Clark's



W. CLARK, Ltd., Montreal

CANADA FOOD BOARD LICENSE No. 14-216

If any advertisement interests you, tear it out now and place with letters to be answered.

Wouldn't this look nice on your counter?

This is the handsome display stand—flying the Union Jack, as you will note—that is selling

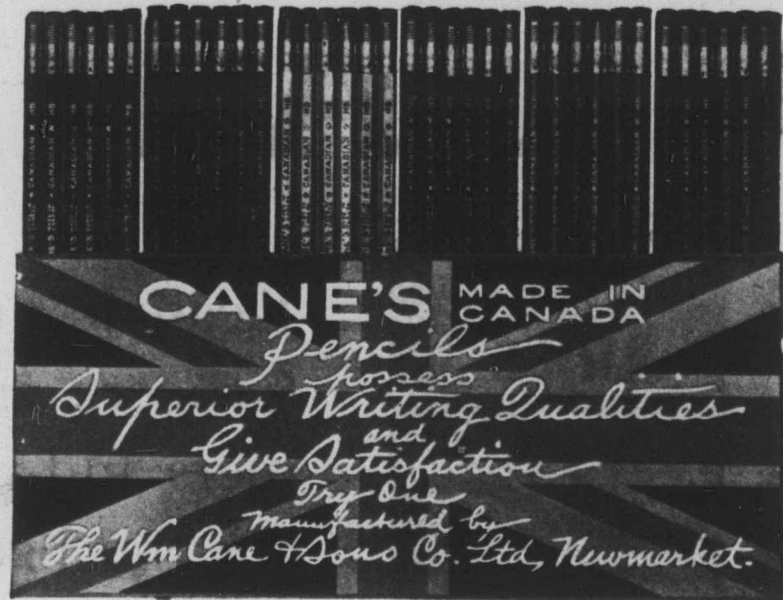
CANE'S CANADIAN-MADE PENCILS

for dealers everywhere and netting them good big profits as a result.

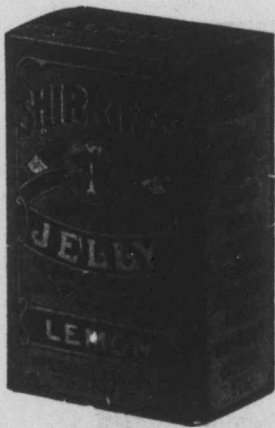
The appearance of the stand is attractive — it gets attention quickly and keeps on selling the pencils without any effort on the part of the dealer.

Each stand contains half a gross—tipped and finished in six different colors, one half of which sticks up.

Your wholesaler can send you one. It costs you \$2.40, and the pencils retail at 5c each.



The Wm. Cane & Sons Company
Limited
NEWMARKET, ONTARIO



Push These Inexpensive Dessert Makers

Whether for plain jellies or elaborate combinations, Shirriff's jellies cheaply solve the dessert problem—no small worry in these days of high prices.

You sell many things for the table—but few for the dessert course. Why not, by suggestion, and showing the goods prominently, get your customers to use more and more of

Shirriff's Jelly Powders

What would be more attractive for dessert than the delicious, brilliant, sparkling jelly desserts it makes?

There is a variety of flavors—wild cherry, pineapple, lemon, raspberry and strawberry.

Push these inexpensive dessert makers—It will pay. Write us.

Imperial Extract Company, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

COMPARE

the appearance of a container sealed with the Anchor Cap with that of another sealed with the old-fashioned variety. Which impresses you the more favorably? The neat appearance of the Anchor Cap is not the only advantage. Their absolute airtight seal prevents evaporation and contamination of the contents.

ANCHOR CAPS

spell economy and good profits. They insure against unnecessary waste. Goods properly packed and sealed with Anchor Caps are easily and always saleable at the full retail price.

Always specify Anchor Caps when placing your order.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Devereourt Road
TORONTO, ONTARIO

KING GEORGE'S NAVY

CHEWING
TOBACCO

The finest quality tobacco

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

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



Rock City Tobacco Co., Ltd.

TEA

JAPANS, CEYLONS

We still have some of these fine cup quality teas in store which we are selling below present import quotations.

CHINAS

WING CHOW AND PANYONG, 1st crop—fine liquor—will not hurt any blend.

KEEMUN AND PACKLUMS—Fine English breakfast grades.

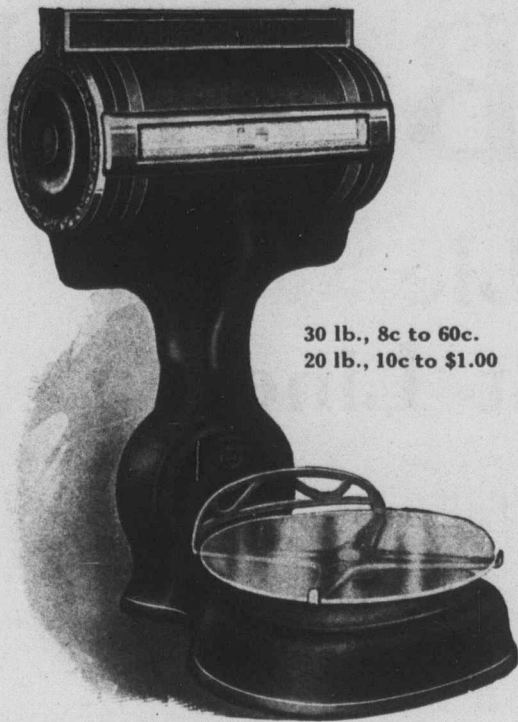
Very small quantities of these grades have been imported, and they will be scarce and twenty-five per cent. higher in price within two months.

Every package guaranteed to give satisfaction.

KEARNEY BROS., LIMITED
TEA AND COFFEE
IMPORTERS

33 ST. PETER ST.

MONTREAL, QUE.



30 lb., 8c to 60c.
20 lb., 10c to \$1.00

*The Brantford
New Cylinder Scale*

We will be located in the INDUSTRIAL BUILDING and will appreciate a call when we can show you the complete line of Brantford Equipment.

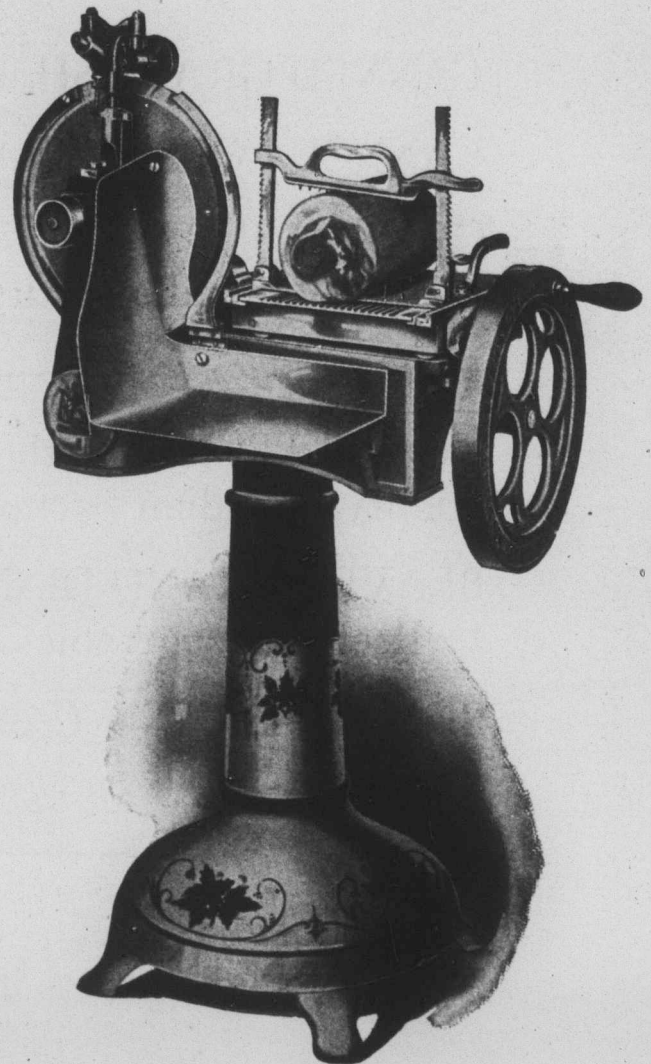
Every grocer visiting the Fair should make a point of seeing this exhibit.

In these days of labor scarcity, time-saving equipment is worthy the attention of every progressive dealer.

And Brantford lines save time and labor, making possible that better store service that spells business expansion.

Don't forget our location—The Industrial Building.

See the exhibit
of
Brantford Equipment
at the
Toronto Exhibition



The Brantford Slicer

The Brantford Scale Co., Limited

BRANTFORD, CANADA

Toronto Office and Show Room : 386 King Street West, Phone Adelaide 1116
Winnipeg Store : 280 Main Street Montreal Store : 16 Notre Dame E.
Vancouver, B.C.

Beaver Brand

Profitable Twenty-Cent Lines

CANNED GRAYFISH in 1s, Tall Tins.

CANNED LOBSTER PASTE in 1/4s Tins.

CANNED BLOATER PASTE in 1/4s Tins (ready soon, limited quantity only).

NEW SUPPLIES of the following high-grade quality Canadian Packed Goods now available.

BEAVER BRAND DINNER'S READY (Choice Beef and Vegetables), 1s, Tall.

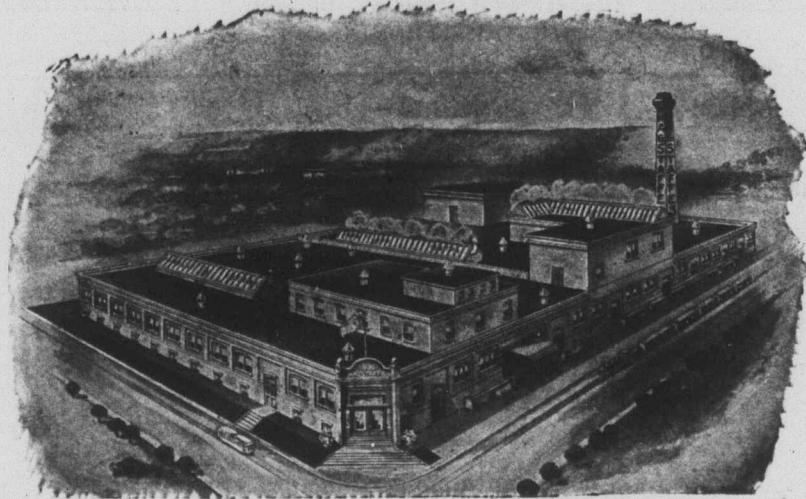
BEAVER BRAND CANNED MACKEREL, 1s Tall or 1s Flat.

Your jobber has or can get these goods. We can, and will, send samples if you desire.

CANADA F. B. LICENSE 14-89

J. W. WINDSOR, LIMITED
MONTREAL

WAGSTAFFE'S 1918 PACK JAM



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



Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot



All Ready for Delivery.

WAGSTAFFE, Limited

Hamilton, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN 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.

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

The Canada Nut Co., Limited

"Specializing in Shelled Peanuts"
Large stock always on hand

VANCOUVER, B.C.

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.

Let us connect you with the Western Markets

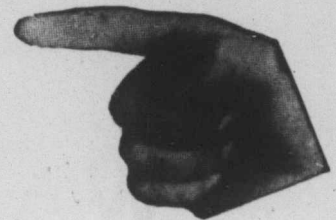
We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

W. H. ESCOTT CO. Ltd., Winnipeg, Man.
W. H. ESCOTT CO. Ltd., Regina, Sask.
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.
W. H. ESCOTT CO. Ltd., Calgary, Alta.
W. H. ESCOTT CO. Ltd., Edmonton, Alta.
W. H. ESCOTT CO. Ltd., Fort William, Ont.
Est. 1907. Write us.
Correspondence Solicited.
Head Office and Warehouse, 181-183 Bannatyne
Ave. E., Winnipeg, Can.

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

Williams Storage Co. WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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.

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

Maclure & Langley, Limited
Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

On Spot
Tapioca and Sago
Both Singapore and Pen-
ang. Lowest price.
W. H. MILLMAN & SONS
Wholesale Grocery Importers
TORONTO

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

Get stocked now with
Mackay's
Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real
Mackay

If your wholesaler hasn't got Mackay's write to-day to

Recommended by A. Dr. McGill, the Dominion Chief Analyst, Ottawa.

John MacKay Co., Limited
BOWMANVILLE, ONT.
Only Exclusive Pot and Pearl Barley Mill in Canada

Your Window
is your best advertising medium, but it will not fully repay the time and thought spent on its arrangement if you omit from it the attractive packets of

OCEAN BLUE

Order from your Wholesaler.

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

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
*Grain, Flour and Feed—Wholesale only
Grocers Specialties*
BOARD OF TRADE BUILDING, MONTREAL

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering Advertisements please mention Canadian Grocer

FREEMAN and SHEELY
WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
*Grocery and Chemical Brokers
Commission Agents*

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

NORWEGIAN SARDINES (STYLED SMOKED SILD) **NOTHING LIKE IT! NO BONES! ALL MEAT!**



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal



See how well it sells

Display and recommend Marsh's Grape Juice and you'll win better business and bigger profits, too. And besides, you'll secure increased customer confidence and satisfaction.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.

THE FACTS AS TO CANADA'S HARVEST, 1918 CASH BUYERS PAYING TOO LOW FOR VICTORY BONDS WINNING THE WAR BY MAP AND BUSINESS MIND

WHAT CANADA grows helps swell your purse. You have a business interest in the harvest. You want to know the facts. Where crops are good you want to know it. Where conditions are leaner, you want to know it. You don't want over-optimistic generalities to mislead you, but a clear, terse, matter-of-fact, businesslike account of things as they are. This THE FINANCIAL POST OF CANADA gives you every week, not only as to Canada's crop conditions, but on every important business matter affecting the Dominion and Canadian business affairs. As far as the immediate harvest conditions are concerned THE FINANCIAL POST, realizing early that crop conditions out West were critical, sent its Editor over a wide tour of the wheat areas to get the facts first-hand, and ensure absolute business accuracy in all accounts of the harvest published in THE POST. You can rely on POST harvest reports. They come first-hand from expert observation on the spot.

YOUR VICTORY BONDS ARE WORTH MORE THAN SOME BUYERS SAY

Whether you want to realize upon any of your Victory Bond holdings or not, it is well that you should know their value. An important special article on the methods of unscrupulous dealers who are snapping up bonds at cheap rates from the unsuspecting and inexperienced appears in THE FINANCIAL POST of August 17th. It advises as to the right way to dispose of Victory Bonds for the best returns in cash.

WATCH THE MAP AND READ WAR NEWS THE BUSINESS WAY TO WIN

"Let us hope for the end of the war at the earliest possible moment. If it comes this year, so much the better. But Canadian industry and Canadian business must continue on a war basis until the end is positively assured. Any letting up in the meantime means aid to the enemy. Study the map." These are sentences from an outstandingly strong editorial on page 1 of this week's POST, and the same editorial points the wise policy for the business man who desires to follow the safest course for himself and for Canada. See this editorial and these other especially interesting contents of THE FINANCIAL POST this week:

Victory Loan Advertising Policy Open to Criticism.
Western Crops at Present in a Critical State.
Sir Herbert Holt Buys Carruther Shipyard Stock.
Eastern Crops Surpass the Ten Years' Average.
B.C. Timber Output—Increase of \$300,000 in Revenue.
Crop Looks Good in South Part of Manitoba.
Packing Report Indicates Animus Towards Business.
Montreal Street Car Company Asks Seven-cent Fare.
Retail Stores in the States Curtail Hours of Shopping.
Canada Buying More Goods in the States Than Ever.
Canada's Pulp and Paper Exports Are Growing.
Manufacturers of Britain Will Sell Their Own Goods.
What Are the Peace Securities? Future Trend of Investments.

Substantial Gains Are Shown in the Bank Clearings.
"Kited" \$80,000 to Reduce Bank Obligations.
Bank Amalgamations—By W. R. Lawson, British Expert.
Hudson's Bay Profits Best in Five Years.
Methods of H. P. Davison and Other Finance Kings.
Sir Thomas White Argues For Tax Exempt Victory Bonds.
Edmonton Cuts Tax Arrears by Over a Million Dollars.
Evolution of a Garden City Near to Montreal.
Massey-Harris Company Now Employing Female Labor.
Investigators Found Nothing Against the Packers.

From these headlines you will gain a clear idea of the nature of POST service in the way of business news of value to you. All the contents of THE POST are by no means given or even indicated. The fifteen columns of Canadian Security News is something unsurpassed in timeliness, accuracy, and value to the investor. But above all, THE POST gives readably, rightly, early and enjoyably the news every alert Canadian man of business needs to know. Order your subscription to-day, using this form:

Annual Subscription \$3.00.

THE FINANCIAL POST OF CANADA
143-153 University Ave., Toronto.

Please send me a copy of Aug. 10th issue of THE FINANCIAL POST and enter me as a regular subscriber, commencing at once. I ^{am enclosing} \$3.00 to pay for my subscription for the first year, or you may _{will enclose} draw on me for this.

Name

Address

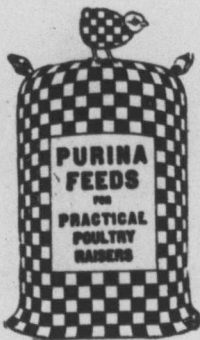
C.G. 8B

See the full line of Ralston and Canuck Products at the Canadian National Exhibition



You are cordially invited to visit us when at the Fair. Let our booth be your headquarters. Tell your friends to meet you at the Checkerboard booths. See our display in the Government Patriotic Food Building of

RALSTON WHEAT FOOD
PURINA WHOLE WHEAT FLOUR
CANUCK ROLLED OATS
CANUCK OATMEALS
CANUCK CORN FLOUR
CANUCK GOLD DUST CORN MEAL
CANUCK PEARL HOMINY
CANUCK HOMINY GRITS



IN THE POULTRY BUILDING—
PURINA SCRATCH FEED
PURINA CHICKEN CHOWDER
PURINA CHICK FEED

MAKE YOURSELF KNOWN.



The Chisholm Milling Co., Limited
Toronto - - Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

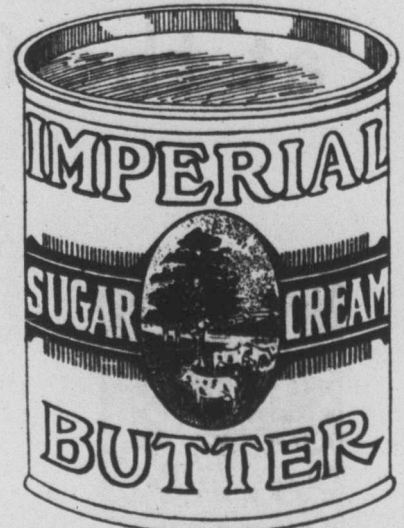


“Yes, Sir--It’s a seller!”

“CHARBONNEAU’S IMPERIAL SUGAR CREAM BUTTER has won its popularity through its own inimitable quality.

“Show it in your displays and see what a real money-maker it is.”

Prompt Shipments



CHARBONNEAU LIMITED

330 Nicolet St., Montreal

We are Manufacturers of Biscuits,
Confectionery, Syrup Refiners

The Symbol of Sugar Goodness

The “Royal Acadia Sugar” brand is recognized everywhere as a guarantee of the very utmost attainable quality in Pure Cane Sugar.

Royal Acadia Sugar is put up in 2 and 5-lb. cartons, 20 and 100-lb. bags, half barrels and barrels.

EVERY GRAIN PURE CANE.



The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

PACKARD'S SHOE POLISHES

THE STANDARD FOR QUALITY

OUR BEST SELLERS TO THE GROCERY TRADE INCLUDE

**FRENCH
GLYCERINE**
in 3 oz. Bottles
(A SELF POLISHER)



PONY WHITE LIQUID

WHITE "O" in Cakes

NO. 3 IN CARDBOARD BOX. NO. 5 IN METAL BOXES.

No. 18
**OX BLOOD
AND COLORED
PASTES AND
CREAMS**



SEND FOR
OUR
LATEST
PRICE LIST

BLACK "O"
A combination of the Liquid and Paste
BROWN "O"
TAN "O"



L. H. PACKARD & CO., Limited, MONTREAL
SHOE POLISH MANUFACTURERS

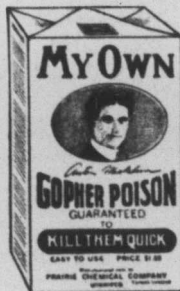
You MUST
Insist on



Anton Mickelson

The Farmer who turned Chemist
to learn how to rid the world
of Gophers.

"My Own Gopher Poison"



Absolutely, War has not and WILL not be used as an excuse to lower the quality of Anton Mickelson's "My Own Gopher Poison". The dozens of imitations offered today are the best testimonial "My Own Gopher Poison" could have, but THEY WON'T RID YOUR FARM OF GOPHERS!

Insist on the genuine, the REAL gopher poison, and look for Anton Mickelson's photo AND signature on the package before you pay for it. Then we will *guarantee* you results or send your money back. That's our way of doing business. We are out to help you kill off your gophers, but you cannot profit by Anton Mickelson's discovery unless you insist on "My Own Gopher Poison". \$1.50, \$1.00, 75c. Sent postpaid if unobtainable locally.

PRAIRIE CHEMICAL CO., CANADA, LIMITED
Anton Mickelson, Manager. **WINNIPEG, CANADA.**

"VERMO" the lice killer for stock and poultry is also an Anton Mickelson product.

12

Buy only with
the Signature

Anton Mickelson

—the Trade Mark
others cannot
use.

The Business Papers Got The Volunteers

EDWARD N. HURLEY, the clear-headed, resourceful Chairman of the United States Shipping Board—the man who induced Chas. Schwab to take the general management—puts a big rating on the national importance of the business paper. In the recent campaign for shipyard volunteers the business papers aided greatly in getting the required number of men.

Mr. Hurley, writing the Secretary of the Associated Business Papers, which includes a large number of the most progressive in North America, says:

“I WANT to tell you and those connected with the division of advertising that the services rendered the United States Shipping Board and the Emergency Fleet Corporation by the Business Papers in our recent campaign for shipyard volunteers, deserves our highest commendation.

“The editorials which these papers published and the advertisements bearing coupons and postcards to be filled in by those desiring to enrol in the shipyard volunteers, materially helped us in securing our full quota of volunteers.

“I recognize the great force of the Technical and Trade Press of the country, and particularly in these critical times, both with relation to business as well as to the war.

“Please accept this as a testimonial of my appreciation of your very valuable services and the assistance given us by the Associated Business Papers.”

It is only since the beginning of the war that many have come to recognize the value and power of the Business Paper. Manufacturers who have subscribed for and used the Business Press in their own campaigns have long known its power in developing not only the business of its readers but the resources of the country. The Business Paper to-day stands high in the estimation of those executive heads connected with war endeavors, because they realize it is a mighty force in stabilizing business and in giving technical knowledge which cannot be secured in any other way.

Following MacLean Trade and Technical Papers and Magazines stand at the top for Service to readers:

Canadian Grocer
Hardware and Metal
Canadian Machinery
Power House
Canadian Foundryman

Marine Engineering
Dry Goods
Men's Wear Review
Bookseller and Stationer

Sanitary Engineer
Financial Post
MacLean's Magazine
Farmers' Magazine
Printer and Publisher

Send for copy of any in which you interested.

The MacLean Publishing Company, Limited

1207 Union Trust Bldg.
Winnipeg

143-153 University Ave.
TORONTO

Southam Bldg., Bleury St.
Montreal

ARE YOU

coming to the Toronto Exhibition this year?

Why not do so, as a trip through the different buildings of Toronto's Big Fair is a real education and a very pleasant holiday.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us, either at our Front Street offices or at our booth in the Manufacturers' Building. We would like very much to meet you personally—perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

T. H. Estabrooks Co., Limited

7 Front Street East, Toronto

P.S.—We would urge visiting merchants and clerks to make themselves known at our booth, as a table will be specially set apart for the entertainment of themselves and friends accompanying them.

T. H. E. Co., Limited.

WETHEY'S

Orange
Marmalade

excels
all others



Jars like this

are ideal for preserving
and pickling

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IT SATISFIES
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Your customers can save money by using KNOX SPARKLING GELATINE in dozens of delicious recipes also for inexpensive desserts—a saving that does not mean any sacrifice of food value or deliciousness. This means you can secure large and steady sales by calling KNOX SPARKLING GELATINE to their attention. Talk it, display it, push it and get these sales, because

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Charles B. Knox Gelatine Company, Inc. - - **Johnstown, N. Y.**
BRANCH FACTORY, MONTREAL, CANADA.

