

**PAGES  
MISSING**

IN THIS ISSUE—A DISCUSSION OF THE RE-SALE PRICE, FROM [THE RETAILER'S STANDPOINT

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI.

PUBLICATION OFFICE: TORONTO, JUNE 8th, 1917

No. 23

## NO AFTER-GLOW



### The term, "Safety First"

has perhaps been somewhat overdone—the sentiment never can be. We have always been much more careless of human life on this side of the water than is the case in older countries. Statistics prove that we have a much greater proportion of deaths per population through improperly guarded Railway Crossings, Automobile Accidents, Fire, etc., than in the British Isles for instance. But lately there has been a change in public feeling, and anything tending to the lessening of accidents and the conservation of human life, gains ready attention, which is one of the reasons we suggest that you tell your customers just what the words

### "Chemically Self-Extinguishing"

mean on the outside of our "Silent 5" Match Boxes.

The sticks of all matches contained in these boxes have been dipped in a solution which renders them actually dead wood once the matches have been lighted and blown out, thereby reducing the danger of FIRE from used and glowing matches to the vanishing point.

ALWAYS HAVE GOOD STOCKS OF "EDDY'S SILENT 5'S" ON HAND.



Toronto Branch:

73-75 Wellington St.

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



## Hire this Salesman

Here is efficient help—always ready to make a sale—always courteously reminding your customers that they are possibly just out of O-CEDAR POLISH—and that here is the place to get it.

There is room in your store for this salesman.

### How To Get It

This floor display stand is free to you with an individual order, to Your Jobber, for \$100 (net) of O-Cedar Polish and Mops.

It is a very handsome piece of store furniture. It is made of metal; Circassian Walnut finish, and will hold a good stock of O-CEDAR. It is 45 in. high, 12 $\frac{3}{4}$  in. deep and 25 $\frac{1}{2}$  in. wide.

**Channell Chemical Co.**  
LIMITED

369 Sorauren Avenue.

TORONTO CANADA



## Give it the "Up Front" Location

This attractive O-Cedar Stand will pay you a big rent for the floor space it occupies. It will greatly increase your sales in

# O-Cedar Polish

You know how profitable this line is—you know how steadily it sells all the year round. You know that all you need to do is to let your customers know you have it—it is so well-known—it practically sells itself.

# SUMMER IS COMING!

That means your customers are going to be more particular about their shoes. A window display of these polishes occasionally has proven very profitable. Summer time is polish time—get your stock in without delay—it pays.



The Season's Leaders



Ask for Prices and Complete Catalog



### Top Notch

White kid and white leather cleaner.

### Albo

White round cake, canvas cleaner and whitener, in lacquered metal box (2 sizes).

### Bostonian Creams

Put up in all the popular colors and shades. Most perfect cleaner and polishing cream for the finest grade of colored kid and calf leathers.

### Cleanall

Cleans and freshens cloth top shoes, also silk and satin.

### White Heel

Instantly makes white, heels and edges. Will not crack or chip off. Will have a big sale this season.

### Quick White

(Liquid) makes dirty canvas shoes clean and white. A sponge in every package, so always ready to use.



## Get In Touch With Your Jobber Now

or write Whittemore Bros., Corp., Boston, Mass.

# BORDEN'S

## Every Summer Outing Calls for Borden's Milk Products

Remind your customers of the splendid suitability of these delicious milk products for camping, picnicking and every holiday outing trip.

Keeping milk supplies fresh is a big problem for summer cottagers. A supply of Borden's will overcome this difficulty. For Borden Milk Products are always fresh, sweet and delicious, no matter what the temperature.

Now is the proper time to begin featuring Borden's. Get in your stock to-day and prepare to secure your proper share of hot-weather profits. Here's our list:

- "Eagle Brand" Condensed Milk
- "Reindeer" Condensed Milk
- "St. Charles" Evaporated Milk
- "Jersey" Evaporated Milk
- "Reindeer" Coffee and "Reindeer" Cocoa.



# Borden Milk Co. Limited

"Leaders of Quality"  
Montreal

Branch Office:  
No. 2 Arcade Bldg., Vancouver



# Dealers Profit from Coffee- Satisfaction

Never has an American commodity so quickly won wide-awake Canadian dealers as has Royal Blend—the popular coffee from the U.S. Dealers have taken to it because of the large and easy profit to them, and because their customers find that Royal Blend Coffee enables them to serve the same coffee as is served by Canada's best hotels.

Order a case from any of the following importers:—

BELLEVILLE—J. E. Walmsley & Co.  
HAMILTON—James Turner & Co.  
KINGSTON—W. G. Craig & Co.  
LINDSAY—J. E. Adams & Co.  
LONDON—M. Masuret & Co.  
OTTAWA—H. N. Bate & Sons, Ltd.  
PETERBORO—Rishors Ltd.  
SUDBURY—D. L. McKinnon  
TORONTO—Groceries Ltd.



## NEW PRICE LIST

The  
Chisholm Milling Co.  
Limited

Toronto, Ont.

### Package Cereals

Order through your jobber.

	Price
Ralston's Wheat Food 18-1½s	\$3.60
" " " 9-1½s	1.90
Purina Whole Wheat Flour 10-5s	5.00

Freight prepaid, direct from factory in five case lots or upwards, to any regular railway or boat point in Ontario or Quebec.

The British and American Governments are strongly advocating whole wheat products. There is more nutriment and food value in wheat than any other cereals. Help the consumer by pushing the lines that comply with Government regulations.

Order through your jobber.

ALL PRICES SUBJECT TO  
CHANGE WITHOUT NOTICE



## FINEST CRYSTAL GELATINES

Powdered and Sheet

## FINE LEAF GELATINE

BRITISH MANUFACTURE

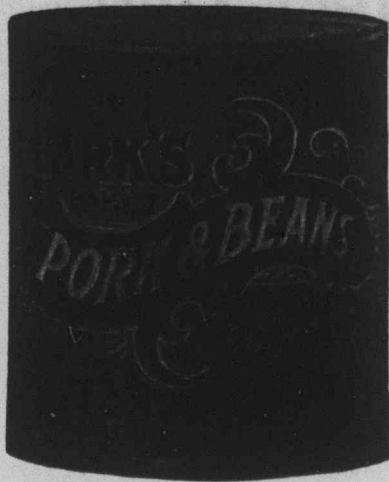
# GELATINES

OURY, MILLAR & CO.  
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.  
18 TORONTO ST., - TORONTO

# CLARK'S



The Beans Canadians like.

The Beans the best grocers sell.

THE QUALITY BEANS.

## PORK AND BEANS

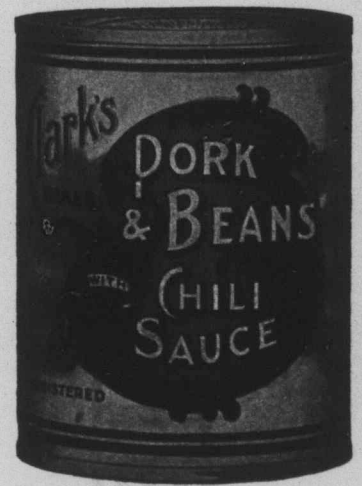
PLAIN, CHILI AND TOMATO SAUCE

are

READY SELLERS  
STEADY SELLERS

and

BUSINESS BUILDERS.



REPLENISH YOUR STOCK NOW.

W. CLARK LTD.

MONTREAL



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



# How Will Our Immense Advertising Campaign Affect You?



Mennen's Talcums—  
all with the original  
borated formula that  
has never been bet-  
tered — include a  
variety to satisfy  
every need.

There are few grocers to-day who are not real salesmen. An up-to-date dealer does not merely hand out only what his customers ask for, but, by studying the power of suggestion, he leads his customers to ask for this and for that, in addition to the staple lines.

Now, if you stop for a moment to consider, you will realize that almost every customer that enters your store is a user of some of Mennen's products, and, therefore, there is no reason why she should not buy them from you.

## MENNEN'S



Mennen's Shaving  
Cream, that is a  
leader in its line, will  
give your customers  
a new experience in  
shaving.

The Mennen advertising is so attractive and extensive that a display, on your counter or in your window, of the Mennen goods will link up with the advertising and bring you many sales and new customers. Three very attractive window trims have been prepared for you—one on the Talcum Powder; one on the Shaving Cream; and one combination. Any one or all of these will be shipped on request.

Canadian Agents:

**HAROLD F. RITCHIE & CO., LIMITED**

Toronto, Ontario

Mennen's Products are Made in Canada by

**G. MENNEN CHEMICAL COMPANY**

Montreal, Quebec

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

# Valuable Premiums for You

Send to-day for our complete list of big value premiums. See the unusual free gifts we are now giving away to dealers stocking the big 5c sellers—"Mintees," "Cintees," "Clovees," "Wintees" and "O-Pee-Chee Gum."

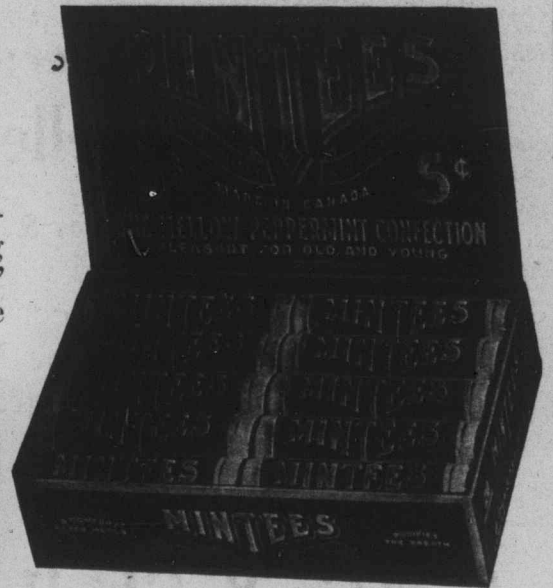
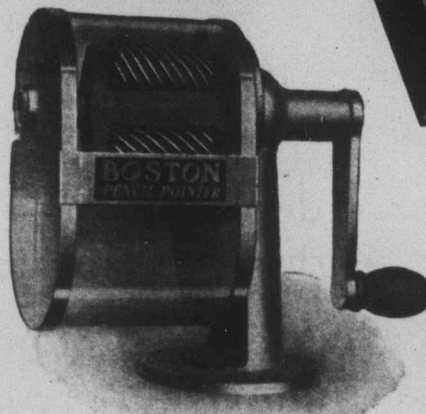


**Here are two of them**

This beautiful set of enamelware is given away with 14 boxes assorted O-Pee-Chee Chewing Gum and Mintees.

The BOSTON PENCIL POINTER—a dandy little counter fixture—will be sent you with an order of 12 boxes assorted. It's a trade attracter.

*Clip the coupon now and mail it to-day.*



**O-Pee-Chee Gum Co.**  
 Limited  
 LONDON CANADA

**CUT THIS CORNER OFF AND MAIL TO-DAY!**

O-Pee-Chee Gum Co., Ltd., London, Ont.

Ship Premium No. ....

Name of Jobber.....

Address of Jobber.....

Retailer sign here.....

Post Office .....

Station .....

Send Catalogue.....

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



Say to your customer:

**“Griffin & Skelley, madam”**

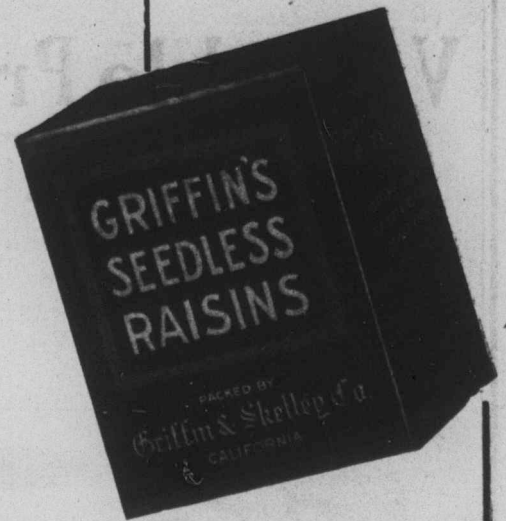
She knows that Griffin & Skelley's dried and canned fruits and vegetables are the very acme of quality; consequently she'll be quick to appreciate the delicate compliment you pay her in suggesting this high-grade brand.

Particularly is this true of

**Griffin & Skelley's “Seedless” Raisins**

This line is in good demand the entire year. You'll find it far more acceptable to your trade than any other raisin line you can suggest.

*Your jobber can supply you. Ask him.*



# JAPAN      TEAS

☛ Market is now open and we can quote prices for your grades.

☛ Place your order for import early and avoid higher freights and late deliveries.

☛ We have a large stock of good cup qualities from which we can supply your present requirements.

**KEARNEY BROS., LIMITED**

*Tea—IMPORTERS—Coffee*

**33 St. Peter Street**

**MONTREAL**

*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.*

### F. D. COCKBURN

Grocery Broker & Manufacturers' Agent  
We represent Pugsley, Dingman & Co., Ltd., John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.  
149 Notre Dame Avenue East, Winnipeg

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

### THE H. L. PERRY CO.

214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."  
Storage      Distributing      Forwarding



## Western Representation

We can give the manufacturer first-class representation, both WHOLESALE and RETAIL.

Our selling organization is Efficient—made up of strong, experienced men with good connections.

TRY US. WE CAN PRODUCE THE RESULTS YOU WANT.

## Scott-Bathgate Company, Ltd.

*Wholesale Grocery Brokers and Manufacturers' Agents*

149 Notre Dame East

**WINNIPEG**

*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 or abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

## WESTERN PROVINCES

### GEO. W. GRIFFITHS & COMPANY, LIMITED

Manufacturers Agents

Do you want the services of a live firm to sell your line in the West? Then write us.

402 Chambers of Commerce, Winnipeg

### G. B. Thompson & Co.

Wholesale Commission Broker and Manufacturers' Agent.

We can handle a few more good lines. Storage Warehouse and Transfer Track.

137. Bannatyne Ave. East, WINNIPEG  
Established 1898

### THE Robert Gillespie Co.

MALTESE CROSS BUILDING  
WINNIPEG

Importers, Brokers, Manfs. Agents,  
Grocery, Drug and Confectionery  
Specialties.

DISTRIBUTION & SERVICE  
from  
COAST to COAST.

### W. H. Escott Co. Limited

Manufacturers' Agents  
Wholesale Grocery Brokers

Winnipeg, - Manitoba

BRANCHES: Regina Saskatoon  
Calgary Edmonton

ESTABLISHED 1907

### 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

Kindly mention this paper when  
writing to advertisers.

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

## TO MANUFACTURERS AND SHIPPERS

If you want real live representation throughout Western Canada get in touch with us. We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and with our organization can guarantee you satisfactory results.

# Donald H. Bain Co.

HEAD OFFICE: WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton,  
Lethbridge, Vancouver.

We have good, live sales forces at each of the above points, with fully equipped offices and warehouses, and are in an unexcelled position to handle storage and consignments and to look after the distribution of cars.