CANADIAN GROCER

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No. 34

Sugar Rations Probably Coming

Retailers and all Licensed Trades Can Only Obtain Sugar on Presentation of Certificate—Probable Limitation of Sugar Supplies to a Percentage of 1917 Sales—Forecast by Warning Sent Out by Canada Food Board

DEVELOPMENTS of recent date presage more serious action with regard to sugar sales in the near future. These developments will probably mean the limiting of the retailer's purchases to a percentage of his last year's sales of sugar, and in all probability also a definite order setting a standard of consumption at one and a half pounds per capita monthly.

A recent communication sent out by the Canada Food Board calls the attention of all the licensed trades and industries to these changed conditions. The new provisions read as follows:

Food Board Regulation

"(a) Sugar certificates will be issued to license-holders by September 1, after that date it will be both illegal and impossible for you to buy sugar supplies without presenting a certificate to your dealer with every purchase.

"(b) The enclosed declaration of the quantity of sugar used between January 1st, 1917, and December 31st, 1917, must be fully made, and accurate records of all sugar transactions must henceforth be kept for inspection whenever required."

There can be little doubt that this memorandum foretokens a definite policy of apportioning sugar on a basis of the merchant's actual sales during the year 1917. There is one great advantage to be derived by the merchant. The basis is taken for the year 1917; during that year there was practically no scarcity of sugar, that is, no scarcity that actually imposed any restrictions on the merchant. Since then restrictions have been imposed, restrictions that certain merchants and organizations have not recognized. In many instances those merchants who have not paid particular attention to the Food Board orders have built up a sugar business at the expense of the merchant who has endeavored to live up to the law. As things now stand, however, any limitation will be made on a basis of business in advance of any of these changes, and hence the merchant who has observed the rules will be at no disadvantage.

A Stricter Application Coming

It is evident, too, that a stricter application of these rules is to be imposed. "Licensees," says the communication above referred to, "no doubt will comply cheerfully, but there must be no question about the fulfilment of the conditions, for failure will be backed, if need be, by cancellation of license." Special attention is also drawn to the provisions of Order No. 54 which deals largely with the licensing of manufacturers using sugar and the regulations imposed upon these users. These limitations mark a substantial curtailment in the use of sugar by manufacturing concerns and are eloquent of the possibility and even the probability of further curtailment in regard to the stocks that a merchant may hold.

Available Sugar Supplies Far Below Normal

These curtailments and regulations have unquestionably been forced upon the Canada Food Board by world conditions. It is pretty well known now what these conditions are. The Cuban crop which is the big item, is pretty well harvested, only eight centrals being still grinding, and while the crop of the island is a record one it does not by any means make up the deficit due to the loss of other sources of supply. The latest estimate places the decrease in the world's production of sugar at 273,887 tons. This is an estimate based on the total known production of the world, and does not take into account the fact that in the neighborhood of two million tons are tied up in Java with no likeli-

hood of their becoming available. The world is therefore facing an actual shortage of somewhere close on two and a half million tons.

Much of the burden of this deficit must fall on this continent and the adjacent island, as the conditions that made wheat so greatly in demand from this continent operates equally in regard to sugar. It is the nearest source of supply, and consequently the one that must be depended on.

Canadian Situation Slightly Improved

While the general situation as regards sugar is anything but bright, it is a trifle better as far as Canada is concerned than it was a week or so ago. At that time it was believed that there would be no Cuban supplies for the Canadian market, and it was generally believed that the San Domingan sugars that had originally been apportioned to Canada would be diverted to the American refineries. Present indications are a trifle more hopeful. Canada, it is understood, will be able to obtain some Cuban sugar, the bulk of which will be diverted by the United Kingdom to Canadian refiners. It is known too that a San Domingan cargo was recently allotted to Canada, so that there is something to be expected from that source as well. After putting the very best face possible on the matter, however, there can be no question of a doubt that supplies are light, and that the possibility is that they will become lighter. The only possible course, therefore, is a rigid course of conservation that the Canada Food Board has evidently under consideration. The more general use of yellow sugars, too, will have some effect upon the situation. A recent Food Board order required the refiners to ship a per cent. of this grade with every order; this order will of course have to be passed on to the retailer if the wholesaler does not want to become overloaded with soft sugars. The retailer must in turn impose the same restrictions on his customers. But more than all he should urge an immediate limitation of sugar demands.



Exit the Consumers' Assn. of Windsor

This Organization That Has Been Annoying the Legitimate Trade of the Country For Some Time by its Questionable Business Methods Finally Suppressed by Canada-Food Board

THE Consumers' Association of Windsor, Ontario, that has been a thorn in the side of the legitimate trade of the country for some years past, has finally come to grief, and its license has been cancelled by the Canada Food Board.

The fact that the Consumers' Association was ever given a license was a general surprise as its methods, if they had been enquired into, could hardly have been approved by the Board. These methods consisted generally in using a few standard lines as a bait to sell other and inferior lines of goods. The company advertised extensively by the simple method of sending a dollar or so to different newspapers and telling them to run the advertisement accompanying as long as the money lasted. It is to be said to the credit of certain newspapers that they made certain investigations and refused to run the advertisement. Many newspapers, however, were not so scrupulous, and as these advertisements asked for agents who should sell memberships in this association at the price of \$2.00, of which the agent should keep \$1.60, not unnaturally a goodly number of persons were induced to become agents for the scheme, and were instrumental in spreading the propaganda.

The Simple Methods Employed

The association claimed to be a disinterested company giving the public the advantage of large buying facilities and suggesting more or less definitely that the average merchant was defrauding the public. As an illustration of their methods they were, until the last moment, advertising sugar in 100 pound bags at \$6.50. This was of course lower in price than any retailer, let alone any consumer could possibly buy. It was lower, considerably lower, than the Consumers' Association paid for the same sugar. They, of course, made their profit out of the goods that were sold under such descriptive terms as "our guaranteed," "best," and "first quality," and similar terms that of course represent precisely nothing as a real guarantee of quality.

A Checkered Career

In the course of a checkered career, H. Martin, the manager of the Association, has been refused the use of the mails on various occasions, and through the complaisance of the Post Office department has been again restored to postal privileges. During the course of the operations of this concern it has on several occasions changed its name. None of these changes have resulted in any change of method, which was the simple one of playing on the credulity of the public, made more credulous by the unwarranted general assumption of

the daily press that everyone handling food is profiteering.

Everything was going very well with the association; they had received a license that was prominently displayed on all literature, but it appears that long immunity had given the management of the association the impression that it was possible for them to do things that other merchants could not do.

Falling Foul of the Canada Food Board

The association came a cropper when they took upon themselves to interpret the intentions of the Canada Food Board

as regards sugar. The interesting document sent out by them is reproduced herewith. This was the rock on which the association was shipwrecked.

The Canada Food Board has cancelled the license of the Consumers' Association and has forbidden that concern to deal either directly or indirectly in any food commodity, or to ship food or to have food shipped for it. The Canada Food Board took this action because the association continued to do advertising that the board had specifically forbidden in advertising sugar extensively and

WE ARE PARTNERS WITH THE CANADA FOOD BOARD
LICENSE NO. 8-24589

Incorporated under State Laws of the U. S. A.

CAPITAL 50,000.00

The Consumers' Association

Canadian Supply House
Windsor, Ontario.



American Supply House
Chicago, Illinois.

From letters received by the Association we are led to believe that a great many have the wrong impression of the regulations of Canada's Food Board and the Manager of this Association made a personal call upon those who have the matter of food conservation in charge and was informed by those Honorable Gentlemen that it is not their desire to create a hardship on the people of this great country but to ask their co-operation in all matters where the welfare of the people is at stake. WE HAVE PLEDGED OURSELVES to assist them in every way possible and we ask all Members of our Association to co-operate with us in carrying out the rules and regulations of that worthy office of Canada's Food Board.

What will we do when the Canning and Preserving Season Comes?

We have received many letters from our members asking this question and we are proud to give you their ruling on this point which you will find below. This will convince you that they are alert to the interests of the people, and trust that their efforts will be rewarded.

Use as much Sugar as is Necessary—This is their Ruling.

Use Lots of Sugar for Preserving.

No Restrictions on the Purchases Made for this Purpose.

Ottawa, June 19—Orders governing the use of sugar promulgated by the Canada Food Board are not intended to restrict the use of sugar in canning or preserving fruit. There is to be no limitation of the quantity of sugar that may be used in preserving or the quantity of preserves which may be made. In fact preserving is to be encouraged.

The above ruling, passed at their executive offices in Ottawa will convince you of their liberality, for the welfare of this great nation. This Association has foreseen the requirements of their members and has arranged for a sufficient supply of sugar for their members at a price that will enable them to preserve their fruits and vegetables at a great saving, for we believe in doing Our "Bit" for humanity. We will ask you to send in your orders as early as possible so you will not be delayed when you are at the point of preserving your fruits.

Truly yours,

THE CONSUMERS' ASSOCIATION

This is a reproduction of the dodger that caused the cancelling of the license of the Consumers' Association. Evidently the Canada Food Board was not as proud of the partnership as was the Consumers' Association, at any rate they certainly dissolved it without the consent of the latter party.

ostensibly with the approval of the Board, and using such expressions as "plenty of sugar," and "use lots of sugar in preserving," which tended to encourage the consumption of sugar.

This was in direct opposition to the general attitude of the Canada Food Board. As the operations of the Consumers' Association were being enlarged to take in not only Ontario and Quebec, but the Western Provinces, their campaign of advertising sugar as illustrated herewith when the situation is as serious as it is known to be at present was a matter that could not well be overlooked.

OLD ESTABLISHED MARITIME STORE UNDER NEW MANAGEMENT

Charlottetown, P.E.I., Business That has Been in Operation for Forty-Three Years Changes Hands

In 1875 F. H. Beer, now customs appraiser at Charlottetown, and Louis Goff, who passed away recently in California, founded a grocery business under the name of Beer and Goff. It was conducted under this management until 1910, when F. H. Seller took over the business. Since his death two years later the business has been conducted by his son, E. F. Seller. On March 1 last the business, stock, and goodwill of the business was purchased by W. T. Wellner, who for twenty odd years has been well known in Charlottetown through his association with the jewelry firm of W. W. Wellner. Mr. Wellner is now farther west also as for several years he held a position with Ryrie Brothers, jewellers, Toronto.

Under its new management the store

will still be conducted under the long established name of Beer and Goff.

There have been some radical changes and improvements that have made the store, one of the most attractive in the city. The store has been newly decorated in white enamel, which, as the accompanying illustration shows, gives it an unusually clean and attractive appearance.

The store has adopted a motor delivery as well as the old established horse delivery. The addition has been made to look after the summer resort trade of the neighborhood, and this innovation is proving a very successful business getter for the firm.

ROBBERS TERRORIZING PARRY SOUND DISTRICT

Several Stores Entered by Burglars, Who it is Supposed are Fugitives From the Military Service Act

Burglars entered the store and post office at Katrine, a small village about five miles south of Burk's Falls, Ont., Sunday morning about three o'clock, and succeeded in getting away with goods and valuables to the amount of one hundred dollars. It is believed that the burglars are part of a gang operating in various parts of the eastern section of the District of Parry Sound. Only a few nights ago J. W. Troyer's store at Magnetawan village was entered and some thirty dollars in cash and a quantity of hams, bacon, canned goods and other articles were taken.

The burglars were traced some distance in the direction of Sequin Falls, but the trail was lost before locating the thieves. At Maple Lake station several

shots were exchanged between the storekeeper and the burglars. As the marauders seem to take more food than anything else it is generally believed that most of them are deserters, who have taken to the woods to evade the Dominion Military Police officers.

RUMORED RESTRICTIONS IN CHOCOLATE MANUFACTURE

No Definite Confirmation of a Persistent Rumor Obtainable

There is a rumor current to the effect that among the results of the new regulations in regard to sugar consumption will be some action to still further limit the production of chocolate. No definite foundation can be discovered for this rumor, but manufacturers are inclined to view it with a good deal of apprehension.

Any action in this direction would hardly appear to be justified as the amount of sugar used in chocolate making is something like 2 per cent. of the product, an almost negligible amount, while the curtailment of the production of this line of goods would be a serious matter, in as much as chocolate and kindred products are among the most important items in the myriad of boxes being sent to the soldiers overseas. One large concern estimates that directly and indirectly more than half their total production is used by the soldiers in the trenches. In view of these facts it seems reasonable to suppose that the Canada Food Board will give the matter very serious consideration before taking any such action.



The Beer and Goff store, 123 Queen Street, Charlottetown, P.E.I., that has been purchased by W. T. Wellner, and is being operated under the old name.

The Meaning of Shipping Terms

Misunderstanding of the Actual Meaning of Shipping Terms Often Results in a Great Deal of Annoyance and Often of Loss to the Buyer—An Understanding of These Terms is Essential

By C. L. Marshall of C. L. Marshall & Co., Toronto.

EVERY importer of goods is a necessary user of shipping terms. If his understanding of these terms is incorrect, or if it differs from that of the other party in the deal difficulties are bound to occur. There is a wide possibility of annoyance and loss in this simple matter. Therefore it is of advantage to every one who has any business with parties outside of the place in which he resides, and this takes in practically everyone, to be posted on this matter, and for that reason the correct interpretation and bearing of the most commonly used terms are discussed herewith:

Where buyer and seller are located in the same city these commercial terms are not in common use, largely for the reason that there is no necessity for them. The local merchant buying goods from the local wholesaler, or importer, for immediate delivery from spot stocks, usually understands that the goods will be delivered into his store and that the price of the goods includes all possible charges.

Where buyers and sellers are situated in different cities, or markets, or countries, quotations are made, which to make them specific, are coupled with certain trade terms, or the abbreviations of the same, in order to indicate just what the quotation includes. For instance, a seller in New York city offers a buyer in Toronto medium pearl tapioca at fourteen cents per pound. To make this quotation specific, he indicates with certain abbreviations the terms on which he sells the goods, that is, if the price quoted includes the freight, the duty, and the cartage, or all three. Should the seller be situated in a country from which shipment would be made by water, included in the abbreviation would be something to cover marine insurance.

Meaning of Free on Board

The more common terms in use are the following:

F. O. B., meaning free on board. The seller in this case undertakes to load the goods on the steamer, or train, as the case may be, without any cost to the buyer. The seller's responsibility then

ceases and the goods forthwith become the property of the buyer, who assumes all charges which are thereafter incurred, such as insurance, freight, cartage, and duty.

Ex Store (point of shipment). Here the seller does not undertake to load the goods on board free. His responsibility ceases as soon as the goods leave the premises, or the premises where the goods are stored.

Cost and Freight

C. and F. is an abbreviation for the term "cost and freight." Under these terms the seller includes in his quotation freight charges to destination. It is customary to add the name of the point of shipment, such as C. and F. Toronto, or C. and F. Montreal, etc.

C. I. F., the abbreviation for cost, insurance, freight, means that the seller includes marine insurance in his quotation and is included when shipments are made by water (or partly by water).

Deal Made in Currency of Country of Seller

In all cases cited above it is understood that the sale is made, or the contract effected, at the address of the seller, consequently payments are made to the seller in the funds, or currency of the country, state and city in which the seller is located. In the instance of the Toronto buyer making a purchase of tapioca from the seller in New York, payment must be made in New York, or in New York funds. Attention should also be called to the fact that under F.O.B., C. and F., and C.I.F. terms, the seller assumes no liability for loss by depreciation, pilferage, or otherwise, whilst the goods are in transit from point of shipment to destination. A bill of lading from the transportation company, furnished by the seller to the buyer, releases the former from any further responsibility, and in the case of a cost, insurance and freight quotation the surrender of the marine insurance policy by the buyer to the seller is necessary, too.

Delivered Term

When the seller undertakes to assume

responsibility in respect to charges for freight, cartage, duty, insurance, etc., the ordinary trade terms express this explicitly by terms such as "delivered" (meaning delivered at destination where buyer is located, or at any point expressly called for under the terms of a sale), or "delivered into store" (meaning delivered into the store of the buyer at destination, or "delivered duty paid" (which is used when goods are shipped from a foreign country and a duty is payable on same). A quotation of fourteen cents per pound, "delivered," into store, duty paid, Toronto, indicates that the seller undertakes to put the goods in the buyer's store without any further charge. Unless otherwise provided for by contract, a purchase made "delivered" calls for payment to be made in the funds of the country, state, or city in which the buyer is located.

Confusion has sometimes arisen in connection with the terms C. and F., and delivered, an erroneous impression, which is only too common, being that the terms are identical. How widely different they are, and how great a difference the responsibility assumed by the seller is, has been explained above.

U. S. PERMITS EXPORT OF CANNED BEANS

The United States War Trade Board announces that applications will now be considered for licenses to export canned beans which when packed had at least 17 per cent. moisture content. The attention of canners is directed to the fact that it is necessary to secure special permission from the United States Food Administration to purchase such beans for the purpose of canning.

Applicants for licenses to export such canned beans should state that the beans covered by the application were of at least 17 per cent. moisture content when packed, and that the packers of these beans have secured the permission of the United States Food Administration to purchase the beans for the purpose of canning.



The Honey Industry and Its Relation to Sugar

Sugar Must be Available For Beekeepers or a Serious Mortality Will Occur Among Bees—An Important Asset That Must be Preserved

Morley Pettit, formerly Provincial Apiarist for Ontario

FIVE hundred tons of honey wanted for export! This is the word that has gone out from the Dominion Government and gives official recognition to a new language in Canada. Honey in hundreds of tons!

The annual reports of the Ontario Beekeepers' Association have contained lines of figures representing totals of crops of a few of the members who were interested enough to report. Nobody reads them, but if they did they might be surprised to learn by figuring that three hundred to five hundred members have annually reported aggregates of five hundred to one thousand tons and over. As I say not one beekeeper in a hundred, and certainly not one "layman" in a thousand reading the figures reported comprehends or could repeat a moment after the total crop of honey toil-somely collected from flowers by the bees of one-third of the members. Now nineteen out of every twenty beekeepers in Ontario either neglect or object to reporting their crop, so if they averaged the same as the reporters the total crop might be obtained by multiplying the reported crop by twenty. Many of the non-reporters have small crops, but many of the reporters are enthusiastic beginners with almost no crop at all. This evens them up and the fact that the majority of large producers are non-reporters for selfish reasons makes it quite safe to estimate the annual crop in the neighborhood of ten thousand tons of honey produced in Ontario alone.

It is probably less than that this year; but a few thousand tons of honey make little difference one way or the other when the market has been practically bare by the holiday season each year since the failure of 1914 cleaned up what surplus the previous bumper year had left. Where does it go? A great deal of it never gets beyond the concessions and villages whither it is taken in automobiles and buggies from the beekeepers' doors and stored for winter consumption. A great deal more is shipped to friends and relatives who have moved to sections of the country where beekeeping has not been developed. Some reaches the retail grocer through the regular channels of trade. Under existing conditions the amount he is able to secure is only tantalizing.

Large as the amount of annual production in Ontario may seem it is only a small fraction of what might be produced were the industry more fully developed. Aside from Quebec the other provinces have their honey resources practically untouched. With the world on sugar rations this is deplorable. With our national credit in need of strengthening this waste of a great natural resource is a grave oversight.

The enormous demand for honey suggests a most urgent need of the beekeepers at the present time, and that is sugar for winter stores. It has been stated by some, even in responsible positions, that honey is the best winter feed for bees; but we have learned by bitter experience that this is not true, for Canada at least. They may winter well on the best grade of honey, but the poorer grades are usually stored last and used first, and the only safe method is to feed freely syrup made from granulated sugar after they have finished gathering in the fall.

Beekeepers have been accused of wishing to feed sugar only that they might liberate honey to sell at a higher price. They have even been called a nasty name which we do not think should ever be applied to a bona fide producer of food—this, of course, through a lack of understanding of the facts of the case. While there is no use denying that the present difference in price carries weight, and is the most weighty incentive to increase production, the best beekeepers fed sugar just as freely twelve years ago when there was very little difference in the wholesale prices of the two, and would prefer to feed it to-day if it cost as much as the price of honey.

A year ago, many beekeepers, for patriotic and economic reasons, failed to feed the necessary amount of sugar. As a result the winter loss of colonies reported in Ontario was 25.5 per cent., and I am quite sure the actual loss was much higher than that, whereas apiaries fed heavily with sugar syrup wintered almost 100 per cent.

The point is that in the Canadian winter bees are unable to take a cleansing flight for a period of from three to five months. During this time they must

retain within the intestine the feces which accumulate in proportion as the food is highly digestible or otherwise. The accumulation from sugar syrup stores is almost nothing as compared with even the best of honey, and the accumulation from the lower grades of honey is such as to cause dysentery and death. Unfortunately the inferior grades are gathered from fall flowers, stored last, next the winter cluster and used first in winter. This year on account of the prevalence of aphides in some districts they are storing "honeydew" an excretion of the aphides which falls on the leaves of trees. If compelled to depend on this as a winter food the bees are sure to die before spring. The remedy is to feed sugar syrup freely after they have finished gathering these things, so they can store it next their cluster and use it first in winter.

Only granulated sugar will answer. Yellow sugar is not sufficiently refined and would act much the same as inferior honey.

Beekeepers have been classed with manufacturers using sugar in their product; but this is not a fair comparison. The manufacturer converts raw materials which might have been used in other ways. The beekeeper employs insect laborers to wrest from nature raw material which would otherwise be a total loss. Like the farmer, he is a producer of food, and the sugar he feeds to his bees bears the same relation to the honey they produce as the oats he feeds his horses bears to the wheat and other crops they help him harvest.

The restrictions of a bee's diet are its misfortune, and humans who can eat a variety of things may well hesitate to deprive it of the one essential. The severe Canadian winter is one of the greatest handicaps to the development of honey production in this country. The uncertainty of the quality of natural stores is one of the chief causes of winter loss of bees. Through the efforts of our instructors the use of sugar to overcome winter losses has become general. It is essential to the success of this industry which may well be considered a most essential industry.

No Pint or Half-Gallon Paints to be Sold by Montreal Firms After January 1

It is evident that the paint and varnish manufacturers are appreciating the nature of difficulties confronting them in the matter of containers for their products. This is an ever-increasing problem and while the 1918 season will pass without real difficulties manifesting themselves it is anticipated that the prospect for 1919 is one of much uncertainty.

The Montreal Paint and Varnish makers have decided that there will be absolutely no sale of paint or varnish in pints or half gallon tins after January

1. Many have been working toward this end and are altogether or nearly sold out of these sizes already, while some have small stocks of odd colors still.

It is possible that someone may put on the market a substitute that will afford a container suitable for holding paint. In view of the large army of troops that must have foods that are packed in tin the situation will be watched with much interest as far as the paint trade is concerned. There is no indication of relief in sight.

The Question of Figuring Margins

The Simple Reason Why Figuring on the Selling Price is the Safe and Logical Way—
The Case of Interest

By Henry Johnson, Jr.

ONE who takes issues with me, with the Food Administration, with the biggest merchants in the country, and with all the experts whom the study of the last fifteen years has developed, writes:

That it is self-evident that cost plus profits equals the selling price; that the face of a note plus interest is the only way to learn what the payee gets; and that he will "scoop" anybody who comes into competition with him because he, figuring on cost, will thereby be able to undersell his competitor. He further states that his expense is only 1½%.

All of this is of no particular importance because the question is well settled, except for one thing. That is, that many merchants get confused when they compare interest on money loaned or borrowed with margins on merchandise. They know the what, but are not always sure of the why. So I want to try to state it once more as clearly as possible, showing first a difference and then, to clinch the argument, a similarity, between net profit and interest.

First, so far as ultimate effect goes, there is no mathematical reason why a merchant should not compute margins on his cost. If to handle goods which sell for \$1.00 the expense is 17 cents and the living profit 3 cents, it does not matter whether we say we are charging a gross margin of 20 per cent. or 25 per cent. Nor does it matter whether we say our expense is 17 per cent. or 20½ per cent. and our profit 3 per cent. or 3 per cent. plus. The primary reason why a merchant should compute all his figures on the selling value of his goods is for his own safety. It has been found that such method more certainly enables him to include all actual expenses and forget nothing of his costs. Another point of value is that the figures under this method are on the inside—minimum—and thus hold that element of conservatism which is of such value in any business.

Speaks Without Knowledge

No argument and no analysis is, I feel, necessary on the question of this man's statement that his expense totals 1½ per cent., no matter on which end he computes margins (which he calls "profits") or expenses. It is quite evident that herein he speaks without knowledge.

As to whether he can undersell anybody or everybody because of his method of computation, that depends on whether he can do business on less expense and deliver a service which more people will pay for than his neighbor. If he can do

this, it matters not at all how he may choose to compute margins. I know merchants, right now, who run cash-and-carry stores on 10 per cent. to 11 per cent. expenses. I know others whose entire margin is 12 per cent. to 14 per cent. It seems obvious to me that either of these classes can undersell any merchant whose expense is 17 per cent., and it will not matter whether either or both compute margins on cost or sale value.