# MANUFACTURERS AGENTS AND BROKERS' DIRECTORY

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

**The REGINA STORAGE & FORWARDING CO., Limited**  
Halifax and Sixth Avenue, REGINA, SASK.

WAREHOUSING                      CAR DISTRIBUTING                      COLD STORAGE

KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

## C. H. GRANT CO.

Wholesale Commission Brokers  
and Manufacturers' Agents  
508 Merchants Bank, Winnipeg  
We have several good accounts, but can  
give you results on yours.

Tell the Advertiser where you  
saw his Advertisement.

# EL ROI-TAN PERFECT CIGAR

Ask Us For  
**Wrapping  
Papers**

10,000 Rolls and Reams  
and

**Twines**

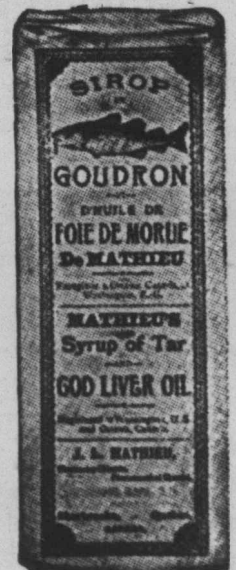
Very large assortment.

**Walter Woods & Co.**  
Hamilton and Winnipeg

You will find these two  
well worth featuring

A little display of *MATHIEU'S NERVINE POWDERS* and *MATHIEU'S SYRUP OF TAR AND COD LIVER OIL* in your show case or on your counter will win you much additional profit. Both can be honestly recommended for guaranteed goodness and quick results.

**J. L. Mathieu Co.**  
PROPRIETORS  
SHERBROOKE - QUEBEC





# 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.

## ONTARIO

### POTATOES in GOOD DEMAND

What have you to offer?  
Get in touch with us at once.

**WHITE & McCART, LIMITED**  
Fruit Brokers and Distributors  
TORONTO ONTARIO  
Phone Main 2319  
Reference: Dominion Bank, Toronto, Ont.

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

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

**Hamblin-Brereton Co., Limited**  
Wholesale Grocery and Confectionery Brokers  
KITCHENER WINNIPEG CALGARY

**COVERING PORCUPINE DISTRICT**  
Agent with headquarters in Timmins, calling on mines and retail trade, wants number of other lines to handle. On the job all the time.  
Address A. L., Box 85, Timmins, Ont

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

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

**W. H. Millman & Sons**  
TORONTO  
Wholesale Grocery Brokers

We have some California Raisins that we can offer at slightly lower price than can be imported.

**The HARRY HORNE CO.**  
Toronto, Can.  
BROKERS AND IMPORTERS  
Food Stuffs, Grocery Sundries, Drug Sundries and Confectionery

We carry stocks in our own Warehouse (when necessary).  
We employ a steady staff of salesmen (Get in touch with us)

**DRIED AND EVAPORATED APPLES.**  
Apple Waste and Chops, Specialties.  
**H. W. Ackerman**  
BELLEVILLE ONTARIO

OPEN FOR AGENCY FOR THE  
CITY OF OTTAWA  
Satisfaction Guaranteed.  
Best of References.  
**M. M. WALSH**  
310 BAY ST. OTTAWA

**This Space is Yours  
For \$2  
On Yearly Order**

## A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

## The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about The Farmer's Magazine in a special letter.

*N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.*

Published by

**The MacLean Publishing Co., Limited**  
143-153 University Avenue, Toronto, Ontario

**One Inch Space  
\$1.00 Per Issue  
on Yearly Order.**

# 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.

**QUEBEC**

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

*Buyers and Sellers of*  
**All Kinds of Grains and  
Seeds**  
**Denault Grain and Provision Co.  
LIMITED**  
**SHERBROOKE, P.Q.**



**DON'T  
STRIKE OFF**

That account because you have tried to collect it and failed. Let us see what we can do with it. If we fail to get the amount in you will not be placed under any obligation whatever, and our services will not cost you a cent. Does this appeal to you? Then send for particulars of our proposition.

Our organization is large—we can collect anywhere.

Jobbers, Wholesalers and Manufacturers, write for particulars of our free draft service.

**THE NAGLE MERCANTILE AGENCY**  
Westmount. Montreal, Que.

**OATS, PEAS, BEANS, ETC.**  
handled in any quantities to best advantage by  
**ELZEBERT TURGEON**  
Grain and Provision Broker  
**MONTREAL, P.Q. QUEBEC, P.Q.**  
Selling Agent for  
The Maple Leaf Milling Co., Ltd., Toronto

**QUEBEC'S RESPONSIBLE BROKERS**  
We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars.  
**BEANS AND CORN A SPECIALTY.**  
**ALFRED T. TANQUAY & COMPANY,**  
Commission Merchants and Brokers,  
91 DALHOUSIE ST. QUEBEC CITY

# KING GEORGE'S NAVY

**CHEWING  
TOBACCO**

pleases the veteran as well  
as the novice

The sweet, palatable goodness of this high-grade tobacco has popularized it with "chewers" young and old.

Dealers should always keep a little display working. A trial supply will more than prove the splendid selling value of KING GEORGE'S NAVY.

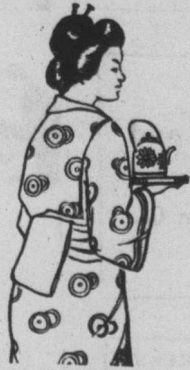
Get acquainted.  
Handled by the  
Wholesale  
Trade

**Rock City Tobacco Co., Ltd.**

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



# JAPAN TEA



The Japanese Government prohibits  
adulteration and coloring of Tea

Japan Tea produces, in the drawing, an infusion of a bright amber which is pleasing to the eye. It possesses wonderful strength and body, a delightful flavor and aroma never found in other teas.

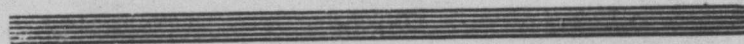
Grown, cured, packed and exported under the direct control of the Japan Tea Growers' Association, Japan Tea reaches you in all its natural purity and wholesomeness.

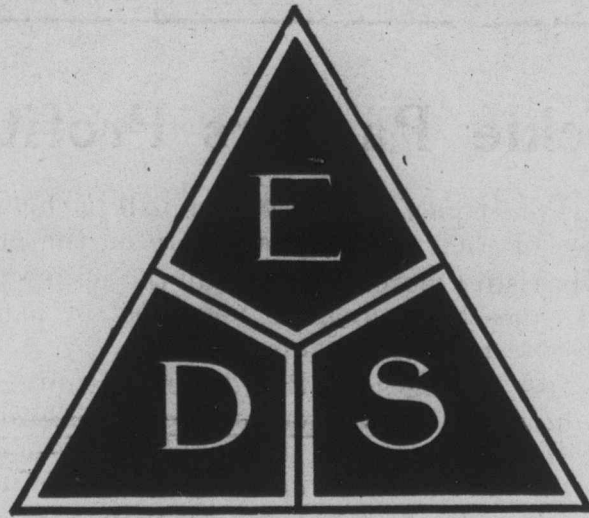
ON SALE AT ALL  
GROCERS

The steadily increasing demand for Japan Tea is convincing evidence of its splendid good qualities, qualities largely made known to the Canadian housewife through our persistent consumer advertising.

Why not give this line a try-out and see for yourself whether Japan Tea is worth featuring or not? We are confident if you sell it once your customers will ask for it again and again.

*Get a trial supply to-day.*





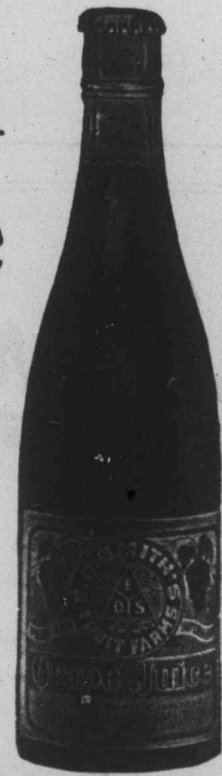
Grape Juice Weather is here.  
Turn it to good account by  
stocking and pushing

# E. D. Smith Grape Juice



The profit you get on every sale makes a little selling effort richly worth while. And the quality of this delicious Concord Product appeals to every customer in a way that assures steady repeats.

Get your people acquainted with E. D. Smith Grape Juice. Don't leave all this profitable business to the other fellow. Send to-day for a trial supply and see how it sells.



**E. D. Smith and Son, Limited**  
**WINONA, ONT.**

AGENTS: Newton A. Hill, Toronto; Wm. H. Dunn, Ltd., Montreal, East Ontario, Quebec, and Eastern Maritime Provinces; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B. C. Merchandise Brokerage Co., Vancouver, B.C.

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



## Pickle Packers Profits

as jam packers' profits, as meat packers' profits, as fish packers' profits are not alone based on the selling price of their product but more on the manufacturing cost.

Manufacturing cost is rising more rapidly than the selling price. To increase your profits on all lines at all times by decreasing your cost of manufacture can be successfully executed by the use of Anchor caps.

Anchor caps on all glass packages by their many advantages decrease the cost of production and increase the sales. They decrease the cost of product first because they are put on by machinery that is unequalled for speed and ease of operation. There is no breakage and because they are air and liquid-tight there is no mold and no leakers.

Anchor caps increase the sales first because of their very attractive appearance and second because when the package is opened the contents contain the same sweet flavor they had when first packed.

Do not hesitate but enquire immediately for full particulars.

### Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND  
GENERAL OFFICES



50 Doverscourt Road  
TORONTO, ONTARIO

## Furnivall's FINE FRUIT PURE JAM

Furnivall's fits the particular tastes and fancies of every one. Its price puts it within the reach of all and allows the dealer an excellent margin.

Are you well stocked?

**FURNIVALL-NEW, Limited**

Hamilton, Canada

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—Geo. Hodge & Son, 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. Saskatoon — Mowat & McGeachy. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

**Cleans**  
Scours  
and  
Polishes  
Baths  
Sinks  
and  
All  
Enamel  
Ware.



**Mr. Merchant:**



**Note the name and  
the package.**

**You will stock this line  
some time. Why not now?**

Manufactured by

**THE B & L MFG., CO. Ltd.**

**SHERBROOKE.**

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



Mark Twain used to say it was the "difference of opinion that made horse races."

It is this difference of opinion that creates the demand for the three brands of Catelli's Macaroni

**CATELLI'S**

**Catelli's Milk Macaroni**

is made with Milk and Semolina. "Hirondelle" or "L'Etoile" contains no milk. It is a difference of opinion as to which is the better.

*Handle all and please all your customers.*

*Every Wholesaler has Catelli's Brands: Milk or L'Etoile or Hirondelle*

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



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



## REGINA BAKING POWDER

is an active seller and a good profit-maker.

Made in 1-lb. tins only, to retail at 50c per lb. To sell it once is to sell it always.

Begin now.



**THE ROBERT GILLESPIE COMPANY**  
WINNIPEG, MAN.  
*Agents for Canada*

## The New Breakfast Food



# Dutch Tea Rusks

They are appetizing, wholesome, and nutritious, containing eggs and milk. Quickly prepared, and easily assimilated.

Packages are attractively labelled, and lend themselves to displays, both for store interior and the window.

Packed 36 15c packages to the case.

**The Robert Gillespie Co.**  
WINNIPEG, MAN.  
*Agents for Canada*

## Suppose Each One of Your Customers

was reminded of your name, telephone number, or special brands, practically every day in the year with a message something like this—



What would it be worth to you?

And reminded too at a time when she is thinking of her grocery wants.

Thousands of Grocers place an exceedingly high value on the advertising feature of printed *Star Egg Trays*.

It is simply another "profit-producing" feature of the *Star System*. One which produces dollars in new business at a cost of only a few cents per week. Booklet S-221 tells all about it. Ask for a copy.

**STAR EGG CARRIER &  
TRAY MFG. CO.**

1620 JAY ST., ROCHESTER, N. Y.

It's astonishing how quickly the demand for

# OCEAN BLUE

increases wherever introduced.


Customers who pride themselves on spotlessly white linen and lace continually recommend it to their friends who pass on the information to other particular people. It is really worth your while to have your store associated with Ocean Blue.

Order from your Wholesaler.

**HARGREAVES (CANADA), LTD.,**

The Gray Building, 24 & 26, Wellington St., W., Toronto. Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg. Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

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



**ENO'S  
"FRUIT SALT"**

is an efficient means of prevention in fever conditions. It is NOT a cure for FEVER, but by keeping the liver working, it prevents the accumulation of poison in the blood which, when allowed to continue unchecked, might develop into Fever.

Order a bottle TO-DAY from your dealer.

Prepared only by  
J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England.

Agents for Canada:  
Harold F. Ritchie & Co., Limited  
10 McCaul St., TORONTO

# The pleasant-to-take ounce of prevention

With warm weather comes fevers and liver disorders, etc., which if unchecked will result in serious illnesses. These may be prevented by the use of Eno's "Fruit Salt"—the pleasant, mild aperient which has won a world-wide reputation for itself in every civilized country.

Large grocers everywhere sell Eno's—What are you doing? Are you taking a hand in supplying the demand for this widely advertised article by letting the people know that you sell it?

**Don't stock—but sell it. Show it in your counter and window displays.**

**J. C. Eno, Limited, "Fruit Salt" Works**  
LONDON, ENGLAND

Agents for the Continent of America: Harold F. Ritchie & Co., Limited, 10-14 McCaul Street, Toronto

**A neat little  
seller  
for your  
window and  
counter  
displays**



The attractive appearance of the bottle, coupled with the tastefully designed label, offer you an effective selling combination that will not fail to pull you big results.

An unsurpassed quality and deliciousness have made **Queen QUALITY PICKLES** a decided favorite everywhere. Quality grocers find this line one of their very best profit-makers, because it is a certain repeater. You should get acquainted with it at once. Write for quotations.

**Taylor & Pringle Co., Limited**  
OWEN SOUND, ONTARIO

## Get This Handy Slicer

This illustration shows the J. B. Slicer in operation, slicing sandwiches. In addition to fresh bread it will slice green dried beef, hard dried beef, bologna, liver, salt pork, head cheese, pressed corned beef, boneless ham and Saratoga chips.



Slicer folds up when not in use.

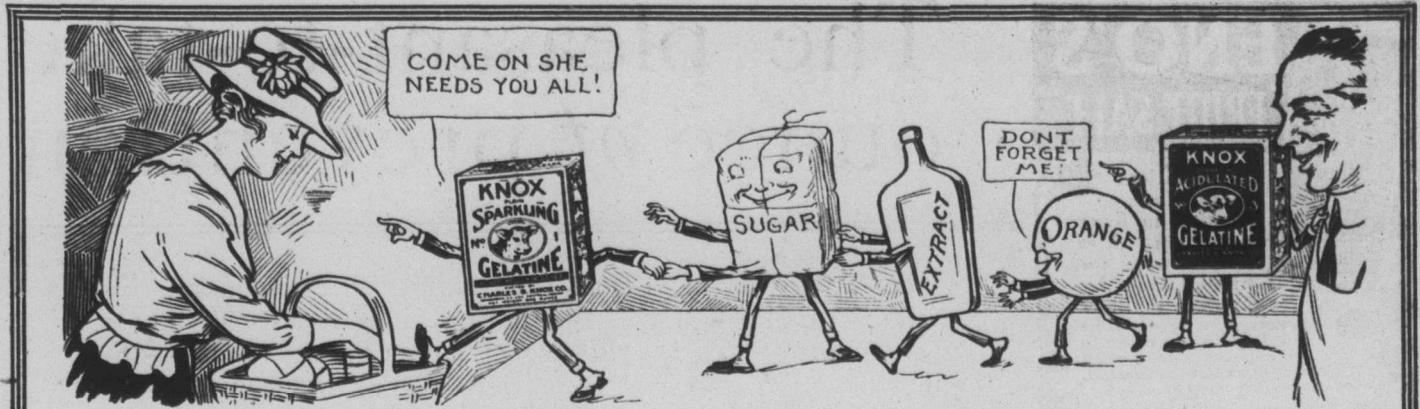
Knife is made of high-grade steel and hardened.

For full particulars write

**Jacobs Brothers**  
78 Warren St. New York, U.S.A.

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





## You Sell All These Articles When You Sell Knox Sparkling Gelatine

On account of **Knox Sparkling Gelatine** being unflavored, the grocer gets the sale of the flavoring that is used with it—fruit, extracts, nuts, canned tongue or chicken, etc., and besides making these other sales for you it

**PAYS YOU A GOOD PROFIT ON EVERY PACKAGE AT THE RETAIL PRICE OF 20 CENTS**

It's a fair price to the customer—each package makes four pints of jelly—pure, wholesome jelly at 5 cents a pint.

*"Make Knox Your Gelatine Leader"*

**Charles B. Knox Gelatine Company, Inc., Johnstown, N.Y.**

BRANCH FACTORY: MONTREAL, CANADA



## Count on Malcolm Milk Products for steady sales and good profits

Once your trade gets "wise" to the superior goodness of the Malcolm Line you will find no difficulty whatever in keeping up a steady run of daily "repeats."

The fact that Malcolm's are purely Canadian-made Milk Products is an additional reason why you should keep them always on display. Their goodness equals in every way the most widely advertised imported lines.

Order your supply now  
and prove what really  
good profits Malcolm's  
offer you.

**The Malcolm Condensing Company, Limited**

ST. GEORGE, ONT.

*The Only Canadian Milk Company*

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



# SELL PRESNAIL'S PATHFINDER CIGARS

## Do you require Fancy Dressed Poultry of any kind?

We'll fill your order promptly and satisfactorily.

Send us your orders for ROASTING CHICKENS, BOILING CHICKENS, DUCKS, GEESSE, TURKEYS. We stock nothing but the very best quality, the kind of goods that give unstinted satisfaction.

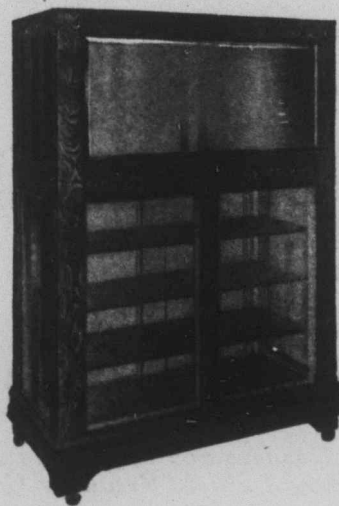
Let us quote you prices on Fresh Eggs and Creamery Butter. Call us up or write. Our service and our prices will surely interest you.

**C. A. Mann & Company**

Phone 1577

78 King St., London, Canada

## You'll get big dividends from this investment



The initial expense of installing a **Eureka Refrigerator** will be quickly repaid over and above by the money-making service it gives. The warm air flues across ceiling of cooling room connected with warm air flues at sides and ends is but one of the many exclusive features of the Eureka. Write for booklet.

**Eureka Refrigerator Company**

31 Brock Ave.

LIMITED

TORONTO

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





## The Royal Shield Brand is a brand of unimpeachable goodness

Jelly Powder, Flavoring Extracts, Tea, Coffee—every one of the Royal Shield Line is worthy of the very best recommendation the dealer can give.

The demand for Royal Shield Goods is ever increasing—a sure indication of their intrinsic merit. Get a trial supply from our head office (here illustrated) or from any of the branch houses listed below. Then

you'll be prepared to reap a bigger share of summer sales and lasting customer confidence.



*Royal Shield Products are always high grade*

## Campbell Bros. & Wilson, Limited

*Wholesale Grocers and Importers and Packers of Royal Shield Brand of Goods*

### W N N I P E G

**BRANCHES:** Campbell, Wilson & Horne. Ltd., Calgary, Lethbridge, Edmonton, Red Deer. Campbell, Wilson & Millar, Ltd., Saskatoon. Campbell, Wilson & Strathdee, Ltd., Regina, Swift Current.



**“is good tea”**

**You and all your customers know what brand it is.**

**Very easy to sell a brand of tea so universally known as “good tea”.**

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





# Keen's Oxford BLUE

The blue that "repeats"

Every sale of Keen's Oxford Blue means a satisfied customer, a good profit and a sure "come-back."

Keen's reputation for quality will swing sales to the grocer who constantly features this reliable Blue.

Get your stock out in front to-day.

CANADIAN AGENTS:

**Magor, Son and Company, Limited**

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

## Sell this Useful Pottery

*There's a big demand for it*

We illustrate here three of the many splendid lines in our big assortment of pottery. Note the neat margin of profit our prices afford you, while the utility and appearance of the articles ensure good business-building sales.

The Greater Production campaign will materially assist the dealer in disposing of his stock of this useful pottery. Our Sanitary Poultry Fountains are just the thing to capture the fancy of every poultry owner.

Write to-day for a complete list which includes butter crocks, preserve jars, mixing bowls, fruit jars, self-sealing jars, etc. See the profit-making certainty these lines offer you.

**The Toronto Pottery Company**  
LIMITED

617-8 Dominion Bank Bldg.

KING AND YONGE STS. - - TORONTO

**Tall Butter Jars**  
(Dark Glazed inside; Light and Dark or White Glazed Outside)

	Without Covers per doz.	Covered per doz.
1/4 gal. ... \$ .57		\$1.14
1/2 gal. ... .85		1.70
1 gal. ... 1.14		2.28
1 1/2 gal. ... 1.71		2.85
2 gal. ... 2.28		3.42
3 gal. ... 3.42		5.13
4 gal. ... 4.56		6.27
5 gal. ... 5.70		7.98
6 gal. ... 6.84		9.12



**Sanitary Poultry Fountains**

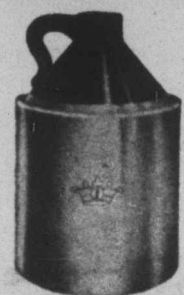
	Per 100
1/4 gallon .....	\$21.00
1/2 gallon .....	25.00
1 gallon .....	30.00
2 gallon .....	45.00

Circular Drinking Trough.



**Black Top Tested Shoulder Jugs**

	Per doz.
1/4 gal. Imperial ... \$ 1.02	
1/2 gal. Imperial ... 1.53	
1 gal. Imperial ... 2.04	
2 gal. Imperial ... 4.08	
3 gal. Imperial ... 6.12	
4 gal. Imperial ... 8.16	
5 gal. Imperial ... 10.20	



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

# CANADIAN GROCER

Vol. XXXI.

TORONTO, JUNE 8, 1917

No. 23

## Specializing on Display

A Bright and Attractive Store That is Made an Effective Setting for the Goods Displayed—Some Novel Ideas Noted—Selling the Customer Who Never Sees the Store—How Personality and Service Are Effective Business Getters.

**D**UNCAN BELL, of Ottawa, who owns one of the most attractive stores in that city of attractive stores grew up in the grocery trade, as it were. The grocery business has been part and parcel of his life almost since he was able to walk. It isn't many grocers who are able to look back in their grocery experience as far as the year 1865, yet that is the year in which Mr. Bell first associated himself with the trade. That was in the Old Country, and it was there he got an early and complete training. For some years past, however, he has been located in Ottawa, where he was associated with the Bryson and Graham stores, and later with Bate and Company. About two years ago he branched out for himself in Ottawa, on Bank street, a little east of Somerset.

To step out into a new business just at this time, required not a little courage, but that courage most unquestionably justified itself. In Mr. Bell's experience, and the business he has done has met his most sanguine hopes.

### The Personal Element in Drawing Trade

Of course, while the business was new, Mr. Bell was not a new figure in the trade. His association with other stores had earned him a wide circle of friends who have gathered around him in his new venture. People might have said that as his new store is far away from the scene of his former activities that he could not hope to draw any of that trade. That trade naturally tends to go to the store in its immediate neighborhood. As a general principle this is probably perfectly true, but Mr. Bell's

experience is an outstanding example of one of the exceptions. During his more than two years in business, he has had many good customers, who have never been inside his store, who very probably do not know where the store is, who do not live in his locality, yet who do all their business there. There is an illustration, that the personality of the grocer is an element and a most decided element in business. Remember, this is not trade that has been in any way solicited. Mr. Bell is one of those who champions the opinion that he does not have to beg for business. He never telephones a customer, save in some very rare instance; all this business has come unsolicited. Despite this fact, this telephone business is no small part of the business of the store, and it is a business that is only encouraged by the simple



Exterior of the Duncan Bell & Co. store, Bank Street, Ottawa, showing fine display windows.





Interior of the Duncan Bell & Co. store, Ottawa. Note the effective counter displays used as a selling argument.

item of service, by a courteous treatment and a scrupulous care to see that the goods that are sold are sent out just as they were represented when the sale was made, and that the quality of the goods generally and the care in handling is all that could possibly be desired.

#### An Attractive Store As a Selling Agency

In this sort of selling, the sales are made without the assistance of one of Mr. Bell's greatest assets. The appearance of the store itself is one of the greatest selling forces that could well be imagined. Facing on Bank street with two large show windows, it has also two exceptionally large windows on the side street that go back almost the depth of the store. This gives a store that even in the dullest weather is bright as day, and where manifestly no speck of dust or dirt could possibly find refuge. That in itself is an unusually effective selling argument. Attractive surroundings that advertise their immaculate cleanliness are one of the most effective business arguments yet devised, and that argument is present in full force in this store.

#### Display As a Selling Factor

There is, too, the matter of equipment. As will be seen by our illustrations, that but poorly illustrate the attractive appearance of the store, many of the modern appliances for the display and sale of goods are here to be found.

That brings us to one of the chief

items of the creed of the store, selling by display. Mr. Bell and his clerks are fully alive to the selling force of display and the effective material they have to work on. Every shelf is arranged to display without crowding or confusion the goods of the store stock. To get a talking point, however, it is well to get the goods off the shelves and nearer to the customer. Therefore, there is the counter display that is changed at regular intervals, so that the display may not lose its appeal to the customer visiting the store. Our photo shows only one small section of the store, yet it is sufficient to emphasize that fact; the orderly array of goods displayed on the counter where the customer can pick them up and examine them. Other novel display ideas, such as the large glass punch bowl at the end of the counter, a most effective method of displaying some bulk goods. This same system of display is carried out in every department of the store. Goods are made to put their best foot foremost, and goods so displayed are already half sold.

In speaking of the display force of the store, the windows cannot be overlooked. The first photograph will give a very good idea of the great depth of the front display windows. This corner window especially lends itself to attractive window dressing, and Mr. Bell and his clerks have not failed to take advantage of this opportunity, and with one accord they

acknowledge that the window display is one of the best selling arguments that they have. No one can pass along Bank street without their eye being caught by these window displays. Moreover, the deep windows have another great advantage in that they afford display space not only outwards, but also inwards. This is still another factor of the interior display that we have noted. Fruit and similar commodities, instead of being indiscriminately distributed about the floor, as is the case in so many stores, is actually displayed more or less on the same general plan as the window display. This lends to the store a continually bright and pleasing aspect. Moreover, an effort is made to maintain this appearance. Deliveries are kept carefully away from the main part of the store. Deliveries are made through the side-entrance, so this object is readily achieved, and as a result there is nothing to detract from the orderly appearance which is one of the most outstanding features of this attractive store.

#### MEAT RULES FOR BRITISH

The British Food Controller has issued an elaborate order regulating the sale and prices of meat, including live animals. The order prohibits speculative resales, eliminates jobbing transactions, and stipulates what profits shall be permitted to retailers above the cost of the carcasses.

# What About the Re-Sale Price?

Do You Believe in the Idea or Not?—Do You Favor the Terms of the Knowles Bill, Making All Setting of Standard Price a Misdemeanor—A Discussion of All Sides of the Question.

**T**HE question of price maintenance is one on which there is a vast diversity of opinion. It is a system that has produced friends or enemies, but no neutrals. It is a question of vital interest brought forcibly to the attention of the public of recent date owing to the Bill introduced into the Dominion House by a certain Mr. Knowles, of Moose Jaw. Mr. Knowles sees only one side of the question, and goes after it in a forthright spirit that possibly does more credit to his enthusiasm than to his understanding. However that may be, his activities have crystallized public opinion on this matter that is of such moment to the trade. What then is the public opinion on the matter?

Has the manufacturer the right to set a price at which the product he manufactures can be sold? And if he can so set a price, and maintain it by every means in his power, is this action for the benefit of the retailer or otherwise?

Probably the best authority on this vexed subject is the retailer himself. For that reason the CANADIAN GROCER has canvassed a number of the trade for their opinion on this important point.

Strange to relate, the answers to this enquiry shows a fairly even division of opinion between those who are assured of the actual advantage of a set price, and those who are opposed to any system of this nature.

Let us deal first with the upholders of the system and their arguments.

## Resale Price Protects Retailer and Consumer

Charles Duff, of the Duff Stores, Ltd., Hamilton, is a staunch upholder of the rights of the manufacturer to set prices. He finds that the fixed price usually gives a fair price to the retailer, is seldom, if ever, oppressive to the consumer, and is a preventative against price cutting. The setting of a resale price would, in Mr. Duff's opinion, be fair to the consumer and would put all retailers on the same footing, which Mr. Duff believes is a thing to be desired. "Goods that have a set price assure the retailer enough to pay expenses, and probably enough to live on, never more. On the other hand, very many lines without a set price become "cut" by small houses, department stores, chain stores, bargain stores, till there is less in it than in selling postage stamps."

## Manufacturer Has Right to Protect His Profit

Appended to these replies is Mr. Duff's general defence of the whole set price idea. This defence is such an effective setting of the argument that we print it here in full:

"The manufacturer certainly has the

right to determine the price at which his goods shall be sold at retail—providing he is himself the retailer. No one will dispute this statement. He may vary his selling price from time to time, due it may be, to competition or market changes, or other causes, but if he himself retails what he produces, he has the undoubted right to fix the price.

"If he chooses to do so, he has the undoubted right to supply the articles he manufactures to his neighbor retailers, and here again, as in the former case, he has the undoubted right to fix the prices and terms upon which he will supply said retailers. These may be quantity prices, may be a discount from his retailing prices, or they may be prices made on any other basis.

"He has the undoubted right to select the persons to whom he will sell his product, either retail or for selling over again, and to limit his selling in either case to any person or number of persons he chooses and to cease supplying any one or any number as he may choose, and for any reason or for no reason. This is a free country.