This entire question is one of expediency, convenience, greater safety, conservation. We simply are getting nearer to a realization of all the factors which enter into margins, expenses and profits, and we are reaching a much exacter nicety of method in our computations.

Interest vs. Margin

Now, why is it proper to speak of interest on a note in its relation to the principal sum of that note and not proper to compute margin on the cost and speak of it in its relation to cost?

Because interest on a note is a charge for all the consideration in the transaction; whereas margin is a charge for goods and service, not goods alone. Here it might be said that, knowing the average cost of the service, why not add that to cost and then put a net profit on top of it? Well, for the reason that expense varies in different classes and items, so that all we do from one inventory period to another is a process which is incomplete between periods. Every item bought and sold between inventories is a variable quantity. It differs from others and it differs from day to day in its own history, depending on what work is involved in its sale one time as compared with another and what storage and other charges go with it at another. For example, it is obvious that it costs more to handle a can of peaches which is sold on account and delivered than one sold over the counter for cash.

Up to now we have not reached any system whereby we can know just what cost lies against each such separate item. Perhaps we shall know some time. We are getting nearer, step by step and year by year. But up to now all inventory transactions are a process working toward a conclusion, a time of definite reckoning, which arrives at inventory time.

The Time for Interest-Computation

The time for applying the interest or rate of earnings on the investment comes at inventory time. That is the time when we have all the returns. We have a

closing up of all such accounts as expense, interest paid, rent, interest on capital employed, depreciation of all sorts, discounts earned, losses, shrinkages, etc. All these being closed into loss and gain account, we find a net remainder which is either net gain or net loss. Let us hope it is net gain—as it is apt to be with the merchant who figures on sales value and keeps tab on all these various factors of cost, though this probably would not be so certain in the case of a man who thinks his expenses are covered by 1½ per cent.

Now, when the net profit is ascertained, then that profit is properly apportioned on the capital of the business, as an earned percentage, precisely like interest. For instance, for years my own business earned an average varying between 24 and 25 per cent. on invested capital. At the end of the year I was in the same position as the man who lends money at interest; but at no other time did I figure anything on cost, or regard any figure of margin as applying to anything except sales values.

This is the way in which the employment of capital, plus the devotion of time and energy in business differs radically from simply loaning capital for somebody else to worry over. This may help to supply the reasons why the two kinds of capital employment cannot be regarded from the same angle.

Shifting of Consumer Classes.

A grocer who has drifted into the cash-and-carry system from the old basis of service plus philosophizes like this:

"In the light of my experience, I figure that there are three distinct classes of customers, as respects grocery service. There are the wealthy, who demand solicitors, telephones, charge accounts, deliveries, collectors—in short, all the trimmings and excrescences with which business of late years has tended to be progressively burdened. There is another class whose capital is zero, who must have credit to live from pay day to pay day, but who are content with less exacting service. Then there is the third class, which I regard as by far the largest, who have both capital in reserve and thrift on which they have accumulated that capital, and hence who are willing to serve themselves provided they are recompensed therefor through lower costs.

"Because I have reasoned things out this way, I have adopted the cash-and-carry plan. I want to derive my living from the largest and most stable class. In present conditions, that class remains

in full force and to it have been added a big proportion of the first class—for this reason:

"The owner of real property has been hit rather hard by enhancing cost of living, cost of labor, material, all kinds of service. His dollar buys less to-day than ever before; and in many instances his property is under long lease at rentals fixed two, four or six years ago. Say that he leased most of his properties in 1910 for ten years—made 'good leases' as they looked at that time. His income to-day is relatively only about 80 per cent. of what it was then. So this man has drifted into the third class, to make his income reach further. He drives to the self-serve store in his 'twin-six' likely as not; buys his goods, which he selects himself; pays cash and loads the products into his car."

Maybe there is food for some reflection in what this man says. I pass it along and shall be glad to have comments.

U. S. APPOINTS COMMITTEE TO ESTABLISH RICE PRICES

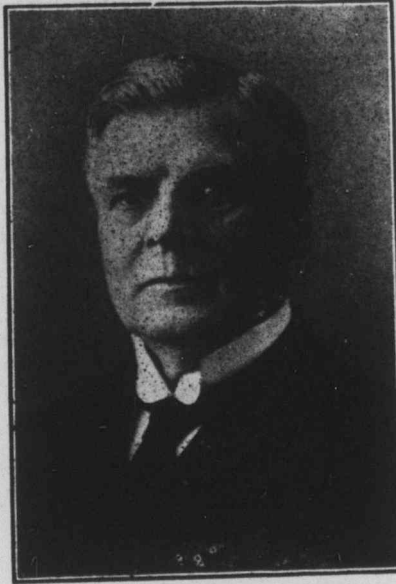
Appointment of a committee to assist in carrying out the recent agreements between the Food Administration and rice millers is announced by the Food Administration.

The main provisions of the agreement are that the millers shall pay definite prices to the growers for rough rice and shall not sell the clean rice at more than prices named in the contracts, ranging from 7½ cents a pound for choice Japan to 9½ cents for fancy Honduras.

DEAN OF WINNIPEG MERCHANTS RETIRES FROM BUSINESS

J. A. McKerchar, Who has Been in the Grocery Business in Winnipeg for Nearly 40 Years, Sells Out

J. A. McKerchar, who can lay claim to being the senior grocer of Winnipeg,



J. A. McKERCHAR, Winnipeg.

Who has been connected with the trade of the Western gateway city for nearly 40 years.

has sold out to the A. F. Higgins company, who have two other stores in Winnipeg, as well as stores in Roland, Morris and Carman, Man.

Mr. McKerchar will carry with him on his retirement from the trade the good wishes of everyone with whom he has been associated in his long business career in the city of Winnipeg.

Mr. McKerchar moved west with his parents in 1879, before the railways had reached the city, and while it was yet a place of 4,500 souls, a wilderness of mud. There were quite a number of stores in the city at that time, but most of them have gone out of business or have been absorbed into other concerns in the interval.

He got his early grocery training in the store of Wishart and Roy on Main street. While still in his teens he began business in a store situated on Main street just opposite the City Hall. In company with a relative named Zachariah Pickworth he was instrumental in the creation of a grocery business that was known as Pickworth and Company. That was in 1881. From that time on Mr. McKerchar's career has been marked by success built upon hard work and an understanding of the needs of his customers.

NEW CANNERY FOR STRATFORD, ONTARIO

At a conference held at Stratford, Ont., recently, it was decided to locate the canning centre for North Perth in Stratford. Organization was completed, and preliminary arrangements made for the installation of the plant. P. E. Culverhouse and J. A. Black of the Horticultural Experimental Station, Vineland, were present. The cannery will operate under the auspices of the Women's Institute and I. O. D. E.



Interior of the W. H. Stone store, Winnipeg.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - Vice-president
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EDITORIAL BRIEFS

THE closing of the Consumers' Association of Windsor, should mean at least one star in the crown of the Canada Food Board.

* * *

WHAT about the departmental stores that advertise sugar? Nowadays sugar is only advertised as a bait, and this use cannot be justified.

WHO IS RESPONSIBLE?

IN the Toronto Police Court recently a well-known and reputable store was fined \$25 for selling certain bags of flour that were found to be under weight. The merchant accused laid his defence on the fact that if the whole shipment of flour were weighted the total weight would have been found correct. The magistrate, however, held that each individual bag must be absolutely correct, apparently a just enough decision.

Unfortunately this decision lays a heavy burden on the merchant. The great bulk of merchants are now buying flour from the miller in weighed bags. One of the reasons for buying this way is the fact that in so doing the heavy task of weighing is obviated. This decision, however, puts a new face on the matter. The grocer is held responsible. That is probably the natural course, but it is a serious one for the grocer, and there should surely be some way in which that responsibility could be laid at the door of the actual weigher of the goods. No doubt the mill's gross weight was correct. There is no intention to

charge anyone with intentional misrepresentation, but the retailer was made to suffer for the failure of the manufacturer to be absolutely accurate in his weights, and the retailer is not the man to blame.

SUGAR RATIONING COMING

ON the first of September a new order of things will come into effect as far as sales of sugar are concerned. Merchants throughout the Dominion will be placed on a card rationing system, and a definite record must be kept of all transactions involving sugar. Just what the actual effect will be it is not possible as yet to state, but there is every indication that it means that the suggestion issued some time ago by the Canada Food Board, the apportionment of one and one-half pounds per person per month, will be made obligatory. Another alternative is the possible curtailment of the grocers' requirements as based on his actual disbursements during the year 1917. In either case it means restrictions upon the customer. The trade has had plenty of warning that sugar was scarce and must be conserved, they have had the opportunity of drawing these facts to the attention of their customers. This must be done. Restrictions are unquestionably coming and the public should be made aware of this possibility if the grocer is not going to face unpleasant criticism at the hands of his customers whose demands are curtailed.

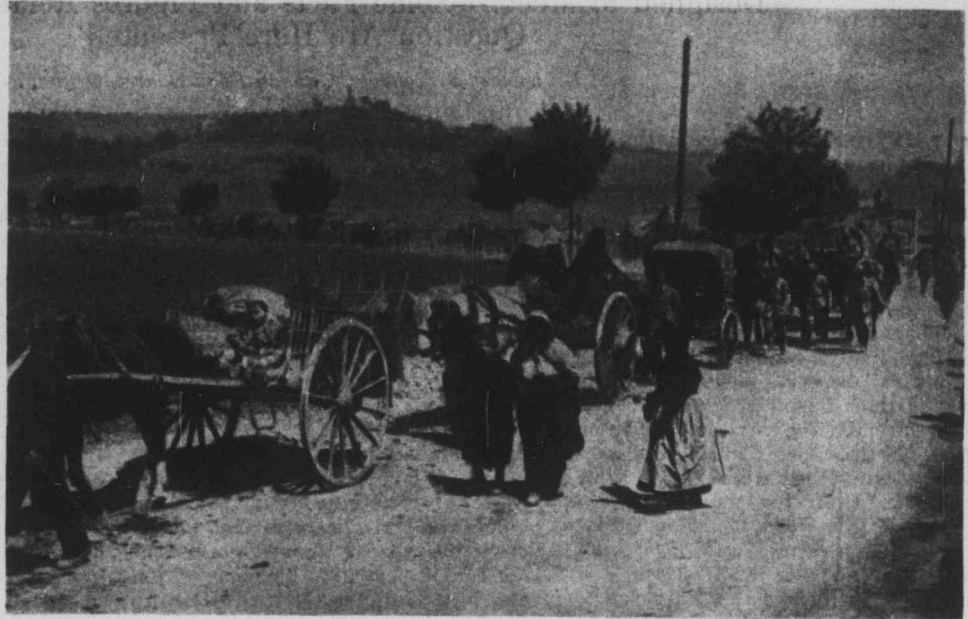
SUGAR SALES AND THE MAIL ORDER HOUSE

ON several occasions CANADIAN GROCER has called attention to the fact that the regulations governing the sale of sugar and flour have involved a hardship for the honest merchant because of a laxity in enforcing these regulations. While the merchant is refusing sales in these goods in his efforts to live up to the spirit of these regulations, the department store and mail order house has been filling the requirements of the retailer's customers in many cases, at least, without any restrictions. In the nature of things the mail order house can have no accurate knowledge as to what represents a two weeks' supply as far as their customers are concerned. They have not the close association and knowledge that the smaller merchant has regarding his customers. The regulations in this respect are unquestionably throwing trade into the arms of these large organizations, yet there has apparently been no effort to in any way circumscribe this business. There has been no effort either to prevent these organizations advertising sugar and flour. There are difficulties to be sure in the way of any such action, but they are difficulties that have to be faced if the trade as a whole is to have a square deal.

Current News in Photograph—No. 33

THE ROAD BACK

In the present war nothing has been more pathetic than the sight depicted in the accompanying illustration, the refugees driven out by the grim reality of war, returning on the heels of a retreating enemy to their desolated homes to take up their life again, within the sound and often enough within the reach of the guns. It is an instance of the indomitable spirit of the people of France. This photo was taken shortly after Foch's great drive began.



NOTHING TO WORRY ABOUT

THE decrease of nearly \$200,000,000 in Canadian trade figures for the year does not indicate any unsound business conditions. The greater part of the decrease is in domestic exports. The lack of shipping facilities, especially ocean tonnage which has been concentrated for war purposes and troop movements, undoubtedly accounts for this decrease. Manufacturers all over the country have been working to capacity. Even at that they have been hampered by restrictions of labor. Handicapped by conditions of this sort it is to be expected that there would be a decrease. The agricultural exports will also show a decrease as crop conditions in some sections of the Dominion will not be such that any large amounts will be available for export even with favorable shipping conditions. Taking the situation as a whole, however, business is good in Canada and the people, especially the farmers, prosperous.

LESSONS IN THRIFT

WE have been learning a little something about the possibilities of saving during the last three years. The call of our country's needs made an appeal to us which mere prudence could not. And we have learned that it can be done; that Victory bonds bought in an impulse of patriotic self-sacrifice can be paid for out of our regular income without much noticeable sacrifice at all; that we can make various contributions we would have thought large in proportion to our wealth, and still get along just about as comfortably as ever.

But there is one thing which has not even yet been sufficiently impressed upon us. That is the tremendous difference in the actual worth of the money that we spend just now and the money that we save.

We know that prices are abnormally high, which means that the value of money is reduced. But we don't seem to take that knowledge fully into our consciousness.

The dollar that a man spends to-day is worth what 65 cents was worth in normal times. But the dollar that he SAVES is worth what the dollar was worth in those times; because it will still be in his possession when normal times return, and its purchasing power will be then just what it used to be—more than half again what it is to-day.

WATCH INSURANCE

WITH the rapid changes which are taking place in the prices of all classes of merchandise it is very necessary that grocery merchants see that they give frequent attention to their fire insurance. Many stores were insured at the outbreak of the war on the basis of the value of the goods then on their shelves and have not made any provision since for the vast increase in the value of their stocks. There have been a great many fires during the past couple of years and they have not shown any pass-over favor to dry goods stores. It would be wise therefore to see that your insurance covers your merchandise on the basis of its present value

Why is the Grocer Under License?

What Has Been the Effect of the System of Licensing?—Has it Met the Need it Was Designed to Meet?—Some Facts and Figures Relative to the Question Are Here Presented

By Ernest B. Roberts, Canada Food Board, Ottawa.

WHY is every grocer in the land under license? There still may be many who cannot see how before the war by 75,000,000 pounds; our ing in Canada's share in this war. In a general way, tradesmen recognize that there is a war reason. They understand that to be the cause somewhere away in the background of why so many orders issue from the Canada Food Board, but they fail to see that which couples them and their business direct with this war in Europe. They are so near to one part of the machine that their view is obstructed; in other words, they "can't see the forest for the trees."

No one at the Food Board in Ottawa is vexed at the complaints of retailers under their new method of work by license. The why and the wherefore of their complaints are generally well known in the particular trade section which governs the issue of those orders. It is generally the Board's policy to prevent difficulties before they come, or to reduce them when inevitable to the least inconvenience. Some are simply inseparable from the rigid food saving to which the country is committed if we are honorably to keep our unexpressed pledges to fight this fight by every means and every sacrifice if need be, to the bitter finish; some are merely passing, and their nature due to the big changes in national method of food handling. Every grocer knows that to-day foods are, through and through, really cheaper to the consumer than they would have been had not the dozen little means of intermediate speculation been stopped. Who does not remember that in the spring of 1917 flour was \$16.50 a barrel. The share which the farmer got of this was \$6.95; the rest was speculation. Yet a year after food control began in Canada flour was selling at \$11.00 a barrel, in which the farmer's share had risen to \$8.32. The legitimate profits of the grocer, and the man who so legitimately handles the food on its way down to him, are as good on their turnover as ever. The storekeeper to-day gets as good a return for his investment and his labor as any other class in the community.

Retailer Shares in Prosperity

The food retailer, in fact, shares in the general prosperity brought in by war orders, amounting, it is estimated, to over \$1,100,000,000—a pretty big income for 8,000,000 people. Now what the license does is to regulate the food supply of our own people in such a way that a shortage of food may not face the man who is paying the bulk of that \$1,100,000,000, and bearing also an incomparably larger part of the cost of defence of the Empire, i.e., the British taxpayer. The war burden per family

in Canada is not one-twentieth what it is in Great Britain. There is no stinting of food, for instance, anywhere. All that has been accomplished has been the prevention of thoughtless waste. That is not hardship. It is merely more or less enforced economy which even high prices had failed to bring about.

If the Canadian grocer thinks for a moment of the gradual spreading downwards of the system of food control adopted in, say, flour, and then applies the principle to all other controlled commodities and multiplies its bearing on himself by as many grocery stores as there are in Canada and by 1,500,000 homes, he will recognize that there must be a big saving somewhere. Flour is dealt in everywhere by grocers, but yet can be almost considered a thing apart from the grocery trade.

As early as June, 1917, within a fortnight of the creation of the office of Food Controller, the millers' profits on flour were fixed at 25 cents a barrel. This alone, it was soon found, did not keep down the price of flour. Therefore the price of wheat was fixed by the Board of Grain Supervisors. It was not long with the limitation of millers' profits on flour that some firms found more profit in taking out of the grain a larger proportion of the higher priced feeds, as the prices of these ran away up. But this reduced the domestic flour supply. Then the price on bran and shorts was fixed and other feeds were not allowed to be made. Later the "extraction" was set at 74 per cent. of the wheat berry, i.e., the miller was compelled to mill his grain to give 74 per cent. flour for human food, leaving for feed 26 per cent.; feed for cattle had to be supplied also.

The application of this fairly to the small man and the big firm alike could only be done by the license system. "What was sauce for the goose was sauce for the gander." The small miller was thus not ousted from the essential war-work of food production. He was given a chance in trade at equal profit with the big firm. Thus it came at the end of April, 1918, that the only variable factor in the price of wheat was railway freight. The Canada Food Board had, naturally, no control over this.

Then came the creation of standard flour. This uses the largest part of the wheat kernel for food, yet keeps the bread nearly white. In Graham flour all the wheat grain is used, including the outer cover, or bran, and the germ, or tiny seed centre from which the new plant springs. When a small part of the bran only is removed the resulting flour is called "whole wheat flour." Both this and Graham flour are dark and make brown bread.

White flour is made by sifting out bran and germ. Such flour keeps longest. But the finest white grades only utilized 50 per cent. of the complete wheat kernel. The remainder used to go into lower grade flour, bought by the poorer classes, or into animal feeds. None of this can be milled now. The later "Standard" flour regulations make it compulsory for the miller to "extract" as it is technically called, 76 per cent. of the whole kernel, and if this is milled to the fullest extent it contains practically no bran or germ. It is a white flour. A saving of 25 per cent. of part of our consumption is thus made by standard flour because 25 per cent. more of the threshed wheat is used. The saving goes overseas. It makes the wartime Canadian breadbasket more democratic—the same for rich and poor alike. It does not upset national notions or household habits about white bread.

The retailer's license helps to save food because it is the chief link in a chain from the Food Board to the public. The miller, the manufacturer of prepared foods, and all wholesalers had been licensed for control before him. To leave the last link would have been useless. Through control of the retail food dealer the chance of hoarding in private homes is greatly reduced. No retailer to-day dare supply a family where he believes undue stocks of food are being hoarded. Without this a big staff of inspectors would be required. The retailer under license is really now aiding in a new national duty. He has become a valued official food distributor who can be trusted. That's patriotism. He is also the preventer of waste who helps the poor to fare as well as the rich. That's service.

Results Obtained

To show what has been accomplished by these methods of food control it may be stated that our net Canadian exports of beef last year exceeded the average before the war by 75,000,000 pounds; our pork exports by 125,000,000 pounds; and our butter exports by 11,600,000 pounds. We exported nearly 30 per cent. more wheat from the last crop than would have been possible had not the Food Board imposed restrictions and made the use of substitute flours compulsory. The Board also settled disputes regarding 750 carloads of foodstuffs which, but for their intervention, might have spoiled. If the grocer will consider that the same method is being adopted to conserve those foods in which he deals and of which he is now the semi-official distributor, he will understand that it is no idle word when the Food Board asks his active co-operation.

THE CLERKS' DEPARTMENT

A SINGER WHO IS ALSO A GOOD BUSINESS MAN

John McCormack's Income Tax is \$75,000—Royalties
From Records Run to \$200,000 a Year—His
Victory Loan Activities

THE bulk of the sketches appearing weekly on this page have been of business men. Herewith a story is offered of a man who is not a business man in the strictest sense of the word but who after all must be a very capable business man because he has made a fortune out of a set of well developed vocal chords. John McCormack has been sufficiently successful to invest \$150,000 in Liberty Bonds on his own account. The following sketch which appeared in *Pictorial Review*, deals chiefly with his patriotic endeavors and is particularly interesting in view of the approaching Victory Loan campaign in this country:

Sixteen months ago, when the United States declared war on Germany, someone asked John McCormack this rather vital question, "Are you an American citizen?" And this was his answer:

"I've already taken out my first papers—long before this war was declared—and I'm a good American for the simple reason that I'm a good Irishman. And as far as this war is concerned, I'm in it with America from the start to the great and victorious finish."

Along about the time the man asked him that pertinent question, Mr. McCormack was doing a lot of deep thinking. He was not yet a full-fledged citizen. He could not enlist, nor could he be drafted. But he must do something for the country that had done so much for him. Perhaps the American Red Cross could use him, so to the Red Cross he went, and secured an interview with Mr. John D. Ryan.

"Just what does the Red Cross need most that I could do for them?" Mr. McCormack asked.

"Well, of course we need money, lots of it," Mr. Ryan declared, "but what we need most from men like you who reach the public through their hearts is money—and propaganda. Many men can raise money alone, but you have unusual facilities for spreading the propaganda that is most needed at this time."

"Very well," assured Mr. McCormack, "count on me for one hundred thousand dollars. I'll sing until I've raised that amount, and thus I'll spread your propaganda to the best of my ability." And he has made doubly good on that promise.

To-day the Red Cross has one hundred thousand dollars and more paid in the golden notes of his voice, of which there are no counterfeits! He opened each of

these concerts with the singing of "The Star Spangled Banner," amid wild applause. He closed each one with the soft, sweet strains of "God Be With Our Boys To-night." No mad applause greeted this closing song. In its place was silence, as mothers and fathers and sweethearts tried in vain to keep back tears that would come.

In order to give this series of concerts for the Red Cross, Mr. McCormack canceled several personal concert engagements and the manner in which the series was conducted is worth more than mere mention. The Red Cross received gross receipts on all concerts, Mr. McCormack and his management paying absolutely all expenses. If the hall was not donated, Mr. McCormack paid the rent of it. He paid for all traveling expenses, while all advertising and printing expense was paid for by the management, so that every dollar received meant 100 cents for the Red Cross.

"It's very interesting to recall what the boys like best in these camps," Mr. McCormack said. "One fellow asked me to sing 'A Hot Time in the Old Town To-night.' Some of them ask me for the latest Broadway hit, and I try to give it to them. Most of them, however, want simple ballads that appeal to the heart and recall love and home. They seldom ask for these cheap war songs that take such liberties with the flag and the nation. You don't hear the men in the camps bellowing about following the flag. They have too much reverence for it."

At Washington the great tenor sought an interview with President Wilson.

"I have come to offer you my services in any capacity that you may see fit to use them. I realize that the boys overseas can not come home when they get their leave. The French boys get home to mothers and wives and little children; so do the British boys; but our Americans can only go 'somewhere in France.' Let me go over and cheer them up with songs and stories from home," he begged.

But President Wilson dissuaded him from going. Mr. Wilson said truly that the war will not be won by men in the trenches alone. The war must be won by those at home as much as by those abroad, so long as all are doing their duty. And the public knows without any word from President Wilson that John McCormack is best fitted to "keep the home fires burning" and the fountain of sentiment flowing.

To-day Mr. McCormack is the owner of \$150,000 worth of Liberty Bonds. In order to meet the payment on these bonds he sold at a great sacrifice two of his most valued treasures—his precious violins—one a Stradivarius, the other a Guarnerius, for which he paid \$26,000.

One Song Raises One Hundred Thousand Dollars

It was during this third bond drive

that Mr. McCormack was giving a concert in Buffalo. In the hotel where he was stopping lived a very rich gentleman, blind and a hopeless invalid. He had always longed to hear the great tenor. His secretary had read that McCormack had offered to sing a song for any one who bought a \$5,000 bond at some rally. "I'd give a good deal more than that to hear him sing," said the invalid. "I'd give a hundred thousand." At noontime the secretary of the invalid met Mr. McCormack in the lobby of the hotel, and told him the little incident, just by way of a bit of flattery. But Mr. McCormack was for America first and flattery could go galley-west. He found out that the invalid could be moved about in a rolling-chair. "Bring him down here to the ballroom where I have space for my voice, and I'll sing any song he selects. Uncle Sam needs that money."