"Providing his manufactures are sold under his distinctive brand, trade mark, or are generally known as of his manufacture, or by his name, it follows of necessity in the course of time that such manufactures have an added value to the manufacturer of them, by reason of such brand, trade mark, or name. This value of brand, trade mark, or business name may be the most intangible of all values, still it is real and is everywhere recognized.

"It follows, therefore, that when the manufacturer sells his goods for re-sale under his brand, trade mark, or name, the value he sells does not entirely consist in the tangible goods transferred, but partly in the intangible brand under which they are to be sold again. But the value of the brand to the manufacturer is not transferred, cannot be transferred, and further, the value to the manufacturer that inheres in the brand, is still the inalienable right and property of the manufacturer, even though the goods are sold and paid for. The purchaser has the right to resell the goods under the brand inasmuch as they are his own, but he has no right to injure the value to the manufacturer that inheres in the brand, by any statement made or implied, or by any course of business that has the same effect. One may not vilify or assail his neighbor's good name or reputation without being liable for slander. So to injure the manufacturer's value in his brand is slander in another realm. Hence, he has the moral right to protect his property in the brand, whether he owns the goods or not, and altogether, apart

from whether the law of the land will sustain his right or otherwise.

"In the exercise of his right to protect his property in his brand, the manufacturer may find it necessary to adopt means to prevent the price for goods sold under his brand being cut. Such price cutting may become a serious injury to the value of his brand.

"In our opinion, arrived at on the foregoing line of reasoning, the proposed legislation would deprive the manufacturer of legal defence of his unquestioned moral right."

## A Qualified Endorsement

Dillon Bros., of Halifax, N.S., give a provisional endorsement. They are in favor of a set price, if such price gives the retailer a proper margin, and is fair value to the consumer. In each case there should be a quantity price.

"We think there should be a quantity price on all goods of standard manufacture, both to the retailer and consumer. For instance, a retailer who can buy 10 to 25 cases of any article should get a better price than the one who only buys one case at a time. Or a consumer who buys a dozen or two dozen of an article should get a better price than the consumer who only buys one package or article at a time."

The reason given by Mr. Dillon for this championing of the set price is that it: "Overcomes CUT prices; guarantees the consumer fair value for money spent; increases the public confidence in the retail trade, resulting in the public spending more money in the home town."

Mr. Dillon also gives it as his opinion that this set price is a protection against the mail order house, because it has been the practice for these houses to use standard priced articles as bait, thus leading the local consumer to believe that the retailer is overcharging them. Such a system is of advantage to the retailer because it makes a competition in service and cleanliness, rather than in quality and prices.

"The laboring class sets a price for their labor," he continues, "the doctor sets a price for his attendance, and so it becomes a question of the best laborer, best doctor, etc. The same applies equally well to the retail trade—it becomes a question of service rendered, cleanest store, most polite and obliging clerks, and quickest service."

Paul Cadieux, Lefavre, Ont., states the reason for favoring the system that "it avoids price cutting."

## Protection Against Mail Order Competition

A Giovetti, of Sherbrooke, Que., gets down to cases. He believes in a maintained price because "plenty of goods the mail order houses sell for 3 for 25c,



cost the retailer 95c. to \$1 per doz. A set price would give all a living profit, because the mail order houses would not then be able to pay express on goods and still undersell us at our very doors."

From Fort William, Ont., A. A. Black, also answers in favor of the set price: "It means that the retailer gets a living profit," he urges, "otherwise nine time out of ten he sells goods at a loss."

"Moreover," he continues, "manufacturers who have a set price on their goods know that they must depend on the retailer to sell their goods. They must make a price on their goods that will give them a profit, and they must see to it that he makes a profit, too. They know that if the retailer does not get a fair profit he will most certainly not push the manufacturer's lines. Of course, this all helps in the struggle against the mail order houses who have not the same chance to cut prices."

H. Stanbridge, of Horizon, Sask., that the setting of a standard price, assures the merchant a reasonable profit and protects him against price cutting. Mr. Stanbridge also instances several lines wherein a set price has worked out satisfactorily for all concerned, and he believes that there is every evidence to prove that conditions would be equally successful with other lines.

That the non set price gives the big buyer an unjustifiable advantage, was another of his contentions. "I believe in a set price," he states, "because some concerns can buy factory outputs and so sell cheaper than the retailer can buy from the manufacturer."

M. E. Hugnagel, Asor, Sask., bases his whole argument on the fact that the standard price is a protection for the retailer.

#### Mr. Knowles' Bill Would Intensify Price Cutting Evil

The evils that might follow the passage of the Knowles Bill are very apparent to W. R. Brodie, of Empress, Alta. The set price has a tendency, he believes, to stop all price cutting between jobbers and also between retailers, where as the passage of the bill to make any set price illegal would leave the way open for a very opposite effect, and would tend to start price cutting in many jobbing houses as well as retail stores.

From British Columbia, the Rock Creek Trading Co., Rock Creek, comes this emphatic statement in defence of the system: "It ensures a reasonable margin, avoids unfair price cutting, upholds quality, and the customers know what they are paying for and what they are getting."

#### Set Price Would Tend to Localize Trade to the Trade's Advantage

Here is rather a new idea on the question propounded by F. W. Bayliss, of the Hollywood Grocery, Victoria, B.C. Under the system of set prices there would be less failures, as the retailer would have a living profit, and the stores could do more in their own locality with less expense. They would not have to go all over to get business, the public knowing they could do as well in one place as an-

other, would not drift all over looking for bargains. And consequently the grocer's district could be materially limited, with the happy effect of considerably reducing his cost of doing business.

C. S. Spence, of the Fernie Co-operative Co., believes that the set price should not refer to one class only.

"If the wholesale prices are set, the price to the consumer should also be set.

"The jobber can place the manufacturer's goods on the market as cheap as the manufacturer can, and make a fair profit in doing so."

#### Enter the Opposition

Having gone thus far the reader will doubtless be of the opinion that this isn't an argument at all, that the "Ayes" have it, hands down. Friends, we have been keeping the loud-voiced "Nays" for the last, but they will now prove to you that there are every bit as enthusiastic holders of the opposite viewpoint, as there were champions for the affirmative.

#### Set Price Shows Too Small Profit for Credit Business

Here, for instance, is an argument based on conditions prevailing in the middle West. The firm is Weiner & Gibbs, Dy-sart, Sask. They write: "We are situated in a district where business is transacted on a credit basis. The set price in question, in many instances, showed so small a margin of profit that it might not cover the interest on what it costs us to do business. The farmers are running their accounts for a period of six months and sometimes longer. In our opinion, the setting of standard prices would not be for the benefit of the retailer. It might be practical where a strictly cash business was done. But we are doing 50 per cent. of credit business, and it would not be a good thing for us."

#### Urges That Composition of Every Article be Guaranteed

Here is an interesting letter from D. A. Mackenzie, of Souris, Man., that suggests a novel way of meeting the mail order difficulty:—

"I am of the opinion," says Mr. Mackenzie, "that the law should be tried out, and further that they should make a law compelling every house, whether mail order or not, to state exactly what each article is. For instance, goods bought by the yard should be stamped just what they are made of; it should be stated just what percentage wool and cotton, etc., it contains. A suit of clothes bought by any man should have a table of guarantee 50 per cent. wool and 50 per cent. cotton, or whatever it may happen to be, no matter what the article may happen to be, the manufacturer should be compelled by law to stamp his goods in such a manner that the buying public will know exactly what they are getting.

"The mail order houses, in many cases, advertise their goods in such an active manner that is very misleading to the general buying public. But if these houses were compelled to state in their advertisements exactly the quality they were advertising, it would be a great

benefit not only to the merchant, but to the general buying public.

"There is no mail order house in Canada that can sell groceries of the same quality any more reasonably than a grocer in your own home town. Take your own city, for instance; if the mail order houses in your city were such price cutters, there would be no need for the thousands of corner grocery stores. But the consumer knows that outside of a few special bargain days, the local grocery store is the most reliable, and gets the quality business. While I do not handle dry goods myself, I believe that most of the larger stores use groceries, not as a profit, but merely as an advertising medium. In my opinion, all goods that are controlled by selling agreements are more of a help to the jobber and manufacturer than they are to the merchant. You only have to glance at the financial statements of these combines to have this verified."

Consider the opinion of W. H. Reid, manager of the grocery department of Christie Grant, Ltd., Winnipeg. Here is as emphatic an argument against the maintained price as any that were urged in its favor.

"I am not in favor of the manufacturer setting a selling price for his goods either to the retailer or the consumer. Such arrangements hinder freedom of trade and enhance prices. The set price does not help the retailer against the mail order house, because it prevents him meeting conditions as they arise."

#### Set Price Destroys Competition

"The chief argument against setting a selling price to the retailer and consumer is that it destroys competition in price. Competition is the life of trade. It's only in a few instances that it has not resulted in advancing prices to the consumers. It hampers the output of the retailer who has opportunities to turn over large quantities of a particular commodity, and could not do so at a good profit to himself at a lower price than the set price. It provides an undeserved protection for the dealers whose opportunities to handle and activities in handling a certain commodity are negligible. It affords a shelter oftentimes difficult to locate for the unscrupulous dealers."

#### Urges Co-operative Buying

M. Chambers, of Chambers & Co., takes a broad viewpoint on the situation. "Let the retailers," says Mr. Chambers, "set their own prices, and the public is better satisfied. If the retailers consolidate and buy together, they can buy as cheaply as mail order houses and can meet their prices. Otherwise, on the whole, it is very few lines the mail order houses cannot break prices on. Public opinion, as a rule, favors freedom of trade as against restrictions, and set prices are against that."

T. Rogers, of Sirdar, B.C., favors a set price to the retailer on the ground that it would put the small dealer on the same basis as the large buyer. Exactly the opposite opinion you will note from that of Mr. Dillon, of Halifax, quoted earlier in this article. Setting a price to

(Continued on page 34)

# Has Small Town Problem Been Solved?

Here is One in the Middle West That Has Become Converted to the Gospel of a Municipal Golden Rule Which Gives Fair Promise of Permanent Salvation.

By J. W. F. Lawrence

**Editor's Note.**—The problems of the small town are very vital problems, and they differ very little with the difference of location. The jealousy and rivalry and self-interest, are as much a part of the life of the town in the Prairie Provinces of Canada, as they are of the plains of Kansas. Therefore, we reprint this story.

Can the Golden Rule be used in Business? Can it not only be used, but used successfully. This is the account of some such system put into actual operation. It is well worth the consideration of every merchant.

We are indebted to "The Nation's Business" for permission to reprint this story, that first appeared in the columns of that magazine:—

**T**HE slimy trail of the trade feud is no longer to be found in or around Ottawa, Kansas. This does not mean that Ottawa has beat the rest of the country to a millennium or that you can't see the dust of conflict hovering over the town as you approach it. They still get lots of good, healthy exercise out of their scraps in Ottawa, which they would sadly miss if they ever attained to a state of perfected peace. But what it does mean is that Ottawa, along with a rapidly increasing number of other towns in the Middle West, has awakened to the fact that the Goose that Laid the Golden Egg never was in it, as a prosperity maker, with the Golden Rule.

Trenton, Missouri, claims the credit of starting the idea. No one can blame Trenton for being a little jealous over the fact because it begins to look as if it has begun the gospel through which our smaller towns are to be born again. Ottawa became converted, as did Paola, Iola, Osawatomie, Chanute, Olathe, and many other towns in Kansas and its neighboring states. Each added variations of its own to the general scheme. Our story deals specifically with the Ottawa Idea, and what it did for the town that adopted it.

The easiest way to define the thing is to tell what it does! The *Idea* is being worked out at Ottawa by the Ottawa Chamber of Commerce, which differs from the ordinary Chamber of Commerce in that it recruits its membership not only from the business men of the town but also from the ranks of all the farmers within a radius of twenty miles of Ottawa. The uniting of these two ordinarily more or less hostile elements into a single body, convinced that its members have their vital interests in common and not apart, has made possible certain extraordinary results: It has done away with cut-throat, unintelligent competition

among Ottawa merchants; and it has made the interests and opinions of neighboring farmers a dynamic factor in all those questions of town policy that clearly affect farmers. It has made the farmer a citizen of Ottawa in all matters that concern him it sees to it that he shall be heard, and that his wishes are at all times duly considered. Virtually it has brought the farmers and their land within the city limits; and it has thus shot the population of Ottawa from ten thousand up to twenty thousand. Since the town and the farmer are mutually dependent, the importance of all this is obvious.

The elimination of strife which the idea has effected among the business men is not the result of high flown sentiment but of horse sense; for the Chamber of Commerce is actively educating itself and all Ottawa to the notion that farmers and business men have interests which are in the long run identical; and that the same is true of the relations of business men among themselves and of farmers among themselves; and that the sane

money, and in all probability nothing short of an expensive litigation would have helped his case. But he took the matter up with the Chamber of Commerce through the attorney whom the Chamber employs to give advice to farmers who are in legal difficulties. The Chamber crooked a finger in the direction of the telephone company, and next day the farmer's fence was fixed.

Here is another: The word went forth recently that a certain grocer down the street had failed. C. L. Jones, a merchant, who is one of the most energetic boosters of the Idea in Ottawa, went to the man's store and found it in the hands of a receiver. He went to the man's house and found the family in tears; but the man wasn't there. He sought further, and at last found his man in the back of the store, over in a corner, trying to hold himself together—a wreck of a man. He owed \$3,500 to a local bank; and so far as his ability to pay it back was concerned, it might as well have been a million.



Before the regeneration it was no sin for the farmer and storekeeper to defraud each other.

thing to do is to get together on the basis of that common interest.

Here is an example of the way the thing works out: One day a storm blew down some telephone poles across a farmer's fence and broke the fence. The farmer complained. The telephone company promptly fixed the poles, but left the fence as it was. The farmer had no

"Sit down there," said Jones, "till I get back."

Forthwith he telephoned or sent word to all the business men he could reach. He told them to meet him at once; but he didn't say what for. This was at four o'clock on a Saturday afternoon, about the busiest hour of the week; but a hundred of them came—because that's a part



of the Idea. He put it up to them; and every man there went down into his pockets. They made up \$3,500 between them, on the understanding that they were advancing the loan at their own risk, and that none of them would expect his money back if the man should again fail in spite of their help. They turned over the money; and thereafter they saw to it that the store got a certain amount of trade from each of them. To-day he has one of the most prosperous groceries in town.

In this connection note two things: first, that the Idea saved Ottawa a business failure—which would have been bad for the town in every way. Secondly, that if anyone in an average town wants to know how easy it is to get a hundred busy merchants to drop work on a Saturday afternoon for no assigned reason, all he needs to do is to go to some town the size of Ottawa and try it.

Now there is nothing new about this

Ottawa Idea ever becoming a mere anaemic theory in applied economics. Good leadership, combined with the Idea, can make any town right.

One reason why an enterprise like the Ottawa Idea is worth writing about is that it is just as big a thing as the community problem in America. In the main, one town's problem is like that of another; and town after town is, like Ottawa, finding its answer in a common-sense application of the thing that is now making Ottawa over. It hasn't made Ottawa over yet; but if it shall even approximate that result in this and other towns, it would seem that the movement typified in the Ottawa Idea is one of the biggest and most constructive and hopeful things in American life to-day. Certainly it is spreading in one form or another throughout the American business world.

A business fight in Ottawa has become a process for the equitable ad-

has seemed to offer, not peace but a sword. But modern business has begun to stand four-square in the path and let it come; and when it comes it makes things over.

The situation of Ottawa is typical of that of many another town that could work the big Idea to a turn. Ottawa is a hump on the otherwise undisturbed surface of some of the finest prairie farmland in eastern Kansas. It is the hub of a big agricultural wheel. The wheel wouldn't amount to much without its hub; and the hub wouldn't be a hub if it didn't have its wheel. The spokes are good roads that reach out twenty miles in all directions.

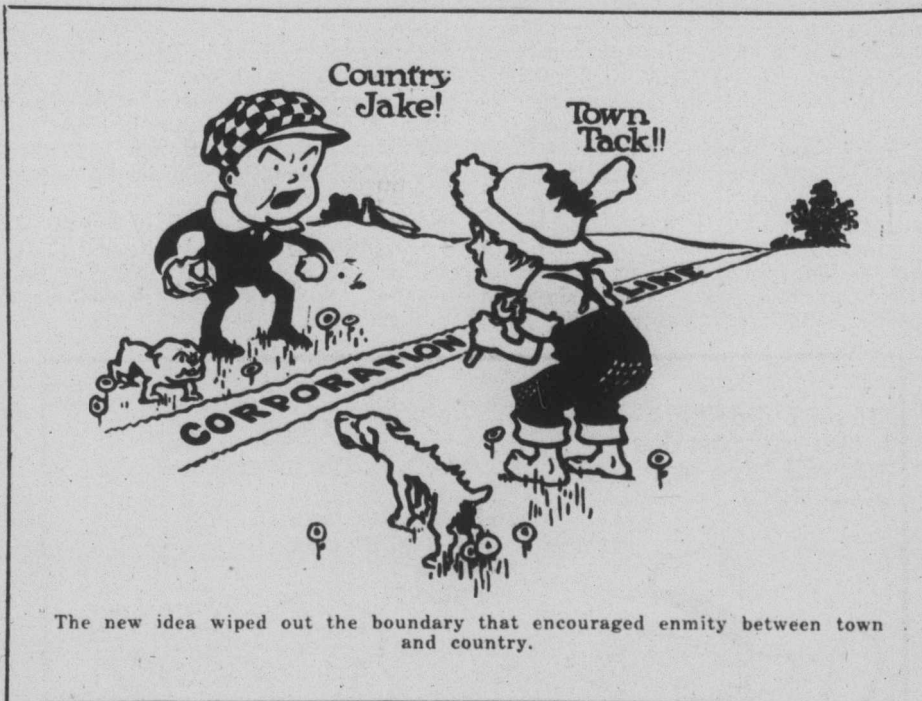
In the days before the Idea had begun to work, when Ottawa was merely a town instead of a hub, the farmers used to come in over bad roads—when they had to, cursing Ottawa, and wishing they were nearer Kansas City. And when they had gotten past roads and into Ottawa they kept an eye on the merchants while they did business with him; for they had a notion that the problem of getting past was not wholly confined to the process of reaching town. Sometimes the notion was right and sometimes it wasn't; but the suspicion and hostility were there, on both sides,—just as they are in most towns.

Nor was this state of affairs confined to amenities between the farmers and merchants. The merchants, as has already been indicated, watched each other. They devoted time, brains and money to the problem of walking around each other—which is like trying to raise yourself by your bootstraps. Every man had his knife out, not so much because he wanted to hurt anyone as because he was afraid someone would hurt him. And so it was that he watched the suspicious farmer with one eye, and his "loathed but esteemed contemporary" with the other, and picked up his living on the side when there was a chance.

If John Jones got into a trade war with his rival across the street they had it out, conducted a first-class business feud, didn't speak for years when they met on the street, and undersold each other and depressed prices on their goods till neither they nor anyone else in the same business in the town could make a decent profit.

And if in the end, Jones got pushed off the commercial map, "So much the better," said the onlookers; "those of us who are left will have more."

Such a theory is exactly as false and short-sighted as was the fear that labor first had of machinery. One machine would do the work of ten men. Ergo, the other nine will be thrown out of work. Of course the fact is that production was so cheapened and increased that demand multiplied; so that instead of the other nine men being called back, hundreds, thousands even, hardly sufficed. It was a kind of economic miracle of loaves and fishes. It was just another illustration of this vital principle of community life which is beginning to sweep the country.



notion of community interest being identical with the interests of the individual. It is the ABC of sound economics. But it has nevertheless failed in many a good town; and it is meeting with varying degrees of success in the other towns which, like Ottawa, are trying it out. One reason why it is succeeding so well in Ottawa is probably to be found in the fact of adequate leadership. That is what most community development generally comes down to.

The work is being done by nine picked men who form the executive board of the Chamber of Commerce. They command the confidence of the community; and their word is law simply because success has always followed at their heels like a well-trained hound. In most towns men of that type are "too busy"; but in Ottawa they couldn't give "No" for an answer simply because the town wouldn't stand for it. The right sort of leadership is the best possible insurance against the

justment of differences, instead of being a breeding ground for what the Litany tersely summarizes as "envy, hatred and malice, and all uncharitableness." The new idea in business has reversed the old idea of what the other fellow wants to do. It abides in the faith that the other fellow wants to do right. It is willing to wager the commercial prosperity of the whole country—and ultimately of the whole world—on the notion that the overwhelming majority of men want decency and fair play in business, coming and going and on both sides of the fence.

Jesus Christ laid the foundation of all this two thousand years ago; but the prescription didn't appeal to His short-sighted generation. Since His time the Idea has come thundering down the ages at such a rate that most of mankind have had to do some lively sidestepping to avoid it. Most people have always been more or less afraid of it. It

WHEN Ottawa decided it wanted a Chamber of Commerce to carry on the Ottawa Idea, it sent up to Chicago for one George S. Irving. He calls himself a "town doctor" and Ottawa thinks he has a right to that degree. He is a sort of business Billy Sunday. He descended on Ottawa with a thousand or so buttons in a suit case and the rest of it in his head.

A button admitted the buyer of it to the lecture Irving was to give. The buttons sold at a low price, and the proceeds from the sale compensated Irving fairly for his work. He lectured on a Monday to a record-breaking crowd; for a band of ringleaders had gone out into the highways and hedges and made them come. The lecture was a hummer. Tuesday Irving spent laying his mines and digging his trenches. Wednesday night there was a banquet, with four hundred present. At the end of the banquet Irving made another hair-raising talk, and then called for eighty volunteers who were to make forty teams of two men each, and go through the town with a fine-tooth comb and a minnow net soliciting members for the new Chamber of Commerce.

He got his eighty, and could have had a hundred as easily. Then he lined them up in a row back of the tables, and taking a list of names of possible members, selected from the city directory, he called one name after another. As he reached each name, a team would signify that it would take that one—and so it went till the list was exhausted.

Thursday morning the teams gathered and Irving after a final talk, told them to go to it. They scattered like a pack of hounds, and swept the town. Before long results became evident. The streets were crowded with people; farmers flocked in from all directions; and as the figures grew the excitement and enthusiasm fairly boiled over. Men who had been luke-warm came in to help the thing along; and some bought several memberships instead of one. Not such a small matter either when you consider that a three-year membership costs six dollars.

The sale continued long after Irving left town; and the campaign is still on. The work now being conducted in the country is expected to bring in a thousand farmers. That will mean an income of \$12,000 a year for the Chamber for the next three years;—and substantial things can be done with that much money.

The problems of a Chamber of Commerce that is trying to carry out this ideal naturally vary from day to day; for the conditions are complex and not always easy to deal with. For example, the attorney who handled the difficulty of the farmer with a broken fence, was appointed by the Chamber in order that the farmers of the neighborhood might have the benefit of free legal advice. This doesn't mean free service in case of litigation, but rather counsel that puts them right in difficulties which farmers are particularly prone to get into. When it was first decided by the Chamber of Commerce to employ a lawyer for the

purpose, one young attorney in the town offered his services for nothing, just to help the cause along; and one individual result of this was that he sprang from a position of comparative obscurity in the town to immediate success in his profession.

Another medium through which the Chamber handles its varying problems is a permanent secretary. He is a notary public. His office serves as a gathering place for farmers. They can go and come as they choose, meet their friends there, and get what service they require. The secretary has a job that is a good deal more than clerical. He is picked to handle difficult and delicate situations as they arise with tact and skill. If he hears of a difficulty between two merchants, for instance, he sends for them—generally without saying what for; and the first thing they know, there they are, face to

farmer who asks for it. It saves him from many a pitfall; for he could hardly obtain such information in any other way.

Here is another instance of how the Ottawa Idea hitches with the farmers: Not long ago the business men of the town decided to abolish hitching rights on the main streets. Of course they could have gone ahead and done it out of hand, and created ill feeling among the farmers at once. But instead they sent out a letter, stating the plan, offering to provide a hitching place handily situated, and asking farmers what they thought about it. All wrote back that it would be a good thing; so it was done, and all were satisfied. Ask a farmer about it, and he will tell you, not how the people of Ottawa did such and such, but how *we* did it; which is different.

Useless advertising was one of the first things that had to go. The gentleman



Merchants had their knives out and were too busy circling around each other to wait on trade.

face, with the secretary asking, "Now, then, what's the matter with you fellows? Come now—speak up; get it out of your systems." And so each finds, like enough, that it was all his fault. Another important function of the secretary is to issue a weekly bulletin for the benefit of farmers and merchants, telling who has jobs to offer, and who wants jobs. It serves the purpose of an employment agency in the community and is a great source of convenience and economy.

OF ALL the secretary's jobs, none is more delicate than handling the rating bureau, where information is on file covering the financial standing of persons who apply for credit. Not only is this function of enormous financial value to the merchants, but it is also proving of service to the farmers. Information as to "dead beats," and the whole local question of credit in general is open to any

who demands ads for the purpose of assorting them down the sides of the big thermometer he is going to place somewhere in town, has turned to other spheres of usefulness. Mr. Jones no longer pays hard cash for negative good will for fear Mr. Smith will take some of it, and thus gain the greater popularity. For both of them have now agreed to refer all solicitors for charity, ad. schemes, and general public donations to the Budget Committee of the Chamber.

These things are merely typical. The prospects are limitless. No individual man can take on himself to watch municipal expenses; but a Chamber of Commerce can, and does. It is on record that at Trenton, Missouri, they put up a fight last year, in conjunction with the state, against hog cholera. Their loss in 1913-14 was twenty thousand dollars in hogs;

(Continued on page 31)



# Where Weekly Half Holidays Are Held

A List Collected For the Benefit of the Traveller, Telling Where Holidays Are the Rule and on What Days They are Held—Where the Stores Are Open at Nights  
—A Page That Should be Found of Great Use.

FOR the benefit of the travelers, the CANADIAN GROCER is publishing herewith a list of the principal towns in Ontario and Quebec, noting in which of these towns the half holiday is observed, and in what towns it is possible for the traveler to make some of his calls at night.

With the present curtailed train service this information we believe should be of even greater benefit than it has been in the past. For that reason the CANADIAN GROCER is endeavoring to make this list as complete as possible. All information available to date is contained in this list. There will be supplementary lists published in succeeding issues that will make this list the most complete that we have ever issued.

The following is the list to date:—

ALMONTE—No half holiday.  
AURORA — Wednesday p.m., June, and August, and 6 p.m. closing every night, except Saturday.  
AMHERSTBURG — Thursday p.m., June, July, and August.  
AYLMER—Wednesday noon, June, July, and August.  
BRANTFORD—Wednesday p.m., May, June, July, August, and September, and 6 p.m. closing nightly, except Saturday.  
BARRIE—Not yet decided.  
BALA—No half holidays. Stores close at 6 p.m., except on Wednesdays and Saturdays.  
BOTHWELL—Wednesday afternoon during May, June, July, August, and September. Stores close at 6 p.m. except Saturday.  
BRACEBRIDGE—Thursday at 1 p.m., June, July, and August.  
BROCKVILLE — Wednesday afternoon, June 6 to September 1.  
BOWMANVILLE—Wednesday, 12.30, June, July, and August.  
BLIND RIVER—Thursday, 12.30 p.m., May 1 to September 15. Stores open Wednesday, Thursday, and Friday evenings.  
CARLETON PLACE—No holiday.  
CHATHAM — Thursday afternoon, June 14 to September 13, inclusive. Stores close every evening, except Saturday, at 6 p.m.  
CHELMSFORD—No half holiday.  
COPPER CLIFF—Wednesday, 1 p.m. Stores close nightly, except Saturday, at 6 p.m.  
CORNWALL—No half holiday. Stores close nightly, except Saturday, during July and August.  
DRYDEN—Thursday afternoon, June, July, and August. Stores close at 6.30, except Wednesday and Saturday.  
DUNVILLE—Wednesday, 12.30, June, July, and August. Stores close every evening, except Saturday.  
DESERONTO—No decision yet re holiday. Expect Wednesday afternoon, June, July, and August.

ELORA—Wednesday noon, May 29 to August 29, inclusive. Stores close every evening, except Saturday, at 6 p.m.

ENGLEHART—No half holiday.

FOREST—Friday afternoon, June, July, and August.

FORT WILLIAM—Wednesday, 1 p.m., June, July, and August.

GANANOQUE—Wednesday afternoon July 4 to September 12, inclusive. Nightly, except Saturday, at 6 p.m.

GALT—Thursday, June, July, and August.

GRAVENHURST—No half holiday.

GUELPH — Wednesday afternoon, May, June, July, and August. Stores close nightly, except Saturday, at 6 p.m.

HANOVER—No half holiday. Grocery stores close nightly, except Saturday, at 7 p.m.

HARRISTON—No half holiday. Stores close nightly, except Saturday.

HESPELER—Wednesday afternoon, May to September.

INGERSOLL—Wednesday afternoon, June, July, August, and September. Stores close at 6.30, except Saturday.

KINCARDINE — Friday afternoon, June, July, and August, and nightly, except Saturday, at 6.30 p.m.

KITCHENER — Wednesday, 12.30, June, July, and August.

KINGSVILLE — Thursday, at 12.30 p.m., May, June, July, August, and September. Stores close Tuesdays and Thursday evenings throughout the year.

LEAMINGTON — Friday afternoon, May to September, inclusive.

LINDSAY — Wednesday afternoon, June, July, and August, and every evening, except Saturday, at 6.30 p.m.

LONDON — Wednesday afternoon, June, July, and August.

MEAFORD—Thursday afternoon, May 1 to Sept. 14, and nightly, except Saturday, at 6 p.m.

NAPANEE—Wednesday, June, July, and August.

NEWMARKET — Wednesday afternoon, June, July, August, and September, and nightly, except Saturday, at 6 p.m.

NIAGARA-ON-THE-LAKE — Wednesday afternoon, June, July, August, and September, and nightly, except Saturday, at 6 p.m.

NORTH BAY—Wednesday afternoon, June, July, and August, and nightly, except Saturday, at 7 p.m.