The invalid was brought down and asked for "God Be With Our Boys To-night." And in less time than it takes to tell it, the McCormack voice was rounding up \$100,000 for Uncle Sam, meanwhile assuring the crowd that he had several other songs to offer at the same figure. In doing this the singer broke a hard and fast rule. He absolutely never sings or speaks publicly on a concert day.

The money this one man's voice has raised for various war relief funds in addition to the Red Cross covers a long, long trail.

He has not forgotten his own home town in Athlone, Ireland. The main industry of the town was its woolen mills, all closed down by the war, leaving many men without employment. Mr. McCormack gave a concert and raised in one night \$7,000 for his little home town where his parents still live.

He dropped in at a bazaar one night in Chicago, given for the Fatherless Children of France, and there he paid \$2,400 for a tiny scrap of old yellow paper—the original manuscript of that immortal poem of Eugene Field's, "Little Boy Blue."

Just a Bit of His Irish Humor

His personal income is, of course, tremendous. He paid an income tax of approximately \$75,000 and as he wrote out his cheque for that rather startling amount his Irish humor did not desert him. As he signed his name to the cheque—equal to the salary of the President of the United States—he said:

"Somewhere it is said that 'The Lord giveth and the Lord taketh away. Blessed be the Lord.' And I hope I shall be pardoned if at this time I say, 'America giveth and America taketh away. Blessed be America!'"

The sale of his talking-machine records is phenomenal, all of them selling at popular prices. One of the most popular of these is "I Hear You Calling Me," which has been a steady seller for the past seven years. It is safe to say that every owner of a talking-machine owns this record. In the year 1917 he received nearly \$200,000 in royalties from the sale of records alone.

The cheese factory of Norman Tackateng, New Dublin, has been destroyed by fire.

CURRENT NEWS OF THE WEEK

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

Quebec

Remi Tougas has succeeded Tougas Freres at 209 Workman street, Montreal. H. W. Waddell, of Armour and Company, Chicago, was in Montreal last week.

E. C. Locas, accountant with Z. Limoges, Enreg., Montreal, is away on holidays.

W. A. Sadler, sales manager for the Canada Starch Company, is away on holidays.

T. W. C. Binns of the Matthews-Blackwell Co., Ottawa., was in Montreal last week.

Capt. F. W. Wallace, of the Canada Food Board, spent a day or two in Montreal last week.

John Simpson, of Chase and Sanborn, coffee roasters, Montreal, is a visitor to Toronto this week.

Sinai Savoie and Antonio Savoie, Montreal, have been registered under the name Savoie & Fils.

Wells & Cole of Huntington, have dissolved partnership, G. W. Cole continuing the business.

B. Trudel, manager of the tea department of Chaput Fils and Co., Montreal, has returned from his holidays.

Aaron Prunack and Jacob Freeman, Montreal, have been registered under the name of the St. Viateur Grocery.

R. G. Lind, of the Lind Brokerage Co., Toronto, was a visitor to Montreal this week in the interests of his firm.

J. E. Pollard, Montreal manager for the Quaker Oats Co., is spending his holidays in Peterboro' and vicinity.

Charles Chaput, president of Chaput Fils and Co., and Mrs. Chaput, returned this week from spending some time at Old Orchard Beach, Va.

Thos. Hunter, grocer, St. Lambert, Que., has purchased the interests of his former partner, Mr. Graham, and will continue as Thos. Hunter.

At the annual convention held in Halifax recently of the Canadian Fisheries Association, J. A. Paulhus, of the D. Hatton Co., was elected as second vice-president.

C. Burns, late with the John Duncan Company, Ltd., wholesale tea importers, Montreal, left for London, England. Mr. Burns will be attached to the London office of the Carter Macy Co. of New York.

Among those attending the conference in Winnipeg this week of food board representatives and millers are W. W. Hutchison of Lake of the Woods Milling Co., Ltd.; W. A. Black of the Ogilvie Flour Mills Co., Ltd., A. E. Labelle of the St. Lawrence Flour Mills Co., and J. E. MacFarlane of Western Canada Flour Mills Co., Ltd.

Dana F. Ward, of Whitman Ward Lee & Co., Boston, and a member of the

United States Food Board, was in Montreal last week and consulted while here with J. A. Paulhus and others as to methods that had been found successful in Canada in promoting consumptive demand for fish.

While the requirements of the law call for the observance of a 90 weight in selling potatoes by the bag, it is claimed that numerous cases of farmers selling in smaller bags than those holding such weight are continually being found. This, if the case, is a rather dangerous practice and should be discontinued.

Montreal is being rid of some of the daring robbers that operated here for a long time. At least arrest of four men last week bids fair to solve a serious problem that has been confronting the police for a long time. Many goods have been stolen and the active policy of the new police head and director of public safety will be welcomed by the trade. So pleased did one aggrieved merchant feel that he offered the men securing the arrest of the thieves \$1,000 for their good work. This, however, was refused.

Ontario

Edith Hyatt, grocer, London, has sold out.

G. Langlois, Ottawa, is discontinuing business.

Festing Bros., Hamilton, have sold to S. Bamford.

William Gardener, Hamilton, has sold to C. F. Drake.

Hubien and Autosne, Hamilton, have sold to B. Crankewich.

James W. Collier, Sarnia, is advertising his business for sale.

W. H. Creeper, general storekeeper of Hayden, died recently.

Mrs. F. H. Curville, Ottawa, has been succeeded by D. McCarthy.

C. Lawrence & Co., St. Catharines, have sold their stock to Bradley & Sons.

The Stouffville Bread Co., grocers and bakers, Stouffville, have suffered loss by fire.

Trobel and McCourt, Ottawa, Ont., have dissolved partnership, J. E. Trobel continuing the business alone.

J. E. Richardson, Dundalk, retiring from business after twenty years, sold out to M. Sydie four months ago.

T. H. Estabrooks, president T. H. Estabrooks & Co., St. John, N.B., spent a few days in Toronto early in the week.

Western

John S. Dutchyshen, Jasmin, Sask., has sold out.

The estate of I. Magnusson has sold its stock to Wasseman & Co.

R. W. Buckley, general store, McGee, Man., has been succeeded by A. F. Dale. Malena & Co., general store, Frank,

Alta., has been succeeded by the Liberty Store.

J. P. Bystrom, general store, Big River, Sask., has been succeeded by J. S. Friedman.

The McNutt Trading Co., general store, Estuary, Sask., has sold its stock to M. Peckoff.

To meet the growing demands of business the Mason & Hickey Co. have made extensive changes in their headquarters, 287 Stanley street, Winnipeg. The main office has been entirely rebuilt, so that their new premises are now of the most up-to-date character. Additions have also recently been made to the staff.

ATTENDED CONVENTION

J. J. McCabe and H. Peters, Toronto, were in attendance at the International Apple Shippers' Convention held in Philadelphia, Pa., last week.

Reports from the convention indicate a very strong feeling in boxed apples. The crop of Jonathans is reported very light and indications are that prices will be very high. Others varieties are also in light supply except Winesaps and Newtons, which will be plentiful. Shippers emphasized the importance of placing orders early on account of refrigerator car shortage which may assume serious proportions.

The Toronto delegates were in a train wreck outside of Buffalo, N.Y., in which two coaches were overturned, but fortunately no serious injuries resulted.

GUELPH, ONT., GROCERS HOLD SUCCESSFUL PICNIC

The Second of Its Kind Proves so Successful That It Is Decided to Make the Picnic an Annual Event

Last week was made famous for the grocers conducting their business in and about Guelph by reason of the second picnic given under the auspices of the merchants of the city at Puslinch Lake. It was an ideal day for an affair of its kind, the intense heat of the last week giving away to just the proper temperature, and the committee in charge of the outing, who were F. C. Barber, chairman; E. J. Drake, secretary, and A. J. Groom, C. C. Borden, C. T. Hicks, and W. G. Hood, are to be congratulated on the success attending their efforts.

One of the features of this year's picnic was the holding of many novel events, in which all the contestants had an equal opportunity to win. This made the entry list in each race heavy and resulted in close contests. At the conclusion of the races, supper was served at a large table on the lawn in front

of the hotel. Chairman Frank Barber, in a few words, expressed his pleasure at seeing such a large number present, particularly the representative gathering of wholesale men from various points. Short addresses of appreciation to the local grocers for endeavoring to get closer together in a social way and assuring them of support in the future were given by J. H. Simpson, G. W. Walker, Roswald Goldie, representing the wholesale houses of Guelph, and W. W. Goddard, of Hamilton; J. W. Charles, of Toronto; Charles Smye, of Hamilton, and J. A. McCrea, of Guelph. W. G. Hood responded on behalf of the association. Col. Stoneman of Hamilton, gave a patriotic recitation, following with "How Bill Adams Won the Battle of Waterloo," which proved to be the hit of the day. Shortly after supper the party returned to Guelph, voting the outing one of the best of the season.

Among the wholesale men present were Rod Young, Hamilton; S. Macdonald, Toronto; W. W. Goddard, Hamilton; Col. Stoneman, Hamilton; Harry Quillie, Hamilton; W. E. Clarke, Toronto; Fred Urstadt, Kitchener; Charley Smye, Hamilton; Alf. Rogers, Hamilton; W. L. Orr, Toronto; P. Hayden, Hamilton; J. H. Simpson, G. W. Walker, R. Goldie, W. Knowles and J. A. McCrea, Guelph.

NATIONAL DELIVERYMEN'S CONVENTION OVERWHELMINGLY IN FAVOR OF CO-OPERATIVE DELIVERY

The fourth annual convention of the National Deliverymen's Association, known as a conservation convention, that was held at South Bend, Ind., was brought to a close last week after a very successful session.

The election of officers resulted as follows: President, C. K. Berry, of Marshalltown, Iowa, re-elected; Vice-President, L. K. Montgomery, of Galion, Ohio; Treasurer, J. A. O'Donnell, Cleveland, Ohio, re-elected; Secretary, John D. Keifer, Elwood, Indiana, re-elected. L. C. Rhoades, retiring vice-president, of Ann Arbor, Mich., was elected honorary vice-president.

One of the most important of the addresses before the convention took place on the eve of adjournment when E. W. Balch, secretary of the Merchants' Economy Department of the Indiana State Council of Defense, addressed the convention particularly on the subject of delivery. While the bulk of his work in connection with the State Council of Defense and limited deliveries has been among other than grocery stores and meat markets, when it was explained to him that co-operative and union delivery managers and proprietors, by the very nature of the central delivery plan, have already and at the present time are conserving 50 to 75 per cent. of the men and equipment formerly employed by merchants in their respective communities when the merchants were operating their own individual delivery systems, he voiced the opinion that his interpretation of the recent ruling sent out by

the conservative division of the War Industries Board at Washington, calling upon merchants and deliverymen to reduce delivery service to one delivery over each route per day, to be that deliverymen employing union or co-operative method were already conserving both man power and equipment to the fullest extent, and complying in spirit if not in strict letter with that ruling of the War Industries Board.

Sol. Westerfeld, a well-known Chicago grocer and associated with the Illinois Food Administration, addressed the convention at the Tuesday morning session on the subject of co-operation. His talk, which was a very spirited and pointed one, emphasized the economy of the central delivery plan and voiced the suggestion that it should be adopted in every town and city throughout the country.



B. M. HENDERSON

The B. M. Henderson Brokerage Company of Edmonton, Alta., of which B. M. Henderson is president, has just completed the first year of operation. During the course of this year's business the company has kept on a strictly brokerage basis and have found this course has been to their advantage.



Lieut. Chas. Upton Haywood, son of Mr. James Haywood, manufacturers' agent, 23 Scott street, Toronto, has been wounded by gunshot in the right arm and admitted to No. 8 General Hospital, Rouen, August 10. He went overseas with the 198th Battalion. He was formerly with the Imperial Tobacco Co. of Toronto.

LARGE MILL BEING ERECTED AT CALGARY

The new flour mill which is being erected in Calgary, Alberta, will, it is claimed, when completed, be the largest in Canada, and one of the most up-to-date mills on the American continent.

Plans have been laid for a remarkable output of flour in the mills and storage of grain in the elevators. The mill itself will be built in two units, one for the preparation of export flour, and the other for flour to be used on the local market. The capacity of the mill will be from 6,000 to 7,000 barrels of flour daily, and the capacity of the elevator will be a million bushels.

New Goods Department

THEROZ MESS KIT

The Theroz Mess Kit, a new line manufactured by the Basic Products Corporation, New York, is being handled in Can-

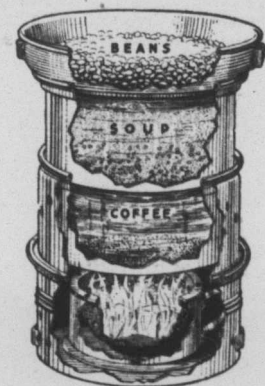


Theroz Mess Kit

ada by W. G. Patrick & Co., Ltd., 51 Wellington St. West, Toronto.

This mess kit is made entirely of aluminum, weighs less than two pounds, is heated with specially prepared cubes, and it is claimed permits three kinds of food or drink to be prepared at once.

There are nine separate parts to the



Kit in Use

kit, permitting it to be easily cleaned and scalded. For quick meals, quick shaves or for the rapid heating of water for surgical purposes, it is said to be very handy. Coffee, soup and beans may, it is claimed, be prepared at the same time and in but seven minutes, irrespective of wind and weather.

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.

No. 1 TIMOTHY

Can you advise us where we can obtain No. 1 timothy hay with not over 20 per cent. clover? If so have the parties wire us quotations on 20 cars for delivery up to December.

ADAMS RIVER LUMBER CO.,
Chase, B.C.

Answer—From information we have been able to obtain the quality of hay stated is practically unprocurable. Very good grades of No. 2 timothy are available. Information as to parties having such to offer has been forwarded.

* * *

BOOKS ON BUSINESS FOR A GENERAL STORE

Can you put us in touch with some volume or volumes that would be of assistance to us in our store. We are classed as general merchants and have to our hand both your works, i.e., **GROCER** and **DRY GOODS REVIEW**. We think that you have some works on salesmanship, etc., that will be of value to us.

We are enclosing stamped addressed envelope for your convenience in replying. Thanking you, we are,

R. D. MUNRO,
Auburn, Ont.

On reference to your enquiry as to what volumes there are available that might be of service to you in your store, we might suggest the following: Management and Salesmanship, 50 cents; Successful Selling, 50 cents; The Art of Business Getting, 50c; Art of Retail Selling, \$2.00; Selling Schemes for Retailers, \$1.00; Store Management, \$1.00. All these books may be obtained from the Technical Book Department, MacLean Publishing Co., University Avenue, Toronto.

* * *

SUGAR PRICE REGULATIONS

What are the price regulations regarding retail sale of sugar? State quantities allowed per person per month.

T. B. HOWARD,
Scotstown, Que.

Answer—The only actual binding regulation in force at present is the one limiting the sale of sugar to 14 days' supply. This permissible supply is increased in the case of farmers who live at a distance from the store. If five miles away he may stock 30 days' supply, more than five and less than ten he may stock 60 days' supply and over ten miles distant he may stock 120 days' supply. This is the actual law on the situation, of recent date, however.

The Canada Food Board has asked private householders of Canada still further to re-

strict their consumption of sugar for personal use to 1½ pounds per month per person and to use a greater proportion of brown sugar. The Board also warns against hoarding, as unfair, unnecessary and contrary to the law.

It would be wise under present conditions to look upon this as something a little more imperative than a mere suggestion.

* * *

PRINTED PRICE TICKETS

Kindly advise in your next issue where we can get ready printed price tickets to pin on to our goods?

DOMINION PAPER CO.,
Kingsley Falls, Que.

Answer—These can be supplied by the Store Help Manufacturing Co., Calgary, Alta.

* * *

CANADIAN SPICE GRINDERS

We would like to have a list of all the spice grinders in Canada, and would appreciate your sending this list to us if you could do so.

_____, Vancouver, B.C.

Answer—The following is, we think, a fairly complete list: White Swan Spices & Cereals, Ltd., Toronto; Litster Pure Food Company, Toronto; Dalton Bros., Toronto; Pure Gold Manufacturing Co., Toronto; Eby Blain, Ltd., Toronto; S. H. Ewing & Sons, Montreal; Lymans, Ltd., Montreal; National Drug & Chemical Company, Montreal; Dominion Coffee & Spice Mills Co., Montreal; Herron, Leblanc & Co., Montreal; The Estate of Lyon Silverman, Montreal; The Codville Co., Winnipeg; The Dyson Co., Winnipeg; White Star Manufacturing Co., Winnipeg; Blue Ribbon, Ltd., Winnipeg; C. H. Cochrane & Co., Ottawa; G. S. Dunn & Co., Hamilton; McLarens, Ltd., Hamilton; Imperial Cocoa & Spice Co., Hamilton; Young-Winfield, Ltd., Hamilton; Gorman Eckert, London, Ont.; Canada Spice & Grocery Co., Ltd., London, Ont.; Canadian Spice Mill, Quebec, Que.; G. Barbour & Co., Ltd., St. John, N.B.; John P. Mott & Co., Halifax, N.S.; W. H. Schwartz & Son, Halifax, N.S.; Wm. Braid & Co., Vancouver; Empress Manufacturing Co., Vancouver; Kelly-Douglas Co., Vancouver; Pioneer Coffee & Spice Mills, Victoria, B.C.; Georgeson & Co., Calgary, Alta.

* * *

BEEF FOR SAUSAGES

I would be obliged if you could supply me with the names of two or three exporters of beef suitable for making sausage.

M. J. O'BRIEN,
St. John's, Newfoundland.

Answer—Any of the following firms could supply you with the goods required: Gunns

Ltd., Toronto; William Davies Co., Toronto; Harris Abattoir Co., Toronto; Mathews-Blackwell Co., Toronto; Swift Canadian Co., Toronto.

* * *

MARKET FOR BALED PAPER

Kindly let me know where I can dispose of baled paper. I have about 20 bales at present?

JEUTTNER & SCHUMACHER,
Prelate, Sask.

Answer—Paper is selling at a very low figure at the present time, about \$12 a ton, and in small shipments the freight charges eat up the profits. Better join with other merchants in making up a car. When a car is available communicate with E. Pullan & Co., 10 Maud St., Toronto; they will probably be able to place it to advantage to you in the Middle Western States, and so avoid heavy freight charges. The Winnipeg Paper Stock Company, Winnipeg, Man., are also handlers of waste paper.

* * *

NEED A MILLER SELL SUBSTITUTE FLOUR?

Is it necessary for a miller who is retailing flour to sell one pound substitute to four pounds of white flour?

_____, Beeton, Ont.

Answer—Yes. He must observe the same regulations as other merchants.

* * *

NAME ON DAIRY BUTTER PACKAGE

Will you kindly tell me if it is all right to buy and sell butter done up in pound prints with the butter papers printed "Dairy Butter" and the makers name written on or must the name of the butter maker be printed too?

G. C. LOVELL,
Hunta, Ont.

Answer—If the package is branded "Dairy" the name is not necessary.

* * *

PICNIC LICENSE

Please let me know about the picnic and grocery business license, and the amount of sugar a family may have on hand.

J. K. TISDALE,
Attercliffe, Ont.

Answer—Any merchant carrying on a grocery business is required to have a license. Regarding picnic parties, no license is required save in such cases as the picnic becomes a money-making business organization, then, of course, a license would be required.

The average family living within two miles of a store can have on hand at any time 15 days' supply of sugar.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:

Name

Address

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

WHOLESALEERS have been instructed to sell no sugar to any dealer unless license number is given along with order. A certificate system of rationing to dealers is expected to develop within a short time, and this will probably be based on purchases made over a 12 months' period. The sugar situation in its seriousness may be judged from the steps being taken or under contemplation to curtail its use. Dealers would be well advised to discourage the use of sugar by their customers to a minimum.

The possible diversion of a further supply of Cuban sugars, destined to the United Kingdom, to Canadian refiners, along with a shipment of San Domingo raws, sheds a ray of light over the situation, but the outlook is still serious, and strictest economy is essential.

MONTREAL—New prices are out on 1918 pack of jams and some canned fruits, such as red raspberries and blueberries. These, for the former especially, are very much higher. Starches are up, too, and corn syrups as well. Potato flour, hand cleaner and various lines of canned milk are up.

Molasses scored an advance of 3c per gallon. This is in definite accord with the predictions made in **CANADIAN GROCER** last week. Vegetable markets are more favorable, and the biggest reduction is in potatoes, which are down to \$1.25 per bag. Fruits are high, and oranges are very hard to procure.

There is very little change here in the sugar situation, but supplies still are limited, and soft sugars must be taken in proportion when granulated is bought.

TORONTO—Important changes have been made in many lines affecting the grocery trade. Corn syrups show an advance of 15c case for the 2-lb. tins, with barrels up 1/4c per pound. Sharp advances in corn, along with increased freight rates, have been factors in this increase.

Laundry starch and corn starch are up 1/4c per pound. Condensed milk is higher by 25c per case, and Reindeer coffee and cocoa are also up 25c per case. Salt has reached higher levels, and macaroni shows an upward trend.

Latest reports on the canned salmon pack indicate that packers hope to deliver about 80 per cent. sockeye halves but only 10 per cent. talls. Pink salmon, chums and white springs, halves and talls, are expected to yield full de-

livery. Cohoes are mostly yet to pack, and deliveries are expected to reach 75 per cent. halves and about 40 per cent. talls. The present outlook is that the trade will have to be satisfied with the cheaper grades of salmon this year.

Advances in nutmegs, white pepper, herbs and cream of tartar in some quarters feature the spice markets during the week. Supplies generally on all lines are fair, with the demand nominal in accordance with season.

Cables contain advice of a sharp advance in filberts. Present cost shows an advance of about 50 per cent. The first cost to the importer to-day is higher than present selling price to the retail trade. Almond quotations continue high, while walnuts are very scarce and very high.

Highest prices ever known, it is said, now prevail on oranges, with little chance that easier conditions will exist for some time to come. Lemons are higher at primary points, though declines locally have been recorded.

WINNIPEG—Jobbers have been compelled to cut down on both dried fruits and sugar supplies to the trade. Their action as regards sugar is made necessary by the refineries, acting on the instructions of the Canada Food Board, instructing jobbers to sell 30 per cent. yellow with each car of granulated sugar. The reason for the cutting down of prunes and peaches was because the jobbers themselves are not sure as to how much of these lines they are going to get themselves. Another important change in this week's market is an advance on corn syrup. This is due to a firmer corn market, which also had the effect of sending up the price of cornmeal, corn flour and corn starch, the latter jumping 1/4c per pound.

Some idea of the high price of canned fruit this year can be gathered from the opening price of canned raspberries, which are about 40 per cent. above last year's price. This will work out at about 45 cents per tin to the consumer. Everybody seems to be looking for cheaper canned vegetables. The outlook is for very much lower prices on Ontario canned tomatoes.

Advices indicate that prices on coffee in New York are much higher. This is attributed to the higher marine risks prevailing there because of submarine activity. This will not affect the price to retailers right away, and if there is a change it will be gradual.

QUEBEC MARKETS

MONTREAL, August 21. — The week is somewhat quiet. Probably more people than ever are away for their holidays, and this makes a big difference in local trading. Jobbers have been acquainting their travellers with the requirement of the Canada Food Board by which manufacturers and proprietors of public eating houses must show their certificates when purchasing sugar, and such purchase must be marked on the certificate. Sales by the jobber to the retailer must also appear on the former's return to the Department at Ottawa each week.

New High Prices For Milk and Potato Flour

CANNED MILK; POTATO FLOUR.—New prices are announced on potato flour of Edwardsburg manufacture. The old price of \$3.60 has been advanced to \$4. Eagle and Challenge milk have been advanced also 25c per case, and this same advance it applicable also to Reindeer cocoa in milk, the price being \$6 per case now for the large size and \$6.25 per case for the small.

Hand Cleaner Marked Up 15 Cents Per Case

HAND CLEANER.—Hand cleaner has been advanced in price. The jobber's price on Snap is now 15c per case higher, to \$5.55, and the change becomes effective at once.

New Jam and Jelly Prices Show Advances

JAMS AND JELLIES.—Advances are shown in the new prices just announced for the various lines of jams and jellies. Some of the new prices are as follows: Raspberry and strawberry jam, 16 oz. size, \$3.90 per doz.; 12 oz., \$3.35; 4 lb., 98c; 5 lb., \$1.22; 7 lb., \$1.62, and in 14 and 30 lb. pails 24c per pound. Black currant is priced likewise, and the prices for raspberry, black and red currant jellies is the same as those for jams. Crab apple jelly in 12 oz. size is priced at \$2.15; marmalade at \$2.40 for the same size and in 16 oz. jars, \$2.95; in 4 lb. tins 76c; 5 lb. tins 90c, and in 7 lbs., \$1.26, while the 14 and 30 lb. pails are 17½c per lb. Prices for pure apricot, red currant, blueberry and gooseberry in 12 oz. size is \$2.70 per doz.; 16 oz., \$3.25; 4 lb., 84c; 5 lb., \$1.03, and 7 lb., \$1.41. Wood pail price is 19c per lb. Greengage, plum, peach and pear jam prices are as follows: 12 oz., \$2.60; 16 oz., \$3.15; 4 lb., 82c; 5 lbs., \$1.01; 7 lb., \$1.38, and 14 and 30 lb. pails 19c lb.