ORANGEVILLE — Wednesday afternoon, July and August. Nightly, except Saturday, 6 p.m.

OTTAWA—Saturday afternoon, July and August from 1 p.m. Civic holiday, first Monday in August.

OWEN SOUND—Wednesday afternoon, June, July, and August.

PARKHILL—Wednesday, 12.30 p.m., June, July, August, and September.

PERTH—No half holiday.

PRESTON—Wednesday, 1 p.m., May to September, inclusive, and every evening, except Friday and Saturday.

PICTON—Thursday afternoon, July and August.

PRESCOTT — Wednesday, July and August.

PORT ARTHUR—Holiday under consideration, probably Wednesday, June, July, and August.

PORT HOPE—Wednesday afternoon, June, July, and August. Stores close each evening. Drug stores remain open in turn, except on Saturday evening, when all stores are open.

SIMCOE—Thursday afternoon, June, July, and August. Evening closing irregular.

STIRLING — Wednesday afternoon, July and August, and Monday, Wednesday and Friday nights during summer months.

ST. MARY'S—Wednesday, 12.30, June, July, and August, and nightly, except Saturday, at 6.30.

SAULT STE. MARIE—Wednesday, 1 p.m., May to August, inclusive.

ST. THOMAS—Wednesday, 1 p.m., May, June, July, August, and September, and nightly, except Saturday, at 7 p.m.

ST. CATHARINES—Wednesday afternoon, May to October, inclusive, except in week where a public holiday is observed. Groceries close nightly, except Saturday.

STAYNER—No weekly half holiday. Stores close every evening, except Saturday, at 6 p.m.

STOUFFVILLE — Friday afternoon, May to September, inclusive.

SPRINGFIELD—Tuesday afternoon, May to August.

THESSALON — Probably Thursday, July and August.

TROUT CREEK—No holiday observed. Stores close nightly, except Saturday, at 6 p.m.

TORONTO—No definite holiday. Many grocers close Wednesday afternoon the year round.

WATERLOO—Wednesday, 12.30 p.m., June, July and August.

WHITBY — Wednesday afternoon, June, July, August, and September, and nightly, except Saturday, at 6 p.m.

WIARTON—No half holiday.

WINGHAM — Wednesday afternoon, July and August.

WINDSOR—No half holiday. Civic Holiday, first Monday in August.

WOODSTOCK—No half holiday has been decided upon. Stores close nightly, except Saturday, at 6.30 p.m.

## PROVINCE OF QUEBEC

BUCKINGHAM—No half holiday is observed. Stores close every night, except Saturday, during July and August, and Tuesdays and Thursdays for the balance of the year.

## Has Your Store Been Doing Business for Fifty Years?

There are some stores in Canada that can look back over an unbroken record of fifty years of active business; that have seen the monumental changes that have developed in their community, in their trade, and in the country itself. There should be a world of interest in the stories of these stores, and in the recollections of the men who have been associated with them.

We are drawing near to the Golden Anniversary of Canada as a Dominion, and it seems fitting time to draw attention to these stores which have been an integral part of the growth of our country from that time to this.

Perhaps your store is one of those which has this long and honorable history. If so, will you write us regarding it? Tell us something of the condition of the locality in the days when the store was first started; something, too, of the manner and method of doing business, and generally, give us all the old-time history that you may have regarding the store. If you have photographs, either of the old-time or the present to accompany this sketch, we would be glad to receive them. Don't let this matter be overlooked. We would like to get a list of every store that has had this long history. Will you help us, and help us promptly?

**COOKSHIRE** — No weekly half holidays. Stores close on Tuesdays, Thursdays, and Fridays, at 6 p.m.

**COATICOOKE**—No weekly half holiday. Stores close Monday, Tuesday, Wednesday, and Friday, at 6 o'clock.

**COWANSVILLE**—No half holiday. Close Tuesday, Wednesday and Thursday, at 6 p.m.

**DANVILLE**—No weekly half holiday. Stores close Monday, Wednesday, and Friday evenings at 6 o'clock.

**GRANBY**—No half holiday is observed. Stores are closed Tuesdays, Wednesdays, and Thursdays, at 6 p.m., but are open on other evenings.

**IBERVILLE**—No weekly half holiday. Stores close Tuesday and Thursday nights at 7 o'clock.

**LAKE MEGANTIC**—No weekly half holiday. Stores close Tuesday and Thursday evenings, except during month of December.

**LACHUTE**—No half holiday. Stores close at 6 o'clock, Tuesday and Thursday.

**MANIWAKI**—No weekly half holidays. Stores close every night at 6 p.m., Jan. 15 to Dec. 15.

**SCOTTSTOWN** — No half holiday. Stores close Wednesday and Friday nights at 6.30 p.m.

**SHAWINIGAN FALLS**—No definite half holiday declared, but some merchants closing half day during June, July, and August. Stores close on Tuesdays, Wednesdays, and Fridays at 7 p.m. Open on other evenings.

**ST HYACINTHE**—No weekly half holiday. Stores close Tuesday, Wednesday, and Thursday, at 6 p.m. throughout the year.

**ST. CHRYSOSTOME**—No half holidays. Stores close Tuesdays and Thursdays at 6 p.m.

**THREE RIVERS**—No half holiday.

**VICTORIAVILLE**—No weekly half holiday. Stores close every Monday, Tuesday and Thursday, at 6 o'clock.

**WATERLOO**—No weekly half holiday. Stores close Tuesday, Thursday, and Friday evenings.

## Manitoba Convention

ALL arrangements have been completed for the third annual convention of the Manitoba Retail Merchants' Association, to be held at Winnipeg on June 13, 13 and 14. The convention programme includes many interesting features. Several addresses will be delivered by prominent business men, on subjects of vital interest to the retailers of Manitoba. The Winnipeg retailers will tender a banquet to the visiting delegates. The convention programme follows:—

### CONVENTION PROGRAMME

#### Tuesday a.m., June 12

10.00 a.m.—Registration of delegates at Convention Hall, in Industrial Bureau.

2.00 p.m.—Opening of convention by President Rannard.

2.15 p.m.—Addresses of welcome.

3.00 p.m.—President's address, and reports from Secretary, Treasurer, Manager, Insurance Branch.

4.00 p.m.—Resolutions and Question Box. Discussion.

4-5 p.m.—Exhibits of merchandise.

8.00 p.m.—Address by E. B. Moon, on "Getting the Most Out of Business."

9.00 p.m.—Address on "Rural Schools, the Country Store, and Rural Life," by Wm. Iverlach, Isabella, Man.

#### Wednesday, June 13

9.00 a.m.—Conference of manufacturers, wholesalers, and retailers.

9.30 a.m.—Conference hardware dealers, wholesale and retail.

10.00 a.m.—Conference of wholesale and retail grocers.

10.30 a.m.—Conference of wholesale and retail dry goods and boot and shoe merchants.

11.00 a.m.—Address by E. B. Moon. on

"Meeting Outside Competition."  
11.45 a.m.—Report of Resolutions Committee.  
2.00 p.m.—Address by E. B. Moon, on "Community Building."  
3.00 p.m.—Address by W. J. Keyes, Kelvin Technical School, on "Better Business."  
3.30 p.m.—General discussion.  
3.45 p.m.—Photo of convention.  
6.30 p.m.—Informal banquet at Fort Garry Hotel, tendered to visiting delegates by Winnipeg branch, R. M.A.

#### Thursday June 14.

9.00 a.m.—Report of Resolutions Committee.  
10.50 a.m.—Address by R. C. Henders, President Manitoba Grain Growers' Association.  
11.30 a.m.—Address by G. F. Chipman, Editor Grain Growers' Guide, on "The Function of the Grain Growers' Guide in the Development of the West."  
2.00 p.m.—Report of Resolutions Committee. Award of prizes to member who has secured greatest number of new members, and to contributors of ten best articles on "How we Get and Keep Business in Our Town."  
2.30 p.m.—New business.  
3.00 p.m.—Election of new officers.  
3.30 p.m.—Selection of time and place for next convention.

### WHAT! HAS THE SMALL TOWN PROBLEM BEEN SOLVED

(Continued from page 29)

in the winter of 1916 they succeeded in reducing the loss to sixty hogs.

The good roads problem we have always with us. If you want to know how quickly and completely the Ottawa-Trenton-Ola-the-Ossawatimie-Paola-Iola-Chanute-and-so-on Idea can do away with that question, make a trip to them by automobile.

It isn't theory. It is a living fact. It is being done throughout this awakening country in communities of sinful flesh and blood by men who can lay no claim to special talents in the working of miracles.



# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

## THE MACLEAN PUBLISHING COMPANY, Limited

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

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

### OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—22 Royal Bank Building; Phone Garry 1313.

UNITED STATES—New York—R. R. Huestis, Room 620, 41 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborne Bldg., 105 West Monroe St.; Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

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

SUBSCRIPTION: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

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

Vol. XXXI. TORONTO, JUNE 8, 1917 No. 23

### EDITORIAL BRIEFS

HERE is another outcropping of the High Cost of Living. Because so many people have followed the oft given advice to eat rice in place of potatoes, rice has advanced in price. In St. Thomas the John Chinamen of the laundry, finding everything going up has dropped into the prevailing fashion and put another cent on the price of a starched collar. It's pretty hard to avoid getting caught by increased prices these days.

\* \* \*

FIVE members of the Aroostook Potato Shippers' Association were found guilty of conspiring to restrain trade in this commodity under the Sherman Act and were fined a total of \$3,500. The judge in passing sentence stated that they had not attempted to corner the market, and had organized solely for protection, but in blacklisting certain dealers they had exceeded their powers. The Sherman Act may not sound as imposing as the Order-in-Council, but it gets somewhere.

\* \* \*

THE latest report is that Canada is to have a Food Commission instead of a Food Dictator. The food commission, according to reports, will include a business man, a labor representative, a lawyer, a manufacturer, and a representative of the farming interests. What a harmonious gathering it will be when this little coterie get together to discuss food prices, each from his own angle, of course. If this suggestion has actually been considered, it is another instance of not too profound thinking. People are not liable to be immensely attracted by the idea of A Food Dictator. But a Food Commission is that difficulty accentuated.

EVEN when a city starts into the selling game, all may not yet be well. Chatham is reported to be getting along well, as yet. Kingston, on the other hand, got into the same game. This city brought in a consignment of potatoes with the laudable enough intention of helping production. Other dealers who had been accustomed to supply the needs of the people for potatoes, as well as other things, not unnaturally continued to bring them in. As a result there were rather more potatoes in Kingston than there was really any need for. The city on figuring up the business discovered that on the last 600 bags they had lost the tidy little amount of \$700. In all their arguments these civic bodies never contemplate the possibility of loss. It is a salutary lesson.

### A WORD TO THE WISE

IN almost every grocery store there is a wastage that is a serious element. It may be charged against the selling price of the goods, in which case of course it is a quite unjustifiable charge. The customer should not be charged for the grocer's neglect. The chances are, however, that this injustice is not done, that the item is merely neglected. In ordinary times this might be described merely as bad business methods, and the matter might be dropped at that. In the present time, however, wastefulness of any kind takes on a more serious complexion. It is a sin against the nation. Every item of preventable waste is something that a man might well blush for. Even if it is charged against himself, the merchant is not free from blame, it is the unnecessary destruction of something that he cannot produce and the country is that much the weaker from the food standpoint.

Now, as never before, has the need for care in handling goods been forcibly brought to the attention of the people. There is, of course, an element of waste that cannot be overcome. In handling perishable goods some waste must occur with even the most careful handling. But to see that this is reduced to the minimum is not only good business but is in the interest of the nation at large.

### BRITISH FOOD CONTROLLER RESIGNS

WITH an unvarying record of admirable service to his country during the past seven months, the resignation of Baron Devonport as Food Controller in the Lloyd George Cabinet, owing to ill-health, is an announcement which has been received with universal regret throughout Great Britain.

Since his appointment on December 10, 1916, Baron Devonport had devoted unstinted energy to the solving of the country's food problems, and by the application of his wide knowledge secured through his connection with the wholesale tea trade and the shipping trade, was able to effect the necessary reforms for an efficient control of the food supply situation, without establishing any disorganization among the vast industries of the country.

*THE WISDOM OF SELLING NOW*

“THE time has come now to tell the retailer everywhere to encourage buying on the part of his customers, rather than to hold stock which he has bought at reasonable figures. At the present time cash in hand is better for the retailer than large stocks. It is time, too, for the retailer to give the consumer a chance as far as possible to buy commodities required for food at prices which are not prohibitive. The retailer should be able to do this. He has for the most part been able to buy very reasonably, and is in a position to make good profits without selling at exorbitant figures. There never was a time when to have money in hand was better business policy than now.”

These words were spoken to a CANADIAN GROCER representative by Armand Chaput, a leading wholesaler of Montreal. They are words worthy of the most serious consideration. We have been accustomed to the idea that these are serious times for the merchant, so accustomed to it, in fact, that we have possibly lost sight of the fact that probably the item of greatest seriousness lies in the value of the stock that the grocer is carrying. This value is dependent entirely on the continuance of present conditions, and these conditions cannot last. They may continue for a year or six months or some indefinite period, but some day, the bottom will drop out of these inflated prices, and whether the retailer will weather that storm or not depends entirely on the wisdom with which he has managed his stock. “It is a good time to sell,” as Mr. Chaput says, “A good time to sell at a moderate profit.” The grocer who does so will reap his reward in a circle of tried friends. “Have money in hand,” is indeed good advice. If you have the money you can readily get the goods, but the converse is not always so true.

*SPECULATION IN FOODS SHOULD BE BANNED*

IN England, where the Food Controller idea has been tried and found effective, they are planning new advances. Kennedy Jones, director of food economy, is authority for the statement that speculators in food will be put under the ban. When this new order goes into effect it will eliminate from dealing in food those not actually engaged in the distribution of it.

This is a wise and far-seeing step and one that any Canadian Food Controller might do well to consider. It is impossible to eliminate the profits of the regular instrumentalities of trade. But it is quite possible to eliminate the man who buys and hoards food until it increases in value and sells it out at a handsome profit. This man serves no useful purpose. He is neither manufacturer, wholesaler or

retailer. He is merely a parasite. His activities benefit no one but himself and add nothing to the wealth of the world, or to the ease and expedition with which goods may be handled. This is no time to carry parasites. We might do far worse than follow England's example in seeing that the activities of these men are forbidden.

*THE CITY AS A STOREKEEPER*

THE city of Chatham has gone into the business of selling certain commodities to the householder. Newspaper reports state that the city's supply was exhausted about as soon as received. Presumably, therefore, the late-comers had to wait while the city went through all the formalities of ordering a new supply. If the retail grocer did business in this manner he could probably sell as cheap as the civic authorities. To clean up a deal entirely before starting another is the very simplest form of doing business. There is no money on accounts, no money in stock, no responsibility of any description. The stock is sold and paid for before another supply is ordered. This system may work well as long as there is a grocery store around the corner for the disappointed ones to turn to till the city replenishes its supply. But if the grocery store were not available how would things appear then?

The great difficulty with all these civic moves to reduce prices is that they start out on a wrong principle. They jump into business, meeting none of the conditions of business that the grocer has to meet. They sell one or two lines and sell them irregularly, they give no credit. Not in any particular do they meet the service given by the humblest grocery store. Even the money risked in the venture is not theirs. It is partly the money of every merchant against whom their efforts are directed. They buy their carload of potatoes or flour or coal or something and feel smugly virtuous because they sell it a few cents cheaper than the grocer. And all the time every one of these bold adventurers in business is depending on some grocer to provide him with the whole of his wants, to be ready at any moment to deliver to his door his daily requirements, and then patiently wait for his money till the middle of the month following, or later. Even the element of risk for the civic speculators is lacking. They know well that the merchants have to keep prices sufficiently high for their protection. It's a rather timid and paltry game these municipalities are playing. Let them get into the game and meet the conditions that face the other merchants of the town. Then they would be at least worthy of respect. But to curry favor by merely underselling the grocer, and so attempt to discredit him by a system of unfair competition is nothing to boast about, and yet many cities besides Chatham are attempting this very thing.



## Sidelight on Chatham's Civic Merchandizing

How the Activities of These Gentlemen of the Chatham, Ontario, Council Appear to a Fellow-Citizen—Doing Business Without Being Bound by Business Conditions.

THESE has been a good deal of notoriety in the press lately over the efforts of city councils, and other organizations to go into the retail business. Notable among these benefactors has been the Council of the city of Chatham. They have been reported to be giving the people goods at next to nothing. As a matter of fact goods have been sold at prices less than the merchant could sell them, because the goods have been advantageously bought, and they have been so advantageously bought, because they have been procured through wholesalers under special pleas of the necessity of certain individuals. The wholesalers in many cases has foregone his profits after having born all the risk of carrying goods for months. This is in the nature of things only a brief source of supply, and the philanthropic activity in Chatham is rapidly petering out.

In connection with the situation in Chatham we publish the following letter from M. J. Smith a Commission Broker of that City, who is thoroughly conversant with the situation there.

Chatham, Ont.

Dear Sir.—

The merchants and produce men throughout the province, are being attacked by a distressing but not serious epidemic, which might be termed. "Acute Newspaperitis" because it is fostered among newspaper reporters; those clamoring for notoriety or public office, who find expression through the press and those people also who do not know conditions as they are at present, and do not take the trouble to find out.

The parties attacked will no doubt recover, as the only effect it has is to perhaps upset the system, for a time, and cause a little unrest, but when the affair is investigated and gets a little airing, and daylight, the parties affected will get a clean bill of health. The most troublesome of these parasites are those originating among the fellows who are seeking notoriety, public office, or a pull, which might be of use to them in their line of business and allow newspaper reporters to enlarge on what work they may be accomplishing.

We all know that all foodstuffs are dear, and there is no doubt, many people experience a hard time to make ends meet, but we are now living under war conditions, which none of us, have ever before had to contend with. The war and adverse weather conditions have greatly lowered the supply of foodstuffs, which are the chief reasons for the high prices.

But we find the blame being cast by these would-be price-buster clubs on those business men locally, though this is not a local situation, the same

condition being found in United States. I am sorry that men, who no doubt started out with good intentions, and have given the public, butter, potatoes and flour at wholesale prices, less a merchant's living and expenses, have neglected to tell the public that they purchased the lowest and cheapest grades of flour and potatoes, and that they were furnished them by local wholesalers at lower prices, by far than they could have obtained them for in any market; under the plea, of wanting to help the fellow that was "up against it," instead of making it appear as though our merchants were overcharging the public. I have no doubt this committee in Chatham have found out, by the hard work they themselves have been through during the last few days that such an assertion is a serious mistake.

The local committee have given the public, some real bargains and a lot of hard labor, but I would like to see them publicly remove the placards such as "Public Robbers." "High Cost of Living Artists," etc., which they have allowed the press to hang on every grocers' place of business.

M. J. Smith.

### WHAT ABOUT THE RESALE PRICE (Continued from page 26)

the consumer, however presents a different standpoint to the merchant. Mr. Rogers gives vent to a rather pessimistic strain in this regard. "You could never stop price-cutting among dealers," he states. Perhaps there is some hint of justification for this view also.

Mr. Rogers also points out some of the practical difficulties in the way of set prices. The very setting of a price at present, he believes, would involve great difficulties owing to the fluctuation in prices. Then, again, some dealers have to get a higher profit from their goods because their cost of doing business is higher. In any event, you couldn't stop price-cutting, he states. "A large percentage of goods now that have a set price, he charges, are sold far below the manufacturer's price."

John W. Paisley, Cedar Springs, Ont., is another who believes that the setting of a price to the retailer would be of benefit in keeping the small merchant on a level with the mail order house. It would, too, he thinks, do away with cut prices, but he does not favor any set price to the consumer.

Here are one or two ideas from a letter from R. H. Harwood, Elm Creek, Man:—"I am not in favor of the manufacturer setting a price on his goods to the retailer, but he should set a price to the wholesaler, and refuse to sell to mail order houses on the ground that they are

retailers. In many cases the mail order house gets the same price as the wholesaler, hence they advertise their goods to retail at the same price, and in some instances less, than the retailer has to pay.

"As stated above, if the price on shredded wheat is set by the manufacturer to the wholesaler, and the mail order house must necessarily buy from the wholesaler, most certainly it will work out to the retailer's advantage.

"I cannot say that a set price to the retailer always works out to his advantage, for the reason that he may have it on his shelves and be unable to compete with the mail order house by cutting the price where necessary."

Having arrived this far in the discussion, we find that we have arrived nowhere in particular. The only thing that is clearly manifest is that there are two very distinct viewpoints on this subject.

In many of the letters it is evident that stress is laid on the items of a fair profit, reasonable chances of competition, and the best protection against the retailer who buys in wholesale quantities. With these points in mind the contributors have made a telling case from both sides of the question. We have no intention of laying the stress on either side of the argument. It is plain enough that there are good reasons for either viewpoint, and we believe that a very effective statement of both sides of the case has been here presented that may help to clarify the opinions of others, and make them able to consider this question, of so much moment to the retailer, in a thoroughly intelligent manner, and arrive at some definite conclusion on the matter on the basis of his own belief in the merits of the various arguments adduced.

### DEATH OF GUS SCHLUETER

Oldest Established Canadian Grocery  
Loses Representative of Family  
Which Inaugurated It at  
Preston.

Special significance is attached to the passing of Gus A. Schlueter, familiar figure in the grocery trade in Preston, Ont., and neighboring district, owing to the fact that the business as carried on by the Schlueters has been in existence for the past sixty-five years, having been established in 1852. Deceased died in his forty-third year, after having been brought up in the business of his father, the late Wm. C. Schlueter, until his demise, after which he was associated with his brother, William J., in the management of the business for the estate. Seven years ago, upon the retirement of his brother, he took over the business from the estate and was assisted by his late brother Emiel, until his death several months ago, after which he had associated with him his brother, John C., of New Albany, Kentucky, and Mr. A. Kreig, who had been associated with the store for the past twelve years. It is expected that one of the brothers of the deceased will continue the business which is claimed to be the oldest established in Canada.



## CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



### Maritime Provinces

Hurley & Bennett, general store merchants, of Cross Creek, N.B., have dissolved.

Thos. Gorman, Ltd., wholesale grocers, have obtained a provincial charter at St. John.

John C. McGillivray has resumed his former position as representative for Imperial Tobacco Co., New Glasgow, N.S.

Mrs. E. G. Philips, groceries and meats, of St. John, N.B., has sold to E. R. & H. C. Robertson.

The announcement that impending tariff changes in the United States may mean the imposition of a heavy duty on lobsters, which have been on the free list, has caused some uneasiness among the dealers. It is felt, however, that the demand is strong enough to stand the duty.

Mrs. Elizabeth T. Gorman and Kathleen M. Gorman, of St. John, N.B., have been incorporated under the name of Thomas Gorman, Limited, with capital stock of \$24,900, and office at St. John, to continue the wholesale grocery business formerly carried on by the late Thomas Gorman, on South Wharf.

H. B. Short, general manager of the Maritime Fish Corporation, commenting on the increased demand for fish, said this week that they are finding the demand, which formerly was lumped almost entirely for the Friday trade, is now spreading over every day in the week, as its use is becoming more general.

Jones & Schofield, wholesale grocers, St. John, have taken practical steps to aid in food production and assist their employees. They placed at their disposal a fine farm, with the ground ready prepared, and supplied horses and teams for the preliminary work. The members of the staff have taken hold vigorously and are undertaking general farming and poultry raising in their spare time.

### Quebec

W. Archambault, grocer, of Montreal, is selling out.

Dionne & Perrin, grocers, of Montreal, have registered partnership.

A. Lacombe, grocer, of Fabre, Que., has been succeeded by A. Roberge.

M. Boyce & Son, of Quebec, liquors and groceries, suffered recent loss by fire.

Octave Brochu, wholesale fruits and produce merchant, of Quebec, is selling out.

A. R. Bilodeau is now installed in his new store at 1329 Papineau Street, Montreal.

H. Briere, general store merchant of

Kiamika, has been succeeded by A. S. Poirier.

J. A. La Chapelle has moved into his new store corner of St. Hubert and Rachel Streets, Montreal.

Mr. Sangster, of Sangster & McQuaig, Bainsville, Ont., was a business visitor to Montreal this week.

John De Lisle has moved into new premises at 131 St. Margaret Street, Montreal, with a full line of groceries.

R. Neilson, assistant secretary of the Lake of the Woods Milling Co., Montreal, is in New York on business this week.

Black & White, tea and coffee merchants, of Montreal, have dissolved, P. C. Spindle continuing under same name.

R. Mettayer has opened a new grocery store at No. 100, 11th Ave., Lachine, Quebec, with a big assortment of groceries.

Stanley Market, Ltd., has been incorporated at Montreal with a capital of \$20,000 to deal in live stock, dairy supplies and all classes of foodstuffs.

Themelis Bros. Company, Ltd., has been incorporated at Montreal with a capital stock of \$10,000, to carry on the business of tobacco manufacturers.

John Robertson, well known retail grocer of Montreal, is dead. Deceased had been in business since 1870, founding the firm of John Robertson & Son.

T. H. Lightbound, of the St. Lawrence Sugar Co.'s staff, has returned to the city after a brief holiday following the recent considerable rush of business experienced by the sugar refinery.

Mr. C. DeW. DeMar, representing Granger & Co., of Buffalo, N.Y., packers of "Royal Blend" coffee, was in Montreal this week, and while here made his headquarters with C. B. Hart, broker, local agent for this firm. Mr. DeMar left for a business trip in the Maritime Provinces.

A. A. Ayer, president of A. A. Ayer & Co., Ltd., Montreal, expresses the view that before long a food controller for the Dominion will do valuable work under present abnormal conditions. In regard to cheese in particular Mr. Ayer believes that the elimination of the competitive element as to prices will be of advantage, provided fair price standards are the rule.

By the death of John Robertson, veteran retail grocer of John Robertson & Son, St. Catharine St., Montreal, the trade in Montreal loses a well known figure. Mr. Robertson passed away at his home, 314 Grosvenor Avenue, after a period of gradually failing health. He was 75 years of age, and had founded the business bearing his name. He took an active part in business and social life and was a past president of the Caledonia Curling Club and Caledonia Society. A widow and two sons survive.

### Ontario

C. Stratton, grocer, of Ottawa, has sold out.

L. O. Pearson, St. Thomas, suffered recent fire loss.

M. O'Hara, grocer, of Wiarton, is retiring from business.

John Clarke, grocer, of Stayner, suffered recent fire loss.

H. J. Spottiswood, grocer, of Toronto, has sold to C. Wilson.

W. S. Samson & Sons, grocers, of Windsor, have been registered.

Winnifred Stewart, grocer, of Toronto, has sold to James A. Moore.

Thos. Baker, pioneer in the general store business in Ayr, Ont., is dead.

Erb & Weber, of Waterloo, have sold their grocery business to A. Reihm.

R. W. Lindsay, grocer, of Wingham, is selling out and moving to Regina, Sask.

A Teeft and D. Taman are commencing in the grocery business at Fort William.

W. A. Black, president of Ogilvie Flour Mills, Ltd., was a recent visitor to Fort William.

T. H. Gillespie, Fort William manager of Matthews-Blackwell Company, is visiting Chicago.

Ex-Alderman George B. Elliott, who for fifteen years conducted a grocery business in Galt, Ont., is dead.

J. S. Cotton, Fort William manager of McLaren Brothers, has returned to his home in Port Arthur from a trip West.

The fire adjuster's report on the Quaker Oats plant at Peterboro, valued at \$2,228,446, placed fire loss at \$1,852,218.

The St. Thomas grocers will close their stores, Wednesday afternoons during May, June, July, August, and September.

Canadian Cereal Milling Company is preparing for opening their oat mill at Tillsonburg, whose capacity is 500 barrels a day.

Pte. C. F. Baker, formerly an employee of the A. MacDonald Wholesale Grocery Co., Fort William, has been killed in action.

Richard H. Hobbs, well known grocer of Oshawa and district, is dead. Deceased was in his 88th year, having come to Canada 74 years ago.

Mr. J. Tye, formerly H. N. Bate & Sons, will shortly start in the old stand of Geo. Hopper, cor. Third avenue and O'Connor street, Ottawa.

Mr. C. Stratton, grocer, 99 Lyon street, Ottawa, has sold out to Mr. J. J. Casey, who for many years was traveler for F. J. Castles & Co., Ltd.

Peerless Cereals Mills, Ltd., has been incorporated at Woodstock, Ont., with a capital of \$100,000 to take over the Archibald Cereal Mills Company.

Slate River Valley Association, Ltd., has been incorporated at Slate River Valley, Ont., to produce and sell milk and



milk products, meat and farm produce.

Sugar Products Ltd., has been incorporated at Peterboro, Ont., with a capital of \$50,000 to manufacture candies, jams, confectionery, sugar syrups, milk products, etc.

Borden's Farm Products Company, Ltd., has been incorporated at Toronto, with a capital stock of \$275,000, to carry on a wholesale business in milk and dairy products.

L. W. Hambly, after twenty years' service with Scandrett Bros., wholesale grocers of London, Ont., has resigned to become a member of the firm of Harding Co., wholesale grocers, of St. Thomas.

H. L. Charlton, grocer, Aylmer, Ont., has added a fresh meat department to his store. The grocers of Aylmer will close their stores at 12 o'clock noon on Wednesdays during June, July, and August.

Charleville Cheese and Butter Co., Ltd., has been incorporated with a capital of \$3,000 to manufacture and sell cheese and butter and other dairy products. The head office of the company is at Damville, Ont.

Walter Farley, formerly of St. Thomas has been elected vice-president and general manager of the Charters-Fanning Co., Ltd., one of the largest produce concerns in the United States. His headquarters is at Chicago.

Graham Company, Ltd., Belleville, Ont., are reconstructing their plant. The new buildings will be fireproof and modern, and include a modern chemical cold storage plant thoroughly cork insulated and of reinforced concrete.

The employees of Scandrett Bros., London, Ont., presented Mr. Louis Hambly with a handsome traveling bag, on the occasion of his leaving the firm, after twenty years of faithful service. The firm and employees wished him success in his new field. Mr. Hambly has taken an interest in the Harding Wholesale Grocery Company, St. Thomas, Ont.