Sugar Distributed On Unchanged Conditions

SUGAR.—There is still a fair movement of sugar and the matter has now

resolved itself into one of submitting to the requirements of the whole situation. Soft sugars are sent out by one refiner on the basis of the buyer taking one third of his allotment of these and the other two-thirds of granulated. The whole position is now so generally accepted that the change from week to week is very small indeed. Prices are steady and without change, but refiners are still considering the matter of freight rates and decisions as to the differentials are expected at any time.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 10
Acadia Sugar Refinery, extra granulated	9 10
St. Lawrence Sugar Refinery	9 10
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 10
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 80-8 90
Yellow, No. 2 (or Golden)	8 60-8 70
Yellow, No. 3	8 50-8 60
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 85
Crystal diamonds (boxes 100 lbs.)	10 10
Cut loaf (50-lb. boxes)	10-20-10 50
Cut loaf (25-lb. boxes)	10 40-10 70

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Canned Fruits Firm With Sale Maintained

CANNED GOODS.—Little new has developed in the canned goods situation. Jam and jelly prices are out and announcement will be found elsewhere. There is still a very fair movement of many canned fruits and vegetables and some of these are firm but without definite change of quotation. It is apparent that the retail trade is fairly well supplied with some lines while others again are short all around. New pack red raspberries have gone skyward and are quoted at \$4 per doz. for 2's. Blueberries in gallons are quoted at \$7, this being an advance of 50c.

Salmon Sockeye—	
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 50
Do., ½-lb. flats	2 30
1 lb. flats	4 62½
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50 2 00
Chums, 1-lb. talls	2 10
Pinks, 1-lb. talls	2 60
Cohoos, 1-lb. talls	3 40
Red Springs, 1-lb. talls	2 70
Red Springs, ½ lb.	2 10
Salmon, Gaspé, Niobe Brand	
(case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75 7 00
Norwegian sardines, per case of 100 "¼s"	20 00
Lobsters, ½-lb. tins, doz.	3 60 3 65
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	1 25
Tomatoes, 2s	2 50 2 75
Tomatoes, U.S. pack (2s)	1 90 2 12½
Tomatoes, 2½s	2 40 2 60
Peas, standards	1 75
Peas, early June	1 90
Beans, golden wax	1 85 1 90
Beans, Refugees	1 85 1 90
Corn, 2s, doz.	2 35 2 40
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	8 50
Red raspberries, 2s	4 00

Simcoes	2 75
Red cherries, 2s	2 60 2 90
Strawberries, 2s	3 00
Strawberries, 1918 pack (2s)	4 00
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60 1 70
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00 2 40
Pears, 3s (heavy syrup)	2 45
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup)	1 90
Lombard plums (heavy syrup), 2s	1 70

Molasses Advances 3c; Corn Syrups Up, Too

MOLASSES AND SYRUPS.—Advances are made in the jobbers' quotations on both molasses and syrups. The former is up three cents a gallon and this probability of an upward tendency was a very definite indication in last week's CANADIAN GROCER.—It is very hard to secure molasses at all and quantities are very limited. It is also very difficult to know just what the jobber will have to pay for his molasses, landed here, for the restrictions imposed, the shortage of shipping and other unexpected things may develop at the eleventh hour and add to laid down costs. Corn syrup is higher, too, to the extent of a quarter of a cent on weight prices and of 15c per case on case lots. Prices fill be found below.

Corn Syrup—	
Barrels, about 700 lbs.	0 07½
Half bbls. or quarter bbls., ¼c per lb. adv.	
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	3 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
Cane Syrup (Crystal Diamond)—	
2-lb. tins, 2 doz. in case, per case	6 00
Barrels, per 100 lbs.	8 75
Half barrels, per 100 lbs.	9 00

Barbadoes Molasses—	Prices for
Punchons	Island of Montreal
Barrels	1 03
Half barrels	1 06
	1 07

For outside territories prices range about 3c lower.

Carload lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Spot Supplies Raisins Limited; Markets Firm

DRIED FRUITS.—At the present time there is a fair amount of business passing and this is done largely on existing stocks. There is a rather undecided outlook regarding the securing of future supplies for the production in the States has not been so large as to make provision for demand outside on a large scale. Some shipments are looked for and the market will be able to absorb what comes in within a reasonable period. All prices are steady and firm, with spot stocks of raisins limited and

the undertone of the market for these very strong.

Appriots—		
Choice	0 25	
Fancy	0 30	
Apples (evaporated)		
.....	0 20	
Apples (fancy)—		
Faced	0 19	
Choice	0 17	
12 oz., per pkg.	0 16	
Pears	0 16	
Drained Peels (old)—		
Citron .....	.....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatsls, loose, 2-crown	0 10½	0 11
Muscatsls, loose, 3-crown, lb.	0 11½	0 12
Muscatsls, 4-crown, lb.	0 12	0 14
Cal. seedless, 16 oz.	0 14	0 16½
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	0 13	0 12
Choice seeded, 16 oz. pkgs.	0 12	0 11
Valencias, selected	0 11	0 11½
Valencias, 4-crown layers	0 11½	0 24
Currants, old		
Do., new	0 32	0 34
Dates, Excelsior, per case	6 84	7 92
Do., Dromedary	7 92	11 00
Figs (new), 100 to case	11 00	2 75
Figs (layer), 10-lb. boxes	1 90	0 12
Figs, Spanish (mats)	0 12	0 13
Figs, Portuguese (mats)	0 13	1 75
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	1 45
Pkgs. 10 oz. 12 pkgs.)	1 45	2 60
Pkgs. 8 oz. (20 pkgs.)	2 60	4 75
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	0 19	0 18
California, 40-50s	0 18	0 15½
25-lb. cases, 50-60s	0 17	0 15½
60-70s	0 15½	0 13
70-80s	0 13	0 14
80-90s	0 11½	0 13
90-100s	0 11	0 15½
Oregon, 30-40s	0 15½	0 15½
40-50s	0 15½	0 12½
50-60s	0 12½	

Fewer Lines of Rice Than Before and Firm

Montreal.

Rice.—The local demand is steady but rather light. Prices are very firm and no declines are expected, but rather a strong undertone is characteristic of the whole situation here. There are not so many grades now as there were, transportation being a factor in shutting off supplies from some of the producing points. There is some request for tapioca and sago and the market on these is firm and steady.

Rice, fancy	9 75	10 25
Ice Drips—Japan .....	.....	11 25
Carolina	12 50	15 00
"Texas" per 100 lbs.	9 50	9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B"	9 50	9 75
Rangoon CC	9 25	9 40
Mandarin .....	.....	10 00
Tapioca, per lb. (seed) ..	0 15	0 16
Tapioca (Pearl)	0 15	0 16

For New Crop Beans Outlook is Promising

Montreal.

BEANS.—Recent reports state that the outlook in Quebec Province for beans is excellent and that if the weather remains so favorable as it is now there will be a large yield of first class stock. On the old stocks there have been no changes at all and trading is limited.

Beans—

Canadian, hand-picked, bush...	8 40	9 00
Ontario, new crop, 3 to 4 lbs..	8 50	9 00
British Columbia .....	.....	9 00
Brown Beans	7 50	7 50
Canadian, 4-5 lb. pickers ..	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel...	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs....	.....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Activity of Nut Market Eclipses Usual Records

Montreal.

NUTS.—While there is reason to hope that the supply of nuts will be ample this fall to meet the requirements of the Canadian trade, jobbers have been buying freely and there has been a greater activity during recent weeks than is usual in the average season. Some shipments have been received recently and these are distributed promptly to the trade. Prices are decidedly firm and it may be expected that advances will still be applied to various varieties as importing prices advance. There are very few nuts in some of the United States points, it is stated.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan) .....	.....	0 70
Almonds, Valencia, shelled ..	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Liberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2 .....	.....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2 ...	0 21	0 24
Pecans "paper shell," extra large Jumbo .....	.....	0 40
Pecans (shelled) .....	.....	0 80
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Announcements Re New Wheat Flours Expected

Montreal.

FLOUR AND FEED.—It is expected that there will be some news very soon regarding the new wheat flours. Millers and food board representatives, it is understood, are taking this matter into consideration, and in view of the higher freights it is probable that a readjustment of prices will have to be made. In the meantime there is a good demand for flour and sales are made readily, where the stock is to be obtained. Supply is light, however, and there is unlikely to be any more than enough to meet the new milling, if there is that. Feeds are steady but on an unchanged basis. Since the price of shorts and bran are based at lake head ports it is probable that there will be a revision of price on these two feeds to cover the increased cost of transportation under the new freight schedules, and which

amounts to \$1.40 per ton, Montreal basis.

War Standard, Graham and Whole

Wheat Flours—		
Car lots (on track) .....	.....	10 95
Car lots (delivered), Bakers..	.....	11 05
Small lots (delivered) .....	.....	11 15
Bran, per ton .....	.....	35 00
Shorts .....	.....	40 00
Crushed oats	61 00	61 00 70 00
Barley chop	61 00	64 00 72 00
Barley meal	61 00	64 00 72 00
Feed oats, per bushel .....	.....	1 10

Oatmeal is Firmer; Flour Substitutes Scarce

Montreal.

CEREALS.—There is a fair business being done in some of the cereals, and until the present—for some ten days or two weeks—there was quite a little difficulty in securing all the oatmeal and rolled oats necessary. Prices on oat products are firm, and one jobber has advanced his prices 10 cents per sack. Flour substitutes are rather scarce, too, and there is a good demand for these. One jobber stated that he had had to take half the desired quantity of corn flour on a recent order. It is understood that there is now a better supply of some lines. Markets are generally firm.

Cornmeal, Pure Gold .....	.....	7 00
Cornmeal (Gold Dust) ..	6 25	6 60 7 00
Barley, pearl	7 50	8 25 8 75
Barley, pot, 98 lbs.	6 00	6 25 6 75
Barley flour, 98 lbs. ....	.....	6 25 6 75
Buckwheat flour, 98 lbs. ....	.....	7 25
Corn flour, 98 lbs. ....	.....	5 80 6 00
Corn flour (standard) .....	.....	5 45
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 25
Oatmeal (standard-granulated and fine)		
Peas, Canadian, boiling, bush...	5 00	5 50
Split peas	9 50	11 25
Rolled oats, 90-lb. bags..	5 20	5 40 5 50
Rolled oats (family pack.),		
case	5 70	5 80
Rolled oats (small size), case...	2 05	2 10
Rolled wheat (100-lb. bbls.) ..	.....	6 75
Rye flour (Can.), 98 lbs. ...	7 25	7 50 8 00
Do. (American), 98 lbs. ....	.....	6 85
Self-raising flour—		
3-lb. pkgs., doz. ....	.....	2 85
6-lb. pkgs., doz. ....	.....	5 60

Much Quebec Honey; Maple Products Scarcer

Montreal.

HONEY AND MAPLE PRODUCTS.—It is stated to CANADIAN GROCER by a large jobber in honey that recent reports indicate that Quebec will have a large production of honey this season. This will be welcome news, if true, for in many other points there is little promise of even an average yield. Prices in the meantime are fully maintained. As far as maple sugar and syrup are concerned there is not a great deal of either to be had. Prices are very fully maintained on both of these and higher prices might have to be paid if one wished a great deal of stock.

Maple Product—

Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal. ....	.....	1 85
¾-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22
Honey—		
Comb (fancy) .....	.....	0 25
Comb (No. 1) .....	.....	0 23
In tins (60 lb.) .....	.....	0 22

Coffee Roasters
Expect Ample Supplies

Montreal.
COFFEE.—The coffee importer alone knows what difficulties have to be met and solved in securing necessary quantities of coffee to meet trade needs. It is perhaps sufficient to state that the outlook is such as to dissipate great anxiety with regard to stocks. At the present time these are quite ample and there is promise of these being maintained in a satisfactory manner. The undertone is steady and firm, and it would not be altogether a surprise if a slight increase were made to cover recent increases paid for freight, etc. Cocoa is steady and quiet, but without change.

Coffee, Roasted—		
Bogotas, lb.	0 28½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)		
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)		0 25

Some Uncertainty As To Future Tea Sales

Montreal.
TEAS.—Some speculation exists as to what the consuming demand for tea will be when the full effect of the new prices and added tax become more definitely effective on tea, for it is generally conceded that a good deal of tea has sold on the old basis, or without the full advances now ruling for new crop teas being added. Will the consumer buy the high-priced teas? Some think he will and that there is a good movement ahead. In any case the jobbers are still buying and preparing to meet a good demand during the coming fall and winter. The average increase of cost for new crop Japans will total around 14 to 16c per pound, and to this, of course, the war tax must be added.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

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

Potatoes Down to \$1.25;
Tomatoes Now 75c

Montreal.
VEGETABLES.—As a result of greatly increased production the prices on potatoes have taken a big drop and they are now obtainable at \$1.25 per bag. There are splendid varieties obtainable, too. The price has dropped very materially on tomatoes, too, and these are selling at 75c per gin box full. This is a very decided decline. Not only have these reached lower levels but declining prices mark the situation in beets, carrots, tur-

nips, vegetable marrow and cucumbers. Beans are getting scarce and the price advanced 25c per bag. Hubbard squash and pumpkins have appeared. Vegetable marrow is cheaper.

Beans, new string (20-lb. bag)	1 00
Beets, new, bag	1 25
Cauliflower (Montreal), doz.	0 75
Carrots, bag	1 25
Carrot (new), doz.	0 30
Celery (Montreal), Doz.	0 75
Cucumbers (Montreal), doz.	0 25
Egg Plant, basket	1 00
Lettuce, curly (doz.)	0 30
Lettuce (Montreal), head	0 50
Leeks	2 00
Mint	0 20
Mushrooms, lb.	0 90
Onions, spring, doz.	0 50
Onions, American (100 lbs.)	6 00
Parsnips, new, bag	1 50
Parsnips, new (doz.)	0 25
Parsley (Canadian)	0 20
Potatoes, Montreal new (80-lb. bag)	1 25
Potatoes (New Brunswick), bag.	1 65
Pumpkins (doz.)	2 00
Romane	0 50
Rhubarb, doz.	0 25
Spinach, box	0 35
Squash (Huber), doz.	0 50
Turnips, new, per bag	2 00
Tomatoes (hothouse), lb.	1 25
Tomatoes, Montreal (box)	0 15
Tomatoes, Montreal (box)	0 75
Vegetable Marrow (doz.)	0 75
Watercress (Can.)	0 40

Apples \$4 Per Barrel;
Some Small Fruits Off

Montreal.
FRUITS.—As the season advances quite a revision takes place in the list of available fruits. Thus, cherries and currants are about done for this season, while raspberries are nearly finished too. There is great difficulty, say the dealers, in getting supplies of oranges. Montreal melons are in good supply now. Blueberries of the second or late variety are more plentiful. In a general sense there is a good deal of activity and fruit is popular everywhere at fairly high prices.

Apples—		
American (bask.) Duchess or Yellow transparent		
Do. (in bbls.), No. 1	5 00	
Do. (in bbls.), No. 2	4 00	
Apricots (Cal.), box	3 00	
Bananas (fancy large), bunch.	5 00	5 50
Blueberries, Saguenay (box of 18 quarts)	3 00	
Canataloupes (45 size), crate	6 50	

Do., (15 size), crate	3 00
Cherries (California), basket.	1 75
Cocoanuts, sack	7 25
Gooseberries, gallon	8 50
Grapes (California fancy) 4 bask.	0 75
Grape fruit (fancy Jamaica)	4 00
Grape fruit (fancy Porto Rico)	3 25
80, 96, 112	5 00
Grape fruit (fancy Porto Rico)	4 75
54, 46	8 00
Lemons (fancy new Messina)	9 00
Lemons (choise)	7 00
Melons, Montreal, Musk (basket of 12)	14 00
Lemons (California seedless)	8 00
Oranges, Valencia lates	10 00
Oranges, California navels	10 00
Oranges (bitter)	4 00
Piums (Cal.), box	3 00
Pineapples, Cuban (crate)	3 25
Pineapples, Florida	6 00
Pears, Cal., eating, small box.	6 00
Peaches, bush, box	4 00
Raspberries (imported), qt.	1 75
Watermelons (each)	2 00
	0 25
	0 75

Pepper Somewhat Easier Outside, But Steady Here

Montreal.
SPICES.—This is a quiet time of the year and there is not a great deal of interest centring around spices. Supplies of the various kinds are fairly ample at present. Outside markets show a somewhat easier tone in pepper but this is probably only temporary and the local situation is unchanged.

	5 and 10-lb. boxes
Allspice	0 20
Cassia	0 22
Cassia (pure)	0 35
Cayenne pepper	0 37
Cloves	0 28
Cream of tartar	0 75
Ginger	0 77
Ginger (Cochin or Jamaica)	0 95
Mace	1 00
Mixed spice	0 30
Nutmegs	0 40
Pepper, black	0 30
Pepper, white	0 42
Pepper (Cayenne)	0 45
Pickling spice	0 48
Paprika	0 35
Tumeric	0 27
Cardamon seed, per lb., bulk.	0 25
Carraway, Dutch, nominal.	0 45
Cinnamon, China, lb.	0 50
Cinnamon, per lb.	0 25
Mustard seed, bulk	0 30
Celery seed, bulk	0 25
Shredded cocoanut, in pails.	0 46
Pimento, whole	0 21
	0 18
	0 20

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

ONTARIO MARKETS

TORONTO, August 21.—Important changes have been made in grocery lines during the week, corn starch and corn syrup being higher, along with condensed milk, Reindeer coffee and cocoa, salt and macaroni. Rice shows a very firm undertone and a good volume of trading is reported. Oranges have reached new high levels, prices to-day being highest ever known. Business from country points is reported good, while city business is said to be just a little dull.

License Number Necessary to Secure Sugar

Toronto.
SUGAR.—By a recent order of the Canada Food Board, every retail merchant in ordering sugar will have to

furnish the party from whom he buys with the number of this license, otherwise the wholesale house is not permitted to sell him.

Every sale of sugar must be reported by the wholesaler to the Canada Food Board weekly, giving the retail merchant's name and number of license, together with the quantity of sugar sold.

This is looked upon as a preliminary to placing all dealers and manufacturers on a monthly allotment when certificate must be produced before order can be accepted and shipment made. As a matter of fact practically all manufacturers are now on this basis and on the first of September, hotels and restaurants must adopt the certificate plan. Retailers would do well to start in now educating their trade to use smaller quantities for the situation shows no

sign of betterment for some time to come.

By a recent order of the Food Board the sugar refineries are obliged to ship one-third yellow with all orders so that the merchants and householders should arrange to distribute or use sugar in the same proportion.

There is a ray of light in the situation as regards Cuban sugars for Canada. It is possible some of these will be directed by the United Kingdom to the Canadian refineries and a San Domingo cargo was also recently allotted to Canadian refiners. This should afford some relief until British West India crops come to harvest and are available for this market.

Atlantic, extra granulated	9 39
St. Lawrence, extra granulated	9 39
Acadia Sugar Refinery, extra granulated	9 39
Can. Sugar Refinery, extra granulated	9 04
Dom. Sugar Refinery, extra granulated	9 09
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.	

Condensed Milk Goes Higher; Salt, Macaroni Up

Toronto. CONDENSED MILK, SALT, MACARONI.—New prices have been named on condensed milk as follows: Eagle, \$9.00 case; Reindeer, \$8.70 case; Silver Cow, \$8.15 case; Challenge, \$7.50. An advance in Reindeer coffee and cocoa is also evident, the large tins of each selling at \$6.00 case and the small tins at \$6.25 case. Refined salt is higher, barrels selling at \$2.50 and 100s at \$1.05-\$1.10; coarse 100s at \$1.15 and 50s at 65-70c are also up. Macaroni has been revised along basis of new package; 16 oz., 30 packages to case, being quoted at \$3.60, and milk macaroni, 16 oz., 30 packages to case at same price of \$3.60; bulk macaroni, 30s, at \$3.15; 20s at \$2.10; 10s at \$1.05; 5s at 55c have reached new figures.

Corn Syrups Reach Higher Selling Basis

Toronto. MOLASSES, SYRUPS.—Higher prices have been named on corn syrups during the week. The high price of corn, along with increased freight rates, are factors in this advance. Quotations now being made are as follows:

Bee Hive and Crown Brand Corn Syrup—2-lb. tins, 2 doz. in case, per case \$4.80; 5-lb. tins, 1 dozen in case, per case \$5.40; 10 lb. tins, ½ dozen in case, per case \$5.10; 20-lb. tins, ¼ dozen in case, per case \$5.05; barrels, about 700 pounds, 7¼; half-barrels, about 350

pounds, 7¼; quarter-barrels, about 175 pounds, 7¼.

White Clover and Lily White Corn Syrup—2-lb. tins, 2 dozen in case, per case \$5.30; 5-lb. tins, 1 dozen in case, per case \$5.90; 10-lb. tins, ½ dozen in case, per case \$5.60; 20-lb. tins, ¼ dozen in case, per case \$5.55.

No change in molasses has been made but a greater interest in all sweet things is looked for with sugar increasingly scarce.

Corn Syrups—		
Barrels, per lb.	0 07½	
Cases, 2-lb. tins, 2 doz. in case	4 80	5 30
Cases, 5-lb. tins, 1 doz. in case	5 40	5 90
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08¾	0 09
Cases, 2-lb. tins, 2 doz. in case	6 00	
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 56	
West India, No. 10, kegs.	6 50	
West India, No. 5, kegs.	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	3 50	
Tins, 3-lb., baking grade, case of 2 doz.	4 60	
Tins, 5-lb., baking grade, case of 1 doz.	3 90	
Tins, 10-lb., baking grade, case of ½ doz.	3 75	
West Indies, 1½, 48s.	6 80	

Salmon Pack Light; Fruits High; Sardines

Toronto. CANNED GOODS.—Further confirmation of the estimate made in CANADIAN GROCER relative to the salmon pack is available in a telegram received from another of the largest packers on the Coast who wires as follows: "Sockeye run about over. Expect can deliver about 80 per cent. halves but only 10 per cent. talls. Pink salmon. Chums and White Spring halves and talls expect full delivery. Cohoes mostly yet to pack. Expect to deliver 75 per cent. halves and about 40 per cent. talls." This is even a smaller total in Sockeye than had been looked for at first and as talls had the greater sale, the trade may have to turn to the cheaper grades. Snow and Ice Sardines are being quoted at \$18.50 case in full case lots and 19c in broken lots.

Fruits continue very high and even higher levels are expected on a number of lines.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s. doz.	4 80	4 50
Sockeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 85	2 60
Do., ½s. doz.	1 85	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s. dozen	2 80	2 35
Lobsters, ½-lb. doz.	3 25	3 40
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 95	2 25
Peas, early June	1 95	2 32½
Beans, golden wax, doz.	1 85	2 10

Beans, golden wax, doz.	1 85	2 45
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 65
Do., 10s, doz.	7 55	7 67½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 17½	3 20
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s		1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	3 00	3 25
Blueberries, 2s		2 25
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 95	0 98
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 95	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10

Peels Make Advance; Other Lines Quiet

Toronto. DRIED FRUITS.—An advance of 3c per pound in the price of peels on the New York market is recorded but this has not been reflected here as yet. The trade on other lines is rather quiet just now, though some interest is manifest in prunes, some retailers placing orders quite freely. Raisins are quite active and dates are holding at \$7.50 case.

Apples, evaporated, Ontario	0 19	
Do., da., Nova Scotia	0 17	
Apricots, unpitted	0 16¾	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 43½	
Orange	0 45½	
Citron	0 53	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats. lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case.		1 80
Cal., 10 oz., 12s, case.		1 40
Prunes—		
30-40s, per lb., 25's, faced	0 18	
40-50s, per lb., 25's, faced	0 17	0 17½
50-60s, per lb., 25's, faced	0 16	0 16½
60-70s, per lb., 25's, faced	0 14	0 15½
70-80s, per lb., 25's, faced	0 13	0 14
80-90s, per lb., 25's, unfaced	0 12¾	0 13½
90-100s, per lb., 25's, faced	0 12	0 12
Peaches—		
Standard, 25-lb. box	0 15¾	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes.		0 22
Extra fancy		0 23
Raisins—		
California bleached, lb.	0 14	
Valencia, Cal.	0 10½	0 10¾
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 11	0 12½
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 15	0 15½

Fair Movement in Teas Reported

Toronto. TEAS.—A fair movement of teas is reported, the trade generally showing greater interest in this line. Consuming demand is none too heavy, but jobbers are making inquiries and brokers re-

port very good sales during the past week. No change in the market is reported as far as prices are concerned, primary points remaining high. Fine teas locally are very firm and rather scarce.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	
Second pickings, Japans	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., seconds	0 50	0 55
Do., sifted	0 50	0 62

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

Coffee Remains Steady; Sales Fair

Toronto. COFFEE.—A very steady tone continues to manifest itself in this market. Primary points record a fluctuating tendency, but the feeling generally is rather strong. A very fair volume of sales is maintained and supplies are ample.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	0 46	
Mocha, Arabian, lb.		
Rio, lb.	0 24	0 29
Santos, Bourbon, lb.	0 30	0 32
Chicory, lb.		0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Nutmegs Higher; Cream of Tartar Strong

Toronto. SPICES.—Higher prices have been named on nutmegs in some quarters. Selects, whole, 100s being quoted from 48 to 50c. Herbs show additional strength also, while a wider range on white pepper bringing the limit of prices up to 55c is noticeable. Cream of tartar is higher, French pure ranging from \$1.00 to \$1.10 pound with American high test in packages also advanced, the 2-oz. selling at \$2.00 dozen; 4-oz. at \$3.50, and 8-oz. tins at \$6.75-\$6.85 dozen. A fair volume of business is being transacted and stocks are in very good shape.

Per lb.		
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs—sage, thyme, parsley,		
mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 48	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 65	0 75
Coriander, whole	0 25	0 28
Caraway seed, whole	0 98	1 00
Cream of Tartar—		
French, pure	1 00	1 10
American high test		
2-oz. packages, doz.		2 00
4-oz. packages, doz.		3 50
8-oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.		0 21

Do., kegs, lb.	0 23
Do., pails, lb.	0 25
Do., 4 oz., doz.	0 90
Do., 8 oz., doz.	1 75
Do., 16 oz., doz.	3 25

Filberts High To Import; All Lines Firm

Toronto. NUTS.—An advance of about 50 per cent. is shown in first cost of filberts for importation in quotations just received from Catania. This provides for a very firm undertone to the market and incidentally it might be said that today's selling prices to the retail trade are considerably below replacement values to the importer to-day. Almonds also show substantial gains at primary points and walnuts are very firm. Peanuts are coming through quite freely and the requirements of the trade are well taken care of.

In the Shell—		
Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb.		
Walnuts, Manchurian, lb.		
Filberts, lb.	0 19	0 22
Pecans, lb.	0 27	0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s		7 50
Shelled—		
Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz.		0 18
Brazil nuts, lb.		0 75

Beans Remain In Unchanged Position

Toronto. BEANS.—The market holds in an unchanged position and little of interest is to be noted. Business is quiet and prices steady.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked		8 00
Can. White Kidney Beans, bush.		9 00
Japanese Kotonashi, per bush.		8 00
Rangoons, per bush.		6 50
Limas, per pound	0 19	0 20

Rice Very Strong; Movement Good

Toronto. RICES.—A very firm tone is noticeable in rice and a revision to higher levels would not come as any great surprise. The movement to the trade is reported as very good, with orders being taken care of quite readily from existing stocks.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14	0 14½
White Sago	0 14½	0 16

Starches Advance ¼c lb.; Other Lines Steady

Toronto. PACKAGE GOODS.—An advance in starches of ¼c per pound has been re-

corded and new prices established range as follows:

LAUNDRY STARCHES		
Canada Laupndry Starch, 40-lb. box		0 09½
No. 1 White or Blue Starch, 3-lb. cartons, 48-lb. box		0 10½
Kegs, No. 1, White Starch, 100 lbs.		0 10½
Edwardsburg Silver Gloss, 1-lb. chromo pkgs., 30-lb. boxes		0 11½
Silver Gloss Starch, in 6-lb. tin canisters, 48-lb. boxes		0 13½
Kegs Silver Gloss, large crystals, 100 lbs.		0 11½
Celluloid Starch, boxes contain 45 pkgs., per case		4 60

CULINARY STARCH		
Benson's Celebrated Prepared Corn, 1 lb. pkgs., 40-lb. boxes		0 11½
Rolled oats continues to move forward quite freely and corn flakes are also in very good demand. The range of prices shows no change.		
Cornflakes, per case	4 00	4 25
Rolled oats, round, family size, 20s	5 60	5 75
Rolled oats, round, regular 18s, case	2 05	2 30
Rolled oats, square, 20s	5 60	5 85
Shredded wheat, case		4 25
Cornstarch, No 1, pound cartons		0 11½
Do., No. 2, pound cartons		0 10½
Laundry starch, in 1-lb. cartons	0 10½	0 11½
Do., in 6-lb. tins		0 13½
Do., in 6-lb. boxes		0 13½
Do., in 100-lb. kegs		0 11½

Honey Outlook Considered Fair; Syrup

Toronto. HONEY, MAPLE SYRUP.—The outlook generally is considered fair in spite of adverse reports earlier in the season. High prices seem to be the order of the day, however, and some dealers think range of prices being asked too high. Maple syrup moves in fair quantities and prices are unchanged.

Honey—		
Clover, 5 and 10-lb. tins		
Do., 54s, case		
60-lb. tins		
Buckwheat, 60-lb. tins		
Comb, No. 1, fancy, doz.		
Do., No. 2, doz.		
Jars, 7-oz., doz.		
Do., 10-oz., doz.		
Do., 12-oz., doz.		
Do., 16-oz., doz.		
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	15 10	
No. 2, 5-lb. tins, 12 to case	17 10	
No. 3, 2½-lb. tins, 24 to case	18 50	
No. 3, 32-oz. bottles, 24 to case	16 70	
Gallon tins, Imperial, per gal.	2 25	
5-gallon tins, Imperial, per tin	10 50	
Barrels, 25 or 40 Imp. gals.	2 00	

Oranges High; Cherries, Red Currants, Raspberries

FRUITS.—Very high prices rule on oranges. Supplies are light, and it is said quotations to-day are highest ever known, with no prospect of easing away for some time to come. Cherries, red currants and raspberries are finished for the season. Early Canadian apples have declined, and California Gravensteins are reaching the market in fair quantities at unchanged prices. Bananas are in moderate supply, while grapefruit is not offering in quotable quantities. The first Malaga grapes from California are coming and quality is expected to improve. Prices at primary points are advancing on lemons though substantial declines locally on both California and Verdillas have been made. Messinas are expected to reach a United States port

August 26, and should arrive here shortly after that period. A fair supply of local plums is now on the market and imported continue to come in very good quantities. Prices are high with an upward tendency noticeable.

Apples—		
Early, 6-qt. basket.....	0 25	0 30
Do., 11-qt. basket.....	0 30	0 50
Do., Cal. Gravensteins, case.	3 75	4 00
Bananas, per lb.	0 06	0 07
Blueberries, per 11-qt. basket...	1 75	2 25
Currants, black, 11-qt. basket...	3 00	3 25
Grapes, Cal., Malagas, crate	4 00	4 25
Oranges—		
Valencias—		
96s	8 00	
100s	8 00	
126s	9 00	
150s, 176s	9 50	10 00
200s, 216s, 250s	10 00	10 50
288s, 300s	9 50	10 50
324s, 360s	8 25	9 00
Lemons, Cal., case	8 50	9 00
Do., Verdilla	9 00	
Peaches, Can., 6-qt. basket.....	0 50	0 75
Do., Cal., Elbertas, box.....	2 25	2 35
Lawton Berries, box	0 28	0 30
Pears, Cal., Bartlett	4 25	4 50
Do., early Can., basket	0 75	0 85
Plums, early Can., 6-qt. bask...	0 50	0 75
Do., do., 11-qt. basket.....	1 00	1 25
Do., California, box	3 25	3 75

Potatoes Continue High; Tomatoes Drop; Onions

Toronto.

VEGETABLES.—Potatoes continue very high locally, due to light receipts. Farmers are busy with the harvest and dealers have been compelled to send their motor trucks to nearby points to bring in supplies. Tomatoes show a sharp decline from prices ruling early last week, supplies showing a marked improvement. Local onions are now coming, being quoted at \$4.25 per 100 pound bag. Imported cantaloupes are practically done, while local are now much more plentiful. Cucumbers are easier and cabbage shows a slight decline.

Beets, Can., doz.....	0 15	0 20
Cabbage, Can., case		2 50
Do., do., doz	0 50	0 60
Cantaloupes, standards, 45s		6 00
Do., flats, 15s, case.....		2 50
Do., Can., 11-qt. basket.....		1 00
Do., Can., 16-qt. basket		1 75
Celery, doz.		0 45
Corn, doz.	0 20	0 30
Cucumbers, Can., basket	0 25	0 40
Egg Plant, basket	1 00	1 25
Lettuce, in boxes	0 50	0 60
Onions—		
California, 100-lb. bags		5 00
Home-grown, 100-lb. bags		4 25
Peppers, green, basket	0 50	0 75
Potatoes—		
Virginia, No. 1		5 50
Do., Canadian, bag	2 25	2 40
Tomatoes, basket	0 40	0 50
Turnips, baskets		0 30
Vegetable Marrow, bask., 10-12...	0 35	0 40

Flour Outlook From New Crop Serious

Toronto.

FLOUR.—A serious outlook as regards flour faces the millers. At the meeting held Thursday in Winnipeg the question of the disposition of the Canadian wheat crop was the topic under discussion, and if recommendations of United States Food Controller are carried out, there will be very little, if any, Canadian wheat milled in Canada. It is proposed to ship Canadian wheat overseas as soon as harvested, and apart from effect industrially, the question of offal as feed for the Canadian farmer

is a serious matters. Millers are united in their views that the wheat should be milled in Canada, but whether they will be successful in advancing their claims is uncertain. The question of financing the crop is another matter which will come up for discussion.

Feed Moving Out In Good Quantities

Toronto.

FEEDS.—A good demand continues to be manifest for all classes of feed, and mills are loaded up with a heavy volume of business. No change in quotations is noted.

Standard Dairy Cattle Feed, per ton, carload lots	56 50
Standard Hog Feed, per ton, carload lots	57 00

Cereals Firm, Unchanged; Sales Good

Toronto.

CEREALS.—A very firm situation is

noticeable in all cereals and a splendid demand is reported. Corn products are moving freely and holding firm at advances of last week. Rolled oats and oatmeal continue to go forward and sales have been maintained at very high levels, season considered.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	7 00	8 00
Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 15	7 00
Do., fancy yellow, 98s.....		5 40
Corn flour, white, 98s.....	6 00	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 50	5 75
Oatmeal, 98s	6 00	7 00
Rolled wheat, 100-lb. bbl.....	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, August 21.—The jobbers have been compelled to cut down on both dried fruits and sugar supplies to the trade. Their action as regards sugar is made necessary by the refineries, acting on the instructions of the Canada Food Board, instructing jobbers to sell 30 per cent. yellow with each car of granulated sugar. The reason for the cutting down of prunes and peaches was because the jobbers themselves are not sure as to how much of these lines they are going to get themselves. Another important change in this week's market is an advance on corn syrup. This is due to a firmer corn market, which also had the effect of sending up the price of cornmeal, corn flour and corn starch, the latter jumping 1/4c per pound.

Western Dealers Getting One-Third Yellow Sugar

Winnipeg.

SUGAR.—The situation is getting more acute here every day. Wholesale houses have sent out notices to their customers that they will cut down their supplies. They state that refineries have written them to the effect that the Canada Food Board had issued an order that they must sell 30 per cent. yellow with each car of granulated, which means that the jobbers will have to sell their customers on the same basis. From this date every four bag order of granulated must include bag of yellow. On orders in excess of 4 bags, 20 per cent. of total quantity must be yellow. They ask merchants to explain to their customers and to sell consumers yellow in the same proportion.

Bean Price Depends On Export Conditions

Winnipeg.

BEANS.—Some time ago the market on white beans was rather weak, but this

had no effect on prices. Jobbers state that beans are quiet and that the future depends on crops in all quarters. Much will depend on whether they are able to import from Manchuria and Japan.

No Advance Yet On Package Teas

Winnipeg.

TEA.—There has been no advance yet on the price of package tea, but jobbers state that they do not know what is likely to happen any day.

New Raspberry Price 40 Per Cent. Higher

Winnipeg.

CANNED GOODS.—Some idea of the high price of canned fruit this year can be gathered from the opening price of canned raspberries, which are about 40 per cent. above last year's price. This will work out at about 45 cents per tin to the consumer, or about \$8.40-\$8.45 to the dealer. Everybody seems to be looking for cheaper canned vegetables. The outlook is for very much lower prices on Ontario canned tomatoes.

Jobbers Cut Down On Prunes and Peaches

Winnipeg.

DRIED FRUITS.—Owing to the fact that uncertainty exists regarding the quantity of prunes and peaches to be shipped this year, retail dealers are ordering in large quantities; this has necessitated the jobbers getting down their orders. Jobbers look at it this way—that the government have promised them a limited quantity but do not state what this limited quantity is likely to be. They consider this very uncertain. On the other hand, supplies will come along only after the allies have secured their

(Continued on page 47.)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Aug. 20.—Oranges are up to \$9 a box, and wholesalers say they may yet see \$10 oranges before the naval crop is ready. New apples are selling fairly well. Smoked meats and lard are firm with no changes recorded. The demand for bacon is still weak however. Butter is firm at 52c. French eggs are very scarce and bringing 63c. Rice is very scarce and conditions in Japan indicate that they will likely remain so; small shipments recently received were held up by inspectors because they were infested with boring worm. Japanese peanuts were held up for the same reason. No complaint has yet been made regarding Japanese beans. Dealers report demand for flour substitutes is increasing.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton .....	.....
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1 ..	1 90 1 95
Do., No. 2	1 75 1 89
Do., Japanese	2 10 2 15
Beans, Japanese, per lb.	0 09 0 15
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	45 00
Do., new, per lb.	0 02½
Lard, pure, in 400-lb. tierces, lb.	0 32½
Lard, compound	0 29½
Butter, fresh made creamery, lb.	0 52
Cheese, Canadian	0 26
Margarine	0 33
Eggs, new-laid, in cartons, doz.	0 63
Oranges, box	9 00
Lemons	10 00
Salmon—	
Sockeye, halves, flat case	16 50
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., August 20.—Rolled oats have advanced 20 cents during the week, making 80's \$5. Rogers syrup is up twenty cents a case and Edwardsburg forty cents. Corn starch is a quarter of a cent a pound higher. Potato flour has advanced two cents, celluloid starch two cents, hams half a cent. Lard 3's are now quoted at \$18.30. Eggs are considerably firmer at \$13 to \$13.50. Butter, too, shows a slightly firmer tendency, creamery being quoted at 49c, dairy at 35 to 40c. Condensed milk is

25c a case higher. Snap advanced to \$6.30 a case, jelly powders to \$1.25 a dozen. Potatoes are somewhat easier, being quoted this week at \$45 a ton. Either local or B. C. gallon apples are \$2.20 to \$2.85.

CALGARY:

Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	10 35	10 35
Molasses, extra fancy, gal.	1 15	1 15
Rolled oats, 80s	5 00	5 00
Rice, Siam, cwt.	9 50	11 00
Rice, Japan	11 50	12 60
Rice, China, per mat, No. 1	5 10	5 10
Do., No. 2	4 70	4 70
Tapioca, lb.	0 15	0 15
Sago, lb.	0 15	0 15
Sugar, pure cane, granulated, cwt.	10 85	10 85
Cheese, No. 1, Ontario, large	0 26	0 26
Butter, creamery, lb.	0 49	0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	18 30	18 30
Eggs, new-laid, case	13 00	13 50
Candied peel, lemon, lb.	0 36	0 36
Tomatoes, 2½s, standard case	4 50	4 50
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	3 60	3 60
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case ..	7 50	8 10
Raspberries, 2s, Ontario, case ..	.....	.....
Apples, evaporated, 50s, lb.	0 21	0 21
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 16	0 19
Peaches, 2s, Ontario, case	4 75	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tal, case	16 75	16 75
Do., halves	18 50	18 50
Potatoes, per ton	45 00	45 00
Oranges, Valencia, case	9 75	9 75
Lemons, case	11 50	11 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., August 20.—Crop prospects at present show a considerable improvement with a resultant encouraging effect on the general market. There are a number of changes to be noted affecting some staples; lard is quoted at \$18. Raspberries and strawberries opening prices will be about \$2. Advance over last year and likelihood of but 25 per cent. delivery. Corn syrup shows a 30c per case advance, and all starch up ½c per pound. New prices are named on sago at 12c and on tapioca at 13½c. Cotaline shows ¼c advance. Some of Clark's canned meats advanced from 10 to 35c dozen. Borden's milk, Reindeer, Eagle and Gold Seal show a 25c advance on the case. Also milk products, coffee and milk, and cocoa and milk show a 25c per case advance.

REGINA—

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb. ....	.....
Flour, standard, 98s	5 20
Molasses, New Orleans, gal.	0 75
Rolled oats, bails	4 85
Rice, Siam, cwt.	9 25
Sago and tapioca, lb.	0 12
Sugar, pure cane, gran., cwt.	10 80
Cheese, No. 1 Ontario, large	0 26
Butter, creamery	0 50
Lard, pure, 3s, per case	18 00

Bacon, lb.	0 47½
Eggs, new-laid	0 35 0 40
Pineapples, case	5 75
Tomatoes, 3s, standard case	5 35
Corn, 2s, standard case	5 05
Peas, 2s, standard case	3 60 5 20
Apples, gal., Ontario	2 60 3 50
Apples, evaporated, per lb.	0 19½
Strawberries, 2s, Ont., case	6 85
Raspberries, 2s, Ont., case	7 50
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tall, case ..	18 00
Salmon, pink, tall, case	9 25
Perk. American clear, per bbl.	40 75 41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., August 20.—This market has been very quiet of late and practically no changes have been reported. About the only variation from this rule this week is in the case of eggs, which show a slight advance and a generally stronger feeling.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 05
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 65 3 75
Corn flour, 98 lbs.	4 00
Rye meal, 98 lb. bag	8 00
Rye flour, 98 lbs.	9 00
Rice flour, per pound	0 11
Potato flour, per pound	0 18
Oatmeal standard, per bbl.	12 75
Molasses, extra fancy, gal.	0 90 0 92
Rolled oats, bbl.	12 00
Beans, yellow-eyed	9 75 10 00
Beans, Canadian, white	9 50
Rice, Siam, cwt.	10 25 10 35
Sago and tapioca, lb.	0 18 0 19

Sugar—

Standard, granulated	9 35	9 40
No. 1, yellow	8 85	8 90
Cheese, N.B., twins	0 24½	0 25
Eggs, fresh, doz.	0 65	0 65
Eggs, case	0 58	0 58
Breakfast bacon	0 37	0 40
Butter, creamery, per lb.	0 42	0 44
Butter, dairy, per lb.	0 37	0 40
Butter, tub	0 35	0 37
Margarine	0 30	0 32
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27	0 27½
American clear pork	61 00	64 00
Beef, corned, 1s	4 90	4 90
Tomatoes, 3s, standard, case	5 40	5 40
Raspberries, 2s, Ont, case	6 20	6 20
Peaches, 2s, standard case	4 40	4 40
Corn, 2s, standard case	5 00	5 00
Peas, standard case	3 30	3 30
Apples, gal., N.B., doz.	4 00	4 00
Strawberries, 2s, Ont., case	6 20	6 20
Salmon, Red, spring, cases	15 00	15 00
Pinks	11 00	11 00
Cohoos	14 00	14 00
Chums	8 50	8 50
Evaporated apples, per lb.	0 18	0 19
Peaches, per lb.	0 19	0 19

Potatoes—

Native, bag	1 75	2 00
Onions, Kentucky, 100-lb. bags ..	7 75	8 00
Lemons, Cal., Messina,	9 00	10 00
Oranges, Cal., case	10 00	10 00
Grapefruit, case	7 50	7 50
Bananas, per lb.	0 07½	0 08
Plums, Cal., crate	3 00	4 00
Peaches, Cal., crate	2 25	2 50

PRODUCE AND PROVISIONS

Produce Stocks Generally Lighter

Butter Only Product That Shows Advance Over Previous Year
 —Heavy Buying Depleting These Stocks—
 Eggs Very Scarce

THE recent report of the cost of living branch of the Department of Labor gives some interesting data as to Canadian food products. The report indicates a considerable heavier storing of butter than was the case on August 1 last year. This excess stock, however, is not anticipated as a great factor in the Canadian trade as owing to the regulations of the Canada Food Board these excess supplies are being diverted to the Allied buyers.

The heavy buying of cheese for the Allied Governments has had the effect of materially depleting the supplies in storage in Canada. So pronounced has this movement been that stocks on August 1 this year were less than one-half of those on hand at the same time last year. This unusual situation is probably due to the fact that shipping facilities have been comparatively good of late

and every advantage has been taken of this fact.

In the matter of eggs, while there is an increase in supply over that on hand a month ago, the general supply for the year is estimated at approximately 15 per cent. less than last year. This condition is due to a slight decrease in production coupled with quite a marked increase in demand.

Hogs Are Light but Lamb and Mutton Plentiful

In the case of pork comparison is possible only for all kinds of pork produce taken together. The data here show a slight decrease as compared with last month, and 26.75 per cent. less than at the corresponding date last year. The supply of hogs coming into the markets in Canada up to the present time has

not been so great this year as was anticipated.

Stocks of fowl on hand are so small as to be almost negligible. The stocks of mutton and lamb show a very decided increase over last year. Since there is no export of mutton and lamb to the Allies, these stocks should be immediately available for domestic consumption.

In the case of fish, we have slightly less than a month ago, but still large holdings. The comparison with last year includes such a small proportion of our companies' storing that no deductions can be made.

The comparisons lack something in value owing to the fact that records are not available of all the stock on hand in all the storages in the Dominion on the 1st of August, 1917. It is possible to give a comparison between the quantities held in the premises of the largest companies this year, and the stocks owned by these same companies last year, which represent the fairest possible comparison with conditions a year ago.

Commodities in Storage

The amount of commodities in storage August 1, 1918, were:



The Meat Department of Limoges Brothers, Hulchison St., Montreal.

Butter, creamery, 18,536,595 pounds; dairy, 1,714,691 pounds.

Cheese, 10,865,946 pounds.

Eggs in cold storage, 11,376,775 dozen; not in cold-storage, 467,083 dozen; frozen, 1,250,314 pounds.

Oleomargarine, 460,361 pounds.

Pork, frozen, 9,617,285 pounds; not frozen, 2,431,260 pounds.

Dry salted, 4,633,778 pounds; sweet pickled, 8,950,124 pounds; in process of cure, 15,665,622 pounds.

Beef, frozen, 12,253,303 pounds; not frozen, 3,575,151 pounds; cured, 345,931 pounds; in process of cure, 369,279 pounds.

Mutton and lamb, frozen, 3,727,018 pounds; not frozen, 95,000 pounds.

Fowl, chicken, 107,879 pounds; poultry, 96,189 pounds.

Fish, all kinds, 16,289,873 pounds; for bait, 1,182,087 pounds.

Following is a statement comparing 1, 1917, taken from such limited lists of holdings on August 1, 1918, with August firms as the records for last year allow:

	1917	1918
Butter	10,977,514	13,435,861
Cheese	16,590,539	7,018,720
Eggs	7,862,293	6,672,975
Pork	45,853,758	33,587,486
Beef	6,274,043	10,875,245
Mutton and Lamb	338,045	939,552
Fowl	1,198,930	66,231
Fish	3,787,728	6,605,875

ACCIDENT AT SWIFT CANADIAN COMPANY'S WESTERN PLANT

An unfortunate accident occurred recently at the plant of the Swift Canadian Co. at Elmwood, Man. Through a blow out in a valve ammonia fumes were liberated, causing the death of one man and the serious injury of two others. No material damage was done to the plant.

FOOD VALUE OF EGGS

Eggs are one of the cheapest foods to be had to take the place of meat. The principal food element furnished by eggs is protein, the nitrogenous tissue-building element presence of which in considerable proportions also gives meats, fish, milk, cheese, etc., their special food value. In addition to protein, eggs also furnish fat and a number of valuable elements, including sulphur, phosphorus, iron, calcium and magnesium in an easily assimilated form, and are believed also to be rich in certain essential vitalizing elements called vitamins.

Like milk and unlike meats, eggs do not contain substances convertible in the body into uric acid. Their shells constitute the only waste materials. Ninety-seven per cent. of the portion is eaten—a high proportion compared to other foods is digested. No extended cooking is necessary for eggs and therefore, a saving of time, labor and fuel in their preparation when they are compared with other foods.—“The Puritan Hen,” published by New England Poultry Producers' Exchange.

LARGE FISH CATCHES WASTED

Reports from the Lesser Slave Lake country state that thousands of pounds of whitefish have been thrown away because there was no means of storage.

During the hot weather the fish will not keep for any length of time unless packed in ice as soon as taken from the nets. As there has been no previous arrangement for ice or ice houses at Lesser Slave Lake and this is the first summer in which fishing has been carried on during the summer months. The result is what might be termed a failure of summer fishing and a great waste of the highest grade of food.

The Government, according to the report, has allotted the buying from the catchers to a certain number of companies who are located on the south shore of the lake close to the railroad. In order to catch fish in any quantity, the fishermen must set their nets close to the north shore, and then return with their catch to the south shore to dispose of it to the buyers who accept the fish in good condition and the balance is thrown away.

BANANA IMPORTS RESTRICTED

The United States War Board has, by a new ruling, decided that no license will hereafter be issued for the importation of bananas or plantains except upon condition that they be brought forward on a vessel approved for that purpose by the Caribbean Committee of the Shipping Control Committee of the United States Shipping Board.

Grading Lamb, Mutton and Veal

A Few Useful Pointers to the Retail Butcher on Judging the Various Grades of Meat

Reprinted from “The Packer,” published by the William Davies Company

While the experienced butcher is familiar with the grading of lamb, mutton and veal, there are many to whom such information will no doubt prove acceptable, and it is for the benefit of these latter more particularly that this article is inserted.

Judging Lamb and Mutton

Form.—The width of the carcass should be good in proportion to length, and shape should be compact, with smooth even lines. Loins should be thick, the back broad, the ribs well meated, the middle from shoulder to leg, full and thick, the legs plump and well filled down to the shanks, and the shoulders well covered. Poor form is indicated by long, slender legs, narrow backs, undeveloped loin and ribs, and too much belly.

Quality.—The flesh must be firm and fine grained. A stringy, coarse appearance denotes old or inferior mutton. The color of lean meat varies from light pink in lambs to dull red in mature mutton. Fat should be clear and white. The carcass when properly dressed and chilled should have a bright fresh appearance and in a caul-dressed carcass the caul should be white and brittle.

Covering.—The exterior fat should be evenly distributed and smooth and the kidney fat fairly generous but not excessive. This also applies to the fat of the cod, udder, rump, flanks and brisket. The covering and kidney fat should be white, firm and brittle.

Weight.—This is an important factor in grading, as the weight generally denotes whether a carcass is a lamb, yearling or matured sheep. Upon the weights bought by the retail butcher depend the size of the chops and roasts demanded by his trade.

Note.—To ascertain the age of the animal, the condition of the ends of the limb bones should be examined. In lambs, the end of the limb bones are separate ((known as “break joints”)

whereas in the case of older animals the ends are fused together with the shaft bone, making as it were one bone. This is an unerring method of determining whether the meat is lamb or mutton.

Judging Veal

Form.—The body should be broad and compact with good development, especially of the ribs, loin and legs. The most common faults are too long shanks and neck, heavy breasts and sharp backs.

Quality.—The flesh should be very light pink, well fattened and free from blemishes. When the flesh is coarse grained or dark colored it denotes too much age, lack of nourishment or coarse feeding. Milk-fed calves can be distinguished by clear fine-grained meat and white fat. The bones should be small, especially by the shanks. Sex is of small importance.

Finish.—There should be a fair amount of fat distributed throughout the carcass, especially on the kidneys, in the crotch and on the flank and breast. There is no “marbling” of fat as on beef. On skinned calves the thin membrane which covers the carcass is white and soft on well-finished calves, but dry and dark-colored on those lacking finish.

Weight.—This is an important factor in regard to the size of retail cuts and in its relation to the age and quality of the carcass. The following table will give some idea as to how veal is usually graded according to weight:

	Extreme Weights
Choice calves	90 lbs. to 140 lbs.
Good calves	80 lbs. to 160 lbs.
Medium calves	80 lbs. to 160 lbs.
Light or common calves	60 lbs. to 110 lbs.
Heavy calves	150 lbs. to 250 lbs.
Grass calves	140 lbs. to 200 lbs.

U. S. MAY IMPORT MACKEREL AND HERRING

The importation of cured and preserved mackerel and herring from Great Britain, heretofore prohibited by the War Trade Board, will hereafter be admitted under a ruling made by the board.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

AN easier feeling exists in regard to eggs, and prices show a little falling off for some grades. Buying prices are lower, and very good receipts are again in evidence following increased production now reported. The demand is rather light, and supplies coming to hand are more than equal to retail calls.

Butter revealed an easier tendency during the week, but this has not shown in more than buying activities. Prices to the trade are unchanged, and the market generally can be termed very quiet.

Prices being paid for broilers show an advance, and dealers report receipts showing some improvement. However, the demand is good, and all supplies offering are quickly absorbed. Conditions in respect to other lines are similar, receipts being none too heavy, and the demand generally good at maintained prices.

Live hogs showed no change early in the week from the level of \$20.25 per cwt., fed and watered, reached towards the end of last week. There was some talk of a decided drop, but the strength developing in United States markets will have a tendency to maintain quotations here at around present basis for a few days at least. Dressed meats are in a somewhat better position as regards demand, prices holding firm at unchanged levels.

Meats Higher; Hog Receipts Erratic

Montreal.

PROVISIONS.—The position on cooked and cured meats is one of much firmness. This is perhaps the result of a more active buying on the part of many who find these meats convenient in hot weather. The holiday trade has been heavy from summer resorts too. Plain and boneless backs and cooked and roast hams are marked up. The receipts of hogs have been erratic and some days few are received. For the most part the supply is light and stock is none too select. Prices on live are ruling around \$20.50 this week. The position of trade for pork is still on the quiet side. There is very little of the heavier hog product available at the present time at all.

Hogs, Dressed—

Abattoir, killed, small	29 50	30 00
Do., heavy, 225-275 lbs.....	26 50	27 00
Hogs, live	20 50	

Hams—

Medium, smoked, per lb.—		
(Weights) 16-25 lbs.....	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33

Backs—

Plain	0 43	0 44
Boneless, per lb.	0 46	0 47

Bacon—

Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½

Dry Salt Meats—

Long clear bacon, ton lots....	0 29	0 29½
Long clear bacon, small lots..	0 29½	0 30
Fat backs, lb.	0 29½	0 30

Cooked Meats—

Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.	0 54	0 54
Shoulders, boiled, per lb.	0 46	0 46
Shoulders, roast, per lb.	0 48	0 48

Barrel Pork—

Canadian short cut (bbl.) ..	53 00	
Clear fat backs (bbl.)	60 00	
Short cut clear pork (bbl.) ..	53 00	
Heavy mess pork (bbl.)	55 00	
Bean pork (bbl.)	54 00	

Lard Declines Half Cent, Steady But Light Demand

Montreal.

LARD.—While the demand for lard is and has been light for some time there is still a steady sale and the feature of the present week is that of a decline to the extent of half a cent per pound. With a return of cooler weather there will likely be a larger sale for this product.

Lard, pure—

Tierces, 400 lbs., per lb.	0 31
Tubs, 60 lbs.	0 31½
Pails	0 31¾
Bricks, 1 lb., per lb.....	0 33

No Activity Reported For Shortening Here

Montreal.

SHORTENING.—There is not the same interest here in the shortening market as has been reported from some of the other Canadian points. The position is as unchanged as ever and quiet in a general sense prevails. Prices are without change.

Shortening—

Tierces, 400 lbs., per lb.	0 25¾
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

More Movement Margarine, Undertone Firmer

Montreal.

MARGARINE.—It is evident that the return of cool weather will bring with it a return of demand for margarine, for there is even now an improvement and sales are better. The undertone is one of considerable firmness, and in some quarters it is reported that revisions are contemplated which will mean a higher price basis. For the present the following quotations apply:

Margarine—

Prints, according to quality, lb.	0 29½	0 31½	0 32
Bulk, according to quality, lb.	0 28½	0 30½	0 31

Not So Much Movement in Butter; Price Is Steady

Montreal.

BUTTER.—It is quite evident that the heavier demand for margarine has had something to do with an easier position as far as consuming demand is concerned for butter. For, while receipts are away larger than they were last year, over 52,000 more packages being received, there is not as much trade on the part of the retailers and the jobbers. Prices are steady and it is thought by many that they will remain high since the Dairy Produce Commission is paying such a good price.

Butter—

Creamery prints (fresh made)	0 46
Creamery solids (fresh made)	0 45
Dairy prints, choice	0 38
Dairy, in tubs, choice	0 37

Producers Holding Cheese; But No Changes Here

Montreal.

CHEESE.—There is nothing of outstanding interest to report in the cheese market. While it is true that nearly 18,000 boxes more have come into the city from other points than were received during the comparative period of 1917 this may or may not indicate a larger make. For the regulations this year are such as to cause a readier unloading of holdings. Notwithstanding this, there is a tendency at the various boards throughout the country to hold supplies for better prices. In a trade sense there is some movement although this is not marked.

Cheese—

Large, per lb.	0 23½
Twins, per lb.	0 24
Triplets, per lb.	0 24
Stilton, per lb.	0 27
Fancy, old cheese, per lb.....	0 28

Eggs Bought at 30 to 41C at Some Country Points

Montreal.

EGGS.—While some of the districts are not producing a large yield of eggs at this time others are doing well. There is quite a movement this way of eggs from the Canadian West, and while some of these shipments have not been absorbed as readily as they would have had the quality been better, it is expected that there will be some improvement as weather conditions improve. Prices are holding here without change and a good healthy trade continues.

Eggs—

Selects	0 51	0 52
New-laid	0 47	0 48
No. 2	0 45	

Broilers Arriving; Poultry Trade Good

Montreal.

POULTRY.—There have been much

larger receipts from outside of broilers and there is a good demand, supplies being picked up quickly. This applies as well to other grades of fowl and ducklings are in favor too. Prices are quite steady and for the week no quotations have been in any way revised. If the supply improves there will be some easing of the quotations in all probability.

	Live	Dressed
Young ducks, lb.	0 25	0 45-0 50
Old ducks (fat)	0 25	0 45
Broilers, ¾ lbs., pair	0 40	0 43
Turkeys (old toms), lb.	0 28	0 38-0 38
Turkeys (young)	0 40	0 40
Geese	0 30	0 30
Old fowls	0 27-0 28	0 35-0 36

**With Favorable Weather
Fish Demand Improved**

FISH.—The demand for fish has improved the last week and this is attributed to the cooler weather prevailing. Stocks are not excessive in any line. Reports received from the West indicate that halibut and salmon are hard to procure, while the submarine activity on the east coast has had a deterring effect on the fishing at the Atlantic producing points. Lake fish has been freer but prices are maintained. The consensus of opinion seems to indicate that prices generally will be maintained. Lobsters are scarce and high. Smoked fish will be more active. It is getting near the time when oysters will again be in demand. Fresh haddock is scarce, while cods are in fair supply. Prices are generally firmer on most lines.

SMOKED FISH.

Haddies (fresh cured)	0 13	0 15
Haddies, fillet	0 19	0 20
Smoked herrings (med.) per box	0 22	0 24
Smoked cod	0 15	0 15
Bloaters, per box 60/100	1 50	2 00
Kippers, per box 40/50	2 25	2 40

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	14 00	
Herring (Labrador), per bbl.	12 50	
Herring (Labrador), ½ bbls.	6 75	
Herring, No. 1 lake (100-lb. keg)	5 25	
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces	35 00	
Salmon (B.C. Red)	26 00	
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)	16 00	
Green Cod (large bbl.)	18 00	
Green Cod (small), bbl.	14 00	
Mackerel, No. 1, per bbl.	26 00	
Mackerel (½ bbls.)	13 50	
Codfish (skinless), 100-lb. box	13 00	
Codfish, 2-lb. blocks (24-lb. case)	0 17	
Codfish (skinless), blks. "Ivory"		
Brand, lb.	0 16	
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box	2 25	
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 18	
Cod, dry (bundles)	12 00	

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 50	
Prawns, lb.	0 30	
Shrimps, lb.	0 30	
Scallops, per gallon	4 00	
Oysters—		
Ordinary, gal.	2 50	
Cape Cod shell oysters, bbl.	14 00	
5 gal. (wine) cans	12 50	
1 gal. (wine) cans	2 25	
Oyster pails (pints), 100	1 50	
Oyster pails (quarts), 100	2 10	
Clams, med., bbl.	10 00	

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	
Herring, frozen lake, lb.	0 08	
Halibut	0 22	0 23
Halibut (medium)	0 21	

Haddock	0 07½	0 09
Mackerel	0 14	0 15
Cod—Toms, bbl		3 00
Cod steak, fancy, lb.	0 09½	0 10
Salmon, Red	0 19	0 20
Salmon, pale	0 13	0 15
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 09½	0 10½
Perch	0 12½	0 13
Whitefish, lb.	0 13	0 14
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 12
Doree	0 13	0 14

FRESH FISH

Barbotte	0 16	
Haddock	0 08	0 09
Steak cod	0 09	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout	0 45	
Pike	0 11	0 12
B.C. Salmon	0 26	0 27
Salmon (Gaspe)	0 26	0 28
Gaspereaux, lb.	0 06	
Gaspereaux, each	0 04½	
Gaspereaux herring (100)	4 00	
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	0 23	
Eastern Halibut (med.)	0 25	
Flounders	0 07	0 10
Perch	0 09	
Bullheads	0 15	
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	0 15	
Mackerel, lb.	0 14	0 15
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large	0 24	
Shad	0 15	0 16
Swordfish		0 22

**Prices Hold Firm;
Demand Better**

Toronto.
PROVISIONS.—A very steady and firm tone is noticeable in all dressed meats during the week and the list shows no change in quotations over those made the previous week. The demand, it is thought shows some slight improvement, and the feeling generally is that business is along fairly satisfactory lines. Live hogs reached \$20.25 fed and watered towards the end of last week and opened up on this basis early this week. There was some talk of a decline to \$19.50 but a strengthening of the tone of the United States markets will probably prove a factor in upholding prices here.

Hams—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
Bacon—		
Plain	0 43	0 46
Trimmed, with rib in		0 47
Boneless, per lb.	0 48	0 50
Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.		0 34
Wiltshire (smoked sides), lb.	0 36½	0 39
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.		0 28½
Fat backs	0 32	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 52½	0 54½
Shoulders, roast, without dressing, per lb.	0 47	0 49
Barrel Pork—		
Mess pork, 200 lbs.	52 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	55 00	59 00
Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars	20 50	
Live, fed and watered	20 25	
Live, f.o.b.	19 50	

**Lard Holds Unchanged
on Very Firm Basis**

Toronto.
LARD.—No change in the situation has been made during the week. Prices are held steadily with a very firm undertone noticeable. Numerous inquiries are being received but the movement as yet is by no means heavy. Quotations follow:

Lard, pure, tierces, 400 lbs., lb.	0 30	0 30¾
In 60-lb. tubs, ¼-½c higher than tierces;		
pails ¼-¾c higher than tierces, and 1-lb. prints,		
1½-1¾c higher than tierces.		

**Steady Tone Noticeable
In Shortening Situation**

Toronto.
SHORTENING.—There is a very steady tone to the situation. Developments of an interesting character have been missing and prices are unchanged at the following figures:

Shortening, tierces, 400 lbs., lb.	0 25½	0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces;		
pails, ¼-¾c higher than tierces, and 1-lb. prints,		
1½-1¾c higher than tierces.		

**Margarine Continues
To Move Forward**

Toronto.
MARGARINE.—Very fair quantities of margarine continues to move forward and dealers generally are well satisfied with business being handled for this commodity. No change in prices has occurred during the week.

Margarine—		
1-lb. prints, No. 1	\$0 32	\$0 33
Do., No. 2	0 30	0 31
Do., No. 3	0 27	....
Solids, 1c per lb. less than prints.		

**Butter Shows Weakness;
Market Very Quiet**

Toronto.
BUTTER.—A somewhat weaker feeling is noticeable in the market during the week. Buying prices are down and trading generally is along rather narrow channels. Supplies are ample for the demand. No change in quotations to the trade have been made.

Creamery prints, fresh made	0 45	0 47
Creamery solids, fresh made	0 44	0 46
Dairy prints, choice, lb.	0 40	0 42
Dairy prints, lb.	0 38	0 40

**Production Increasing;
Receipts Ample;**

Toronto.
EGGS.—An improvement in the production of eggs is noticeable and indications are that supplies reaching the market are ample and even more than ample for the demand. The tone of the market is somewhat weak and conditions generally rather quiet. Hot weather continues to influence the quality materially.

Eggs—		
New-laid, in cartons, doz.	0 54	0 55
Do., extras, doz.	0 50	0 51
Do., No. 1, doz.	0 47	0 48
Do., splits and No. 2, doz.	0 39	0 40

Revision in Cheese Prices May Come

Toronto.

CHEESE.—Revised freight rates may necessitate revised selling prices of cheese but these have not been worked out as yet. There is little to report in this market otherwise. A fair volume of business is being handled with supplies equal to present demands.

Cheese—

New, large	0 23½	0 24
Stilton (new)	0 26	0 27
Twins, ¼c lb. higher than large cheese. Trip-lets ½c lb. higher than large cheese.		

Good Demand Manifest; Supply Light; Prices Firm

Toronto.

POULTRY.—A very good demand is reported, the greatest difficulty being in getting supplies to take care of all orders. Prices are holding very firm with an advance in prices being paid for broilers effective. The present range of quotations is as given herewith:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$0 16-\$	\$.....\$....
Duckling	0 25	
Turkeys	0 25-0 28	0 30-0 35
Roosters	0 18	
Hens, over 5 lbs.	0 25-0 27	0 31-0 32
Hens, under 5 lbs.	0 20-0 24	0 27-0 29
Chickens, Spring, 2 lbs. or over	0 33-0 34	
Squabs, dozen	4 50	

Prices quoted to retail trade:

	Live	Dressed
Hens	0 33	0 36
Chickens, Spring	0 40	0 50
Ducklings		0 40
Turkeys	0 36	0 40

Mackerel Easier; Cod, Haddock are Scarce

Toronto.

FISH.—An easier tone has developed in regard to mackerel, quotations being made at 13½c to 14c per pound. Haddock is being quoted at 8-8½c per pound. Other lines show no change for the week. Supplies of haddock and steak cod are rather light, submarine activities accounting for this condition. Business generally is considered good, the demand continuing in splendid volume. Prices now ruling follow:

FRESH SEA FISH

Brills, dressed, lb.	0 10
Cod, steak, lb.	0 09½
Do., market, headless, lb.	0 08
Do., heads on	0 07
Flounders, lb.	0 08
Flukes	0 15
Halibut, medium, lb.	0 21
Do., chicken, lb.	0 20
Do., large	0 20
Haddock, heads on, lb.	0 08
Mackerel, lb.	13½
Plaice, dressed, lb.	0 10
Soles, dressed, lb.	0 10
Salmon, Red Spring, lb.	0 25
Do., Restigouche, lb.	0 22
Do., Saguenay, lb.	0 25

FRESH LAKE FISH

Herring, dressed, lb.	0 09
Trout, lb.	0 15
Whitefish, lb.	0 14
Frog's Legs, lb.	0 50

MANITOBA MARKETS

(Continued from page 41.)

requirements, which again is very indefinite.

Corn Syrup Up 25 Cents Per Case

Winnipeg.

SYRUPS.—Most important event this week is an advance of 25 cents per case on corn syrup. This followed considerable firmness to the corn market. Cane syrup is not being delivered here just now, and the outlook is uncertain. It is possible supplies may come in later on.

Corn Syrup—	Per case
2-lb. tins, 2-doz. case	5 10
5-lb. tins, 1-doz. case	5 75
10-lb. tins, ½-doz. case	5 50
20-lb. tins, ¼-doz. case	5 50

Coffee Higher Because of Marine Risks

Winnipeg.

COFFEE.—Advices indicate that prices in New York are much higher. This is attributed to the higher marine risks prevailing there because of submarine activity. This will not affect the price to retailers right away, and if there is a change it will be gradual.

Green Coffee—

Rio, New York Grading No. 5, per lb.	0 20
Do., do., No. 7	0 19
Santos, fine old crop	0 23½
Bourbon	0 25
Mexican	0 30
Bogota A	0 30
Costa Rica	0 34

SEVEN GOOD SUGGESTIONS

Grocers will find much food for thought in a number of suggestions published by an American wholesale grocery firm suggestions as follows:

1. Have a clean store, clean aprons, clean windows. Make proper use of your windows. They are worth one-third your rent to you.
2. Get back your coffee trade. Make one man responsible for its sale. (Apply this idea to other branches in your store.) Watch the tea and coffee trade and the grocery trade will grow of its own accord.
3. Get out of the fixed price idea. If a thing should sell for four cents, sell it for four cents; don't ask five. (Odd cent prices have an unexplainable attraction to the prospective buyers.)
4. Don't trade with too many jobbers. If you scatter your trade no single jobber will get sufficient business to keep his interest in you alive.
5. Don't overstock. Buy only as you sold the preceding month, and in this way be able to discount your bills. Retailers who discount their bills get better trade than those who don't. The wholesaler has more respect for and is more interested in his customers who discount their bills.
6. Insure your goods for the amount of stock. Would you have to start clerking again for somebody else if your store should burn down to-morrow? Such an insurance is your protection, your family's protection, and your wholesaler's protection.
7. Don't trust Tom, Dick and Harry.

Get a prospective customer's past and present records with other stores, and also the wages the husband earns. In this way you can tell how much credit a woman is entitled to. Get these before the account is opened, because if you try afterward she will be insulted. Don't be afraid to ask for your money. Agree with your customer as to time and amount and you will be safe.

U. S. RESTRICTS IMPORT OF COCOA BEAN

Cacao (cocoa beans) has been placed by the United States War Trade Board upon the list of restricted imports (as announced in a new ruling). The importation of an amount not to exceed 30,000 tons during the remainder of the calendar year will be permitted. Out of the amount so licensed, the requirements of the army and navy will be met in full, and the remainder will be allocated by the Bureau of Imports of the War Trade Board. In addition, shipments from Mexico may be licensed when brought forward by other than ocean transportation. To effect this regulation, all outstanding licenses for the importation of cacao (cocoa beans) have been revoked as to ocean shipments after July 20, 1918.

An investigation of cocoa stocks in this country, conducted by the War Trade Board as a preliminary to this regulation of imports, showed stocks on hand sufficient together with the 30,000 tons of permitted imports, to last until June, 1919, so that the restriction will not interfere with the normal consumption of cacao in this country.

GREEK OLIVE CROP PROSPECTS GOOD

Reports indicate that throughout the olive-producing districts of Greece the trees have flowered heavily and that the young fruit has set well. It is too early to make any definite estimate of the coming crop; but if the weather is even fairly favorable through the summer it is estimated that the olive crop will be considerably heavier than in 1917.

There is a great scarcity of olive oil on the domestic market, despite the fair olive crop of 1917, with consequent high prices. The ordinary grade of olive oil, which sold on the wholesale market in 1916 for 15 cents a pound and in 1917 for 24 cents a pound, is now 31 cents a pound wholesale, and practically none offering.

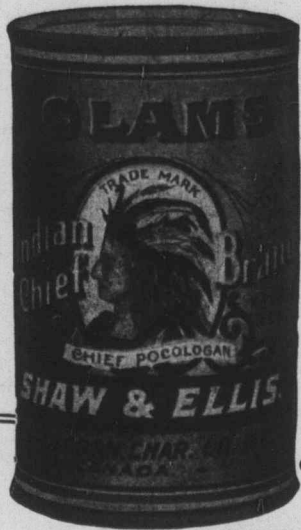
RUINED FOR LIFE

A minister in a western town was called upon one afternoon to perform the marriage ceremony between a negro couple—the negro preacher of the town being absent from home.

After the ceremony the groom asked the price of the service.

"Oh, well," said the minister, "you can pay me whatever you think it is worth to you."

The negro turned and silently looked his bride over from head to foot, then slowly rolling up the whites of his eyes, said: "Lawd, sah, you has done ruined me for life, you has, for sure."



Help Conserve Our Meat Supplies

“INDIAN CHIEF” BRAND CLAMS

offer your customers a dandy substitute—a sweet, pure, wholesome fish food that represents sensible meat substitution in its most economical and practical form.

You cannot recommend a better sea food than Indian Chief Brand Clams. They will open up on your customer's table just as sweet and just as fresh as the day they were taken from the clam beds.

Remind your trade, too, that Indian Chief Brand Clams are ready cooked. Heating to a simmer makes them ready to serve—a fact that will appeal to both the restaurant trade as well as to the housewife.

**Make Indian Chief Brand Clams a leader
in your fish department. It will pay you.**

Shaw and Ellis, Pocologan, ^{Charlotte} Co. N. B.

If You Need a Refrigerator You Need an “Arctic”



Whether for domestic or commercial purposes there is no better refrigerator today than the “Arctic.”

Built into it are those practical principles of efficiency and economy evolved and developed by experts who have made an exhaustive study of scientific refrigeration.

Don't decide until you've seen the complete Arctic line described and illustrated in our new catalog which will be mailed you free.

JOHN HILLOCK & CO., LTD.
TORONTO

Show Me the butcher who ever got rich that did not make his **OWN SAUSAGE.**

Show Me the packer who **EVER** got rich who did not make his **OWN SAUSAGE.**



Did you ever consider the money that there is to the merchant who made a good high class Sausage?

The public is looking for this article.

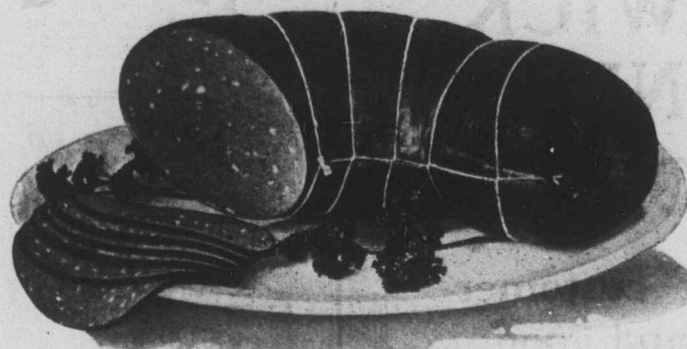
Freeman Electric Meat Cutter

is the machine to give the goods the quickest and easiest way.

*Write for Catalogue and
Prices. Many Styles.*

The W. A. Freeman Co., Limited
HAMILTON, ONTARIO

TORONTO—114 York St., Near King
MONTREAL D. H. H. Neill, 16 Notre Dame St. E. Uptown 8547



*Here's a popular line for the Summer months
—a product that EVERYBODY likes!*

MAKES you hungry to look at it—doesn't it? And it tastes every bit as good as it looks. A few thin slices with fresh vegetable salad make a light, appetizing repast—and it's equally good for sandwiches.

Davies Quality Bologna is prepared in our own sanitary kitchens from choice pork and beef—tastily seasoned—then smoked over hardwood fires. *It contains no artificial coloring of any kind.*

Moderately priced, too. Each sausage weighs from five to eight pounds.

If you want to feature a good, quick selling line on your provision counter—order *Davies Bologna* and see how well it takes with your customers.

Other excellent lines include *Davies Ham Bologna*—*Davies "Lakeside" Bologna*—*Davies Belforts*—*Davies Wieners*—all *quality* products, and dandy sellers.

Our Traveller will take your order—or we shall be pleased to have you drop us a postal card.

THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50

If any advertisement interests you, tear it out now and place with letters to be answered.

BRUNSWICK BRAND SEA FOODS

—the lines of customer
satisfaction and good
profits

The well-established popularity of Brunswick Brand Sea Foods is a bankable asset to every live Canadian Grocer.

There is guaranteed customer-satisfaction in every can bearing the Brunswick Brand label and why should there not be when you consider the extreme care and attention exercised in the processing and packing of these first quality Sea Foods?

Let your customers know you sell and recommend the Brunswick Brand lines. Note complete list below:



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

Connors Bros., Ltd.
BLACK'S HARBOR, N.B.

HERE you see the four different sized packages of **RELEG** (pronounced Real Egg) the best Egg Substitute you can offer your customers.

Send to-day for a trial order and prove that **Releg** is a good seller and a good money-maker.

RELEG CO. Regd.
Quebec, Canada

HEINZ

Canadian-American Food Products

57 VARIETIES

Canadian Factory,
Leamington, Ont.

Principal Factory,
Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax
St. John
Quebec
Ottawa
Winnipeg
Edmonton
Lethbridge
Calgary
Ferne, B.C.
Moose Jaw
Saskatoon
Vancouver
Victoria

John Tobin & Co.
Baird & Peters
J. B. Renaud & Co.
Provost & Allard.
The Codville Co., Ltd.
The A. Macdonald Co.
The A. Macdonald Co.
Simington Co., Ltd.
Western Canada Wholesale Co.
The Codville Co., Ltd.
The Codville Co., Ltd.
Kelly, Douglas & Co.
Kelly, Douglas & Co.

For Your Cooked Meats Counter
Schneider's Pure Meat Sausage

Twelve Varieties

Now is the time to start handling sausage lines. Quick turnover and a good margin. They are easy to handle. No bones. No waste ends. Nothing but quality, profit and customer-satisfaction.

Ask us to quote you on our Sausage and Smoked Meats.

We guarantee satisfaction on all mail orders.

J. M. Schneider and Sons, Limited.

"The Sausage Makers"
 KITCHENER, ONT.

Canada Food Board License No. 13-20

There are no Restrictions on Maple Products

We can fill your requirements on---

**Maple Sugar
 Maple Syrup**

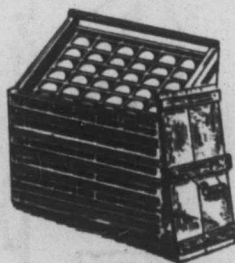
**Maple Butter
 Maple Confections**

Canada Maple Exchange, Limited, Montreal

CANADA FOOD CONTROL, License No. 11-499.

EGG CASE FILLERS and EXTRA FLATS

For
 30 Doz.
 Egg
 Cases



And
 12 Doz.
 Egg
 Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dowd St.
 Montreal, Que.

We always have a few carloads of
 2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W.C. Edwards & Co., Limited

OTTAWA, ONTARIO

Mention This Paper When Writing Advertisers

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

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished FREE upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

Have you read page
64? It will interest
you.

Foreign and Domestic
FRUITS
AND
VEGETABLES

BUTTER
AND
EGGS


For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

OAKLEY'S
KNIFE
POLISH



John Oakley & Sons, Limited
London, S.E. 1, England
AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

FRED COWARD

402 Spadina Ave., Toronto

Importer and Packer of Grocers' Sundries, etc.

	Dozen
"Lightning" Coffee Essence, 8-oz. square bottles (3 doz. in carton)	\$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton)	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton) . . . . .	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton) . . . . .	.90
Potato Flour, 10-oz. packages (3 doz. in carton)	1.35
Potato Flour, 3½-lb. bags	6.00
Ground Rice, "Special Grain," 10-oz. packages (3 doz. in carton)	1.10
Ground Rice, "Special Grain," 3½-lb. bags	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton)	1.45
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

Better still—ask your wholesale grocer for the above lines.



Klim is needed every baking day

Every one of your customers who does her own baking needs Klim. When she orders flour, lard, baking powder, etc., she should also order this pasteurized separated milk in powder form. Klim reduces baking costs without reducing food value or impairing the flavor and tastiness of baked foods. It is convenient to use. It is absolutely pure. It will not spoil. It costs less than liquid milk. It is all food—no waste. There is a big future for Klim in your store if you will help to get your customers acquainted with its value. Recommend Klim to every woman who does her own baking.

CANADIAN MILK PRODUCTS LTD.

Toronto Montreal

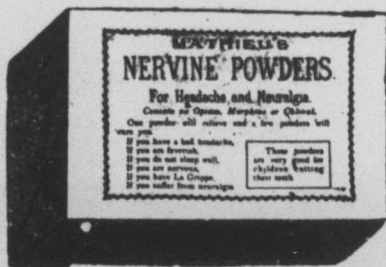
Also stocked by: W. H. Escott Co., Ltd.
Winnipeg

Kirkland & Rose
Vancouver

Canada Food Board License No. 14-242

A Good Profit and many Repeats

follow every sale of MATHIEU'S NERVINE POWDERS.



Just remind your customers occasionally about the simple efficacy of this remedy for Sleeplessness, Neuralgia, Nervous Headache, La Grippe, etc.

You can recommend Mathieu's Nervine Powders. They give satisfaction.

J. L. MATHIEU CO.
SHERBROOKE, QUEBEC

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

**THERE'S A WONDERFUL SALE FOR
COPELAND'S**

DIAMOND C BRANDS

Corn Flour
In 3½, 7, 24, 49, 98 lbs.
and
Copeland's
Diamond C Brand



Corn Meal
in 98-lb. sacks.

Milled from the highest grade American corn.

G. COPELAND & SONS

Millers and Grain Dealers
MIDLAND and PENETANG, ONT.
HEAD OFFICE, MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

ADVERTISING to be
successful does not neces-
sarily have to produce a basket-
ful of inquiries every day.

The best advertising is the
kind that leaves an indelible,
ineffaceable impression of the
goods advertised on the minds
of the greatest possible number
of probable buyers, present and
future.

**QUOTATIONS FOR
PROPRIETARY ARTICLES**

**SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR**

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

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

	Per doz.
Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	
Blackberry	\$3 00
Currant, Black	3 20
Pjum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	\$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

**"AYLMER" PURE ORANGE
MARMALADE**

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21½

**COCOA AND CHOCOLATE
THE COWAN CO., LTD.**

	Per doz.
Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 85
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 87
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	0 90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90
SWEET CHOCOLATE—	
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6-lb. boxes	0 30
Diamond, ¼s, 6-lb. boxes	0 30

	Per doz.
Milk medallions, 5-lb. boxes	\$0 39
Nonpareil wafers, 5-lb. boxes	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 30
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

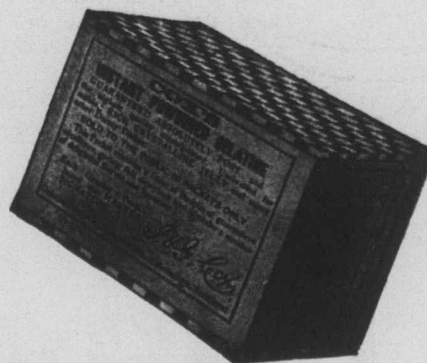
*Possessing the Confidence and
Appreciation of the public*

COX'S

Instant Powdered Gelatine

The purity is a marked characteristic of Cox's and makes this well-known line a favorite wherever best quality is appreciated.

Grocers find it worth featuring for profit and customer satisfaction.



BRITISH MADE

Arthur P. Tippet & Co., Montreal

WINNIPEG—Tees & Persse, Limited

VANCOUVER—Martin & Robinson, Ltd.

Advertisement pulls for five months, and still at it.

The Hobart Manufacturing Company, Toronto, makers of Store Equipment, received a reply the other day from a merchant in the British West Indies, to an advertisement of theirs in CANADIAN GROCER of October last. That merchant evidently keeps every issue of his business paper on file. He is not the only merchant who does so.

A Canadian merchant required a particular iron product. He remembered that it had been advertised by a certain firm TEN years before in the MacLean Business Newspaper to which he subscribed. He was able to turn up his files to that very advertisement, and he placed his order.

MacLean Business Newspapers add this extra long life to the advertisements that appear in their pages. The business men who subscribe to them read them thoroughly from first page to last.

MacLean Business Newspapers are kept on file by their readers. They are continually being referred to for business facts. They are continually being referred to for particulars of advertised goods, and for addresses of advertisers. MacLean Business Newspapers reach the business communities interested in your goods. Write to-day for advertising rates of the Business Newspaper most interesting to the readers you want to reach.

THE MACLEAN PUBLISHING COMPANY

Publishers of MacLean's Magazine, Farmers' Magazine, The Financial Post, Canadian Grocer, Canadian Machinery, Hardware and Metal, Dry Goods Review, Men's Wear Review, Bookseller and Stationer, Sanitary Engineer, Power House, Printer and Publisher, Marine Engineering, Canadian Foundryman.

153 UNIVERSITY AVE., TORONTO



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ltd., Delectaland, Watford, England.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

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

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

CALIFORNIA FRUIT CANNERS ASSOCIATION CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can ...
No. 16 Jar
No. 4 Jar
No. 10 Can

YUBA BRAND

2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can ...
No. 10 Can
Picnic Can

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans...\$8 75
Reindeer Brand each 48 cans. 8 45
Silver Cow, each 48 cans..... 7 90
Gold Seal, Purity, each 48 cans 7 75
Mayflower Brand, each 48 cans 7 75
Challenge Clover Brand, each 48 cans 7 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans\$6 40
Jersey Brand, Hotel, each 24 cans 6 40
Peerless Brand, Hotel, each 24 cans 6 40
St. Charles Brand, Tall, each 48 cans 6 50
Jersey Brand, Tall, each 48 cans 6 50
Peerless Brand, Tall, each 48 cans 6 50
St. Charles Brand, Family, each, 48 cans 5 50
Jersey Brand, Family, each 48 cans 5 50
Peerless Brand, Family, each 48 cans 5 50
St. Charles Brand, small, each 48 cans 2 60
Jersey Brand, small, each 48 cans 2 60
Peerless Brand, small, each 48 cans 2 60

CONDENSED COFFEE

Reindeer Brand, Large, each 24 cans 5 75
Reindeer Brand, Small, each 48 cans 6 00
Regal Brand, each 24 cans... 5 40
Cocoa, Reindeer Brand, large, each 24 cans 5 75
Reindeer Brand, small, 48 cans 6 00

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per Case
Carnation, 16-oz. talls (48 cans per case)	\$6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.
Ready Lunch Beef—1s, \$4.45; 2s \$9.45; 2s, \$9.90.
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 1s, \$9.90.
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45
Roast Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Jellied Veal—½s, \$2.90; 1s, \$4.45; 2s, \$9.

Cooked Tripe—1s, \$3.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.
Stewed Kidney—1s, \$4.45; 2s, \$8.95
Mince Collops—½s, \$1.95; 1s, \$3.75; 2s, \$6.95.
Sausage Meat—1s, \$4; 2s, \$7.75.
Corn Beef Hash—½s, \$1.95; 1s, \$3.70; 2s, \$5.45.
Beef Steak and Onion—½s, \$2.90; 1s, \$4.45; 2s, \$5.45.
Jellied Hocks—2s, \$9.95; 6s, \$29.80.
Irish Stew—1s, \$3.45; 2s, \$6.75.
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.
Boneless Chicken—½s, \$5.90; 1s, \$8.95.
Boneless Turkey — ½s, \$5.90; 1s, \$8.95.
Ox Tongue—½s, \$3.95; 1s, \$7.95; 1½s, \$12.45; 2s, \$15.95; 2½s, \$17.50; 3½s, \$27; 6s, \$45.
Lunch Tongue—½s, \$3.45; 1s, \$6.75; 2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 6s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.55. With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.65; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$1.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s, \$2.95; 3s, talls, \$3.35; 6s, \$12; 12s, \$20.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 3s (talls), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.85; 1s, \$2.50; 2s, \$4.80.
Tongue, Ham and Veal Pates—½s, \$2.25.
Ham and Veal Pates—½s, \$2.25.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate DeFoie—½s, 75c; ¼s, \$1.40.
Plum Pudding—½s, \$2.45.
Potted Beef Ham—¼s, 75s; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Potted Tongue—¼s, 75c; ½s, \$1.40
Potted Game (Venison)—¼s, 75c.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Devilled Tongue—¼s, 75c; ½s, \$1.40.
Veal—¼s, 75c; ½s, \$1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.
Ox Tongue — 1½s, \$14.50; 2s, \$17.50.
Lunch Tongue—1s, \$9.95.
Sliced Smoked Beef—¼s, \$1.75; ½s, \$2.85; 1s, \$4.15.
Mince meat—1s, \$3.45.
Potted Chicken—¼s, \$2.35.
Ham—¼s, \$2.35.
Tongue—¼s, \$2.35.
Venison—¼s, \$2.35.
Chicken Breast—½s, \$9.95.
Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.
Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, \$3c; 12s, \$1c; 24s, \$3c; 50s \$3c.

Furnivall's

FINE FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 786 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Get your Best Selling Efforts behind the
**New Season's Pack of
Furnivall's**

More customers and better pleased customers will result and your profits will be correspondingly increased.

FURNIVALL-NEW, Limited
Hamilton, Canada

When you say "Gold Dust," does anyone ever ask, "What is it?"



MADE IN CANADA

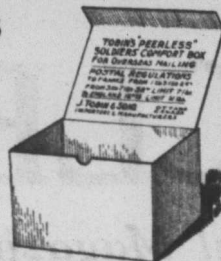
THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.



Tobin's "Peerless" Soldiers' Comfort Boxes

FOR OVERSEAS MAILING 7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.



J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada

"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.

Salesmen Wanted

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

If any advertisement interests you, tear it out now and place with letters to be answered.

"You Will Yet Be Glad"

PPRIVATE PEAT, who has sprung into fame through his books and extensive platform work, contributes an article to the August issue of MACLEAN'S MAGAZINE under the above heading. It is a cheery, optimistic message, contrasting conditions in 1914 with things as they are to-day. Private Peat, always a "headliner," is at his best in this article. But

Private Peat is only One of Many Features

In August MACLEAN'S there are half a dozen other writers with just as much "pull." Glance at this list:

"The Strange Adventure of the Man from Medicine Hat," a striking mystery story. *By Arthur Stringer*

"The Three Sapphires," a splendid serial story. *By W. A. Fraser*

"Keeping Border in London," a fearless summary. *By Lt.-Col. John Bayne Maclean.*

"The Enemy Under the Earth," an article on the most terrifying phase of modern warfare—sapping warfare under the earth. *By Lt. C. W. Tilbrook.*

"Uplifting the Press," a satire on certain activities of the Dominion Government. *By One of the Uplifted.*



MACLEAN'S presents the vital and interesting things dealing with Canada—the most fearless criticism, the most entertaining comment, the biggest exclusive stories. Contributors to MACLEAN'S are the best writers and the most interesting personalities that the Dominion has produced. It is brimful of "features."

AUGUST MACLEAN'S

"Canada's National Magazine"

At All News Stands - - 20 Cents

Oregon Pears

Now moving. Quality equal to the best Californias.

Also Peaches and Plums.

California Malaga Grapes.

**CALIFORNIA GRAVENSTEIN
APPLES**

Cantaloupes — Local and Imported.

Bananas, Oranges and Lemons

WHITE & CO., LTD.

WHOLESALEERS OF FANCY FRUITS
TORONTO

SOME time during the next two weeks you will be visiting our city and the Canadian National Exhibition. Be sure and arrange to spend a few minutes with us at our Fruit Market Stand. We can assure that every effort will be made to make this part of your trip a profitable one.

“Let us get better acquainted.”

McBRIDE BROS.

35 Church St. - Toronto, Ontario

CANADIAN

Peaches, Plums, Apples and Huckleberries now arriving daily.

Tomatoes, arriving in liberal quantities. Quality fine. Prices low.

Cantaloupes. Fine eating quality. Prices reasonable.

CALIFORNIA

Peaches, Pears, Plums, Apples. Quality excellent. Prices lower.

Also

California Oranges and Lemons. Fresh cars of both this week.

The House of Quality.

HUGH WALKER & SON

Established 1861

Guelph, Ontario

California Fruit

PEACHES

Elbertas and Crawford

PEARS

Finest Quality Bartletts

PLUMS

Best Varieties Reds and Blues

APPLES IN BOXES

Fancy California Wrapped Gravensteins and Alexanders

LEMONS

Car Fresh Californias, Heavy Pack, Fine Quality.

LATE VALENCIA ORANGES

Extra Fancy Elephant Brand— Fresh Car Just Arrived

All Domestic Fruits and Vegetables

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS

War Conditions

necessitate the prohibition
of export of all foodstuffs
from the United Kingdom.

SPRATT'S DOG CAKES

*Poultry Foods, Canary
and Parrot Mixtures*

pending the removal of
the embargo, can be ob-
tained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited,
24-25, Fenchurch Street, E.C. 3.

When in need of
Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

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BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogans Overseas
CAKE
Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

These one-inch spaces only \$1.25 per insertion if used each issue in the year.

BARRELS

(The best shipping package.) We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.

Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

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

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

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

SOCKEYE SALMON PACK LIGHT

In a telegram received from another of the largest packers on the Coast, the estimate made in CANADIAN GROCER relative to the pack a couple of weeks ago is confirmed. This packer wires as follows: "Sockeye run about over. Expect can deliver about 80 per cent halves, but only 10 per cent. talls. Pink salmon, Chums and White Spring halves and talls expect full delivery. Cohoes mostly yet to pack. Expect to deliver 75 per cent. halves and about 40 per cent. talls."

This estimate of the Sockeye pack is even a little less than had been first hoped for, and as this market has been in the habit of using talls principally, a limited distribution is all that will be possible. It looks as though the trade will have to turn to the cheaper grades of fish but it is thought this action should not mean any great hardship.

An advance in laundry starch of 1/4c per pound has been made, and corn syrup has also gone to higher levels—another 15c per case being added. The high price of corn and advanced freight rates are factors in this increase.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS

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

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

Every reader will see the ads in the Buyers' Market Guide.

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

GROCCERS & BUTCHERS

Buy the Best
FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, Ontario
"Canada Food Board License No. 7-078"

Order a space before they are all taken.

All these ads will have position on a live page each week containing reading matter.

Wanted

CLASSIFIED ADVERTISING

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

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

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1342, Montreal, Que.

AGENCIES WANTED FOR THE CITY OF Ottawa. By young man calling on Grocers and Hardware firms. Corn brooms or other supplies. A. Thompson, 14 Pansy Ave., Ottawa, Ont.

FOR SALE

CASH CARRIER SYSTEM — AIR LINE — seven stations; used four months; half price. Apply Box 420, Canadian Grocer.

BUSINESS CHANCES.

GENERAL STORE—BUSINESS OF THE LATE E. J. Planche, Cookshire, Quebec. Established over 35 years. Large business, wholesale and retail; groceries, hardware, boots and shoes; gentleman's furnishings; dry goods and furniture. Apply E. J. Planche & Co.

GROCERY BUSINESS AND STAND. Bargain for quick buyer. Box 425, Canadian Grocer.

GENERAL STORE IN A GOOD SECTION AND doing a good business. Stock about \$4,000 reduced to suit purchaser. Owner giving up business. Box 423, Canadian Grocer.

FIRST CLASS DRY GOODS AND GROCERY business. Health reason for selling. Full particulars. Apply Box 383, Boydell Place, Sault Ste. Marie, Ont.

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

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FIXTURES FOR SALE

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

HAZARD CASH CARRIER :FOUR STANDS (one American), half price. Box 426, Canadian Grocer.

FOR SALE

1 GROCER'S REFRIGERATOR, IN GOOD repair, 1 Bowser oil tank, 50 gal., 1 coffee mill, good as new, Philadelphia make, two 30 in. wheels, 2 Lawson cash carrier lines, 1 absolutely new ½ ton Maxwell delivery truck, covered, complete with electric starter, hasn't gone ten miles. Rehder & Co., Paris, Ontario.

GENERAL MERCHANDISE BUSINESS. Smart village, County Grey. Clean stock. About \$10,000. Store can be bought or rented. Reasons, poor health. Box 427, Canadian Grocer.

NEW FORD TON TRUCK IN PERFECT CON- dition, with or without self starter. Has runabout body complete. Platform 5½ x 8. Snap for quick sale. C. Southon & Son, Lakeport, Ontario.

VOL-PEEK

— a specialty that every housewife needs

Leaking pots are common in every home. Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek. Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal



READY MADE CUSTOMERS

Practically every woman who enters your store is a ready-made customer for Ioco Liquid Gloss and Household Lubricant. In every home there's a daily use for one or both of these evident necessities.

Ioco Liquid Gloss cleans and polishes finished surfaces of all kinds—restores the original lustre to furniture, pianos, hardwood floors, automobile and carriage bodies.

Household Lubricant—non-gumming and non-corrosive—is used for sewing machines, phonographs, typewriters, electric fans, bicycles, etc., wherever a light lubricating oil is needed. Used on bright metal surfaces, Household Lubricant prevents rust and tarnishing.

Stock these staples that bring repeat orders. Their quality is well-known—their uses are many and varied—they are backed by the well-known guarantee of our name.

Write us to-day for our attractive dealer proposition.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

TRADE MARK

NOTICE

Cost of Glass, Tin and Maple is increasing every day. Send your Jobber estimates of your fall and winter requirements for Small's Maple Goods and secure benefit of present prices, also carload rates, lake and rail

Small's

SMALL'S FOREST CREAM BUTTER in lithographed tins, and SYRUP in glass, have a clean, attractive appearance. No loss from leakage or fermentation. We are overcoming obstacle of high rate



of freight on these packages by shipping exclusive fourth class cars to all jobbing centers. Be the first to sell SMALL'S FOREST CREAM PURE QUEBEC SYRUP. It has a smack that lingers.



Above Represents Actual Size

Dozen costs \$2.40; Retails at 25c or 30c ea.

Ask your jobber also for Small's "Forest Cream," Pure Quebec Syrup. It has the true smack of the Maple Season