Thomas H. Janes, formerly in the grocery business in South London, and Albert Tripp, for many years bookkeeper for Edward Adams & Co., wholesale grocers, have bought the grocery business of F. F. Smith, corner of Craig street and Wortley road, South London. The firm name is T. H. Janes & Co. The firm have put in new Walker's bin counters and fixtures.

#### Western Provinces

R. C. Ross, grocer, of Cluny, Alta., is discontinuing.

Mrs. L. C. Powell, grocer of Brandon, Man., is selling out.

Stanley's Grocery of Winnipeg, Man., has been registered.

M. C. Wylie, grocer, of Saskatoon, Sask., has sold out.

Merchants' Supply Co., Ltd., has been incorporated at Winnipeg.

Jas Stuart, grocer, of Edmonton, Alta., has sold to R. Angerer.

Thos. Labev, grocer, of South Vancouver, B.C., is discontinuing.

F. W. Lasby, confectioner of Woodnow, Sask., has sold out.

R. Williamson, grocer, of Medicine Hat, Alta., is discontinuing.

Richards Grocery, Swift Current, Sask., is changing premises.

O. L. Loraas, general store merchant of Vanscoy, Sask., suffered fire loss.

Sanders Bros., Ltd., grocers, of Hårdwården, Sask., are going out of business.

The elevator of the Pioneer Grain Co., Ltd., at Admiral, Sask., was destroyed by fire.

J. J. Sanders, general store merchant of Vanscoy, Sask., suffered fire loss recently.

Armstrong Trading Co., Ltd., of Portage la Prairie, Man., have changed their head office to Winnipeg.

E. J. Evans, general store merchant of Fillmore, Sask., has been succeeded by Fillmore General Supply Co.

Messrs. Finklestein and Levene have taken over the general store business of Lyons Bros., of Rosthern, Sask.

G. W. Griffiths & Co., Ltd., manufacturers' agents, have moved from 140 Princess St., to Chambers of Commerce, Winnipeg.

Terminal Grain Co., Ltd., has been incorporated at Winnipeg, Man., to deal in produce, cereals, and grains. The capital stock of the company is \$100,000.

H. P. Pennock & Co., Winnipeg, are now supplying the trade of Western Canada with Maple Leaf Dirt Chaser, which is made by the B. & L. Mfg. Co., Ltd., Sherbrooke, Que.

A proposal to erect a factory for preserves, pickles, and jams, costing about \$10,000, at Edmonds, B.C., is indicated by a request addressed to the town authorities for a loan of funds.

British Government is importing potatoes and other vegetables from New Westminster, B.C., and shipping them in packages for use of the troops in Mesopotamia. They are also importing oatmeal packed in tins.

George Adam, of George Adam & Co., grocery broker, Chambers of Commerce, Winnipeg, has been in hospital for the past week. Mr. Adam has been in ill health for a couple of weeks but latest advices are to the effect that he is doing as well as can be expected.

H. P. Pennock, of H. P. Pennock & Co., Winnipeg, who has just returned from Eastern Canada, reports that the Canada Salt Co., Windsor, Ont., whom he represents in Western Canada, have made an extensive addition to their plant, which increases their capacity for turning out Windsor and Regal salt.

H. P. Pennock, head of the H. P. Pennock & Co., Ltd., Winnipeg, has returned from an extensive trip through Eastern Canada. He expressed surprise that vegetation in Eastern Canada was not further advanced than in Western Canada. Everybody he met in the east told him that business was never better, the only difficulty was in securing supplies. However, several firms told him that they were catching up with the increased demand resulting from their large export business.

## Letters to the Editor

June 1st, 1917.

The Canadian Grocer,  
143 University Ave.,  
Toronto.

Gentlemen.—

Your paper reached my desk this morning, and as usual I looked over the part that interests us the most.

Let me protest against the Montreal Cereal report appearing on page 45. I contend the following sentence is misleading and harmful to part of your clientele. You say as follows: "Most of the package cereals are at steady figures as last weeks, and in fair demand, the fact being that package rolled oats for instance offers better value cent for cent than bulk goods and many retailers are recommending them."

If I had not so many pleasant dealings with your paper and knew that your policy is absolutely neutral, I might be tempted to think you were playing the package concerns as "favorites."

Surely at this time, no one can talk thrift and economy and at the same time boost package goods of any description. Taking to-day's price of \$4.50 a case of 20's for package oats, it means the retailer pays 22½¢ for a 3½ lb. package or virtually 6½¢ a pound, whereas at \$4.50 for a 90 lb. bag he pays 5¢ a pound, making a difference of 1½¢ per lb. in favor of the bulk goods. The consumer should get the benefit of this.

Some may contend that the retailer has no shrinkage on package goods, as he has on the bulk goods in hot weather, this is easily overcome. If the other millers do the same as we do they advocate small orders in place of loading the merchant up. I contend a sale is not made simply because the merchant has loaded up his warehouse with goods. No sale is completed until the goods are consumed in the home. This is the policy we instil into our salesmen.

Every merchant has a limited field and patronage. He can use only so many goods in the year. Is it not better to sell him four or six times a year and have fresh crisp goods going to the consumer than sell him once or twice a year and let stale goods enter the home?

The greatest curse any retailer has to contend with is "the free deal and quantity price" offers, which after all are only a myth. The majority of retailers are beginning to recognize these free deals, instead of meaning lower prices, actually increase the cost.

Is it not ridiculous to advocate economy if we do not practise it?

Yours very truly,

The Chisholm Milling Co., Ltd.

WJB/K

W. J. Baker  
Sales Promotion Manager.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**F**LOUR was again on the downward trend during the week, a decline of 50c per barrel having been recorded in Manitoba first patents. Ontario winter wheat flour showed a similar downward tendency for the most part, but in some instances was quoted even higher than Manitoba flour. Sugar held in steady position during the week with demand still light. Encouraging reports continue to come forward of the way production is mounting in raw sugar in Cuba. There are a larger number of sugar factories grinding than there were at the same time last year. If the rainy season holds off a while longer there is every possibility that the production of raw sugar will be fairly heavy.

All dairy products were in easier tone. Production of butter is heavier under the stimulus given by plenty of grass feed to the milk producers. Production of eggs is also greater and there was a tendency to lower prices. Cheese was quoted down. During the week the purchasing commission for the British Government named the price they would pay for Canadian cheese at 21 $\frac{3}{4}$ c per pound. Commission men take it for granted that this price will establish the basis at which the factories will sell their product. In some quarters lower prices prevailed.

Advances have been recorded in numerous soap lines, including laundry soap, washing powders and soap chips. Baking powder, soda and yeast have been altered upward. Rices are quite generally quoted at higher levels. Teas were quieter under the stimulus of recent arrivals, but the situation has not changed materially. Business in wholesale grocery lines was slower during the week than it has been for several months past.

## QUEBEC MARKETS

**M**ONTREAL, June 5.—Beans seem to have usurped the place of flour in firmness of market recently—at least where comment was formerly made as to the firmness of flour, attention is diverted to the scarcity and firmness of beans. Flour is easier, but may have reached its lowest, and may be in for refreshed demand and possibly advancing prices again. Soaps are again up, but since retailers have been willing to take smaller orders from the manufacturers, the factories are gradually getting into better shape to handle the production required. The tea situation is unchanged. New Japans are reported to be on the way here, and prices run about 3 cents a pound higher than this time last year. Demand for canned beans is active. Dried fruits are rather in the doldrums. Spices are firm. Fish prices are easier. Fruit and vegetables, and also provisions including eggs butter, cheese etc. show the effects of the season variously, pork products being still firm, and cheese affected by the situation in Britain. Business in general is reported good.

### Soaps Firmer Again; Various Advances

**Montreal.**  
VARIOUS LINES.—Soaps are again showing the stronger tone due to the

difficulties besetting manufacture. All the standard lines are up again by 25 cents a case, making the general price now \$5.75 per case. Borax is advanced by one firm to 15 cents a pound an advance of 3 cents. Fels Naptha soap has advanced 50 cents a case. Coarse salt is up ten cents a bag to \$1.35. Salad oil (refined cotton seed oil) is now worth \$2.10 to \$2.25 per gallon for the highest quality. Cotton twine is up one cent a pound making three ply 42 cents a lb, and 4 ply 43-44 cents a lb. Jelly powders are at 95 cents a dozen for the most part, but the market is irregular still on these, and Jello is 90 cents a dozen.

### Sugar Quiet, But Rather Firm Tone

**Montreal.**  
SUGAR.—There is still a period of quiet as regards sugar. Some refiners are anticipating a renewal of eager demand for sugar as the preserving season approaches, but this has not been very strongly indicated as yet. Reports from Cuba have been uneventful. Supplies have been coming along fairly well, and the refineries while busy enough have partly recovered from the recent big strain laid upon their powers of production. There is a reviving tendency as regards best sugar (Canadian produce) noted at present, and it is pro-

bable that more of this will be used in the Dominion. Crop reports in relation to this sugar are good at present. The sugar outlook generally is regarded as steady with tendency towards firmness which may develop into strength.

Atlantic and St. Lawrence Sugar Companies, extra granulated sugars	100 lbs.	8 35
Acadia Sugar Refinery, extra granulated		8 35
Canada Sugar Refinery, extra granulated.		8 35
Dominion Sugar Co., Ltd., crystal granulated		8 35
Special icing, barrels		8 55
Diamond icing		8 55
Yellow, No. 1		7 95
Dark yellow		7 85
Powdered, barrels		8 45
Paris lumps, barrels		8 95
Paris lumps (boxes), 100 lbs.		9 05
Crystal diamonds, barrels		8 95
Crystal diamonds (boxes 100 lbs.)		9 05
Assorted tea cubes, boxes		8 95
Cut loaf (50-lb. boxes)		9 20
Cut loaf (25-lb. boxes)		9 40

For deliveries in Montreal City district add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

## Canned Goods Show Some Few Changes

**Montreal.**  
CANNED GOODS.—There is no alteration of note as regards canned goods this week. Canadian sardines have shown the most activity as to price changes. Those which opened at from \$5.25 to \$6 have been advanced to meet market situation to \$6 and \$6.25 per case of one hundred quarter tins. Cost of tins for the containers is largely responsible for advance in lines of canned goods. There is a great deal of new firmness in the market for canned beans and pork and beans. Canned Refugee beans have been advanced in one quarter to \$1.60 per dozen, and canned Golden Wax beans (scarce) are in another quarter advanced to the \$1.60 figure also.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	....	3 00
1/2 flats, cases 8 doz., per doz.	....	2 00
Chums, 1-lb. talls	....	1 45
Pinks, 1-lb. talls	....	1 80
Cohoos, 1-lb. talls	....	2 65
Red Springs, 1-lb. talls	....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Canadian sardines (case)	....	6 00
Canned Vegetables—		
Tomatoes, 3s	....	2 30
Tomatoes, U.S. pack	....	2 25
Tomatoes, 2 1/2s	....	2 20
Peas, standards	....	1 35
Peas, Early June	....	1 45
Beans, golden wax	....	1 60
Beans, Refugees	....	1 60
Corn, 2s, doz.	....	2 00
Corn (on cob, gal. cans, doz.)	....	8 50
Red raspberries, 2s	....	2 25
Red cherries, 2s	....	2 25
Strawberries, 2s	....	2 50
Blueberries, 2s, doz.	....	1 20
Pumpkins, 2 1/2s	....	1 60
Pumpkins, 3s	....	1 75
Pumpkins (gallon), doz.	....	6 00
Apples (gallon)	....	3 75



## Dried Fruits Quiet; Situation Steady

**Montreal.**  
**DRIED FRUITS.**—The situation as regards dried fruits is very uneventful at present. Matters are in fact at a standstill. Prices for prunes and raisins are in abeyance, and the prospects are for high figures. Crop news is also quiet for the time being. It is still early for definite facts regarding expected production. An importer of Greek currants in Montreal expects to get a ship through, and is optimistic in spite of the fact that everything is so utterly irregular as compared with former experience, and that one shipload has already been lost. There is really no counting on Greek currants this season. Good fortune may send some to help out supplies from other quarters. Currants are bound to be high priced anyway. Demand for dried fruits is normal and steady. As mentioned last week in another section of this report, there is a chance that British candied peels may be absent this season from Canadian Christmas tables.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. bxs.	0 13	
Apples, choice winter, 50-lb. bxs.	0 13	0 13½
Apricots—		
Choice, 25's, faced, new crop	0 28	
Nectarines, choice	0 11½	
Peaches, choice	0 13	
Pears, choice	0 15	

DRIED FRUITS.		
Candied Peels (to arrive)—		
Citron	0 32	
Lemon	0 24	
Orange	0 27	
Currants—		
Filiatras, fine, loose, new	0 21	0 22
Filiatras, packages, new, lb.	0 21	0 22
(In the present condition of market currant prices are considered merely nominal.)		

Dates—		
Dromedary, pkg. stock, old, 1-lb. pkg.	0 12½	
Fards, choicest	0 12½	
Hallowee (loose)	0 13	
Excelsior	0 11½	
Anchor	0 09	

Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	
1 lb. glove boxes, each	0 12	
Cal. bricks, 8 oz., doz.	0 95	
Cal. bricks, 10 oz., doz.	1 20	
Cal. bricks, 16 oz., doz.	1 40	
Cal. layers, 10 lb., 5 rows, box.	1 60	
Cal. fancy, table, 10 lbs.	1 60	

Figs—		
Spanish (new), mats, per mat.	2 40	
Comadore (Portugal), per mat.	2 40	
33 lbs.	2 40	

Prunes, California—		
30 to 40, in 25-lb. boxes, faced	0 13½	0 15
40 to 50, in 25-lb. boxes, faced	0 13	0 14
50 to 60, in 25-lb. boxes, faced	0 12½	0 12½
70 to 80, in 25-lb. boxes, faced	0 12	0 13½
90 to 100, in 25-lb. boxes, faced	0 11	
Prunes (Oregon)—		
30s	0 13	
40-50s	0 12½	

Raisins—		
Malaga, table box of 22-lbs., 3-crown cluster, \$3.00; 4-crown cluster, \$3.50; 6-crown	3 75	
Muscateis, loose, 2 crown	0 10½	
Muscateis, loose, 3-crown, lb.	0 11	
Muscateis, 4-crown, lb.	0 11½	
Cal. seedless, 16 oz.	0 12½	0 14
Fancy seeded, 16 oz. pkgs.	0 12½	0 12½
Choice seeded, 16 oz. pkgs.	0 12	
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11½	

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

## Molasses In For A Further Advance

**Montreal.**  
**MOLASSES AND SYRUPS.**—Further advances in molasses prices are almost inevitable. These goods have already advanced by two cents a gallon in the primary market from where supplies have been with difficulty, delays, and risks, coming forward intermittently. It is reported in Montreal that sales have been made in primary market at 67 cents, which is the price to-day for choice molasses in puncheons in Montreal. This figure was for molasses landed in Montreal with extra duty and extra freight advances over the actual rate from St. John to Montreal care of the buyers. Corn and cane syrups were not advanced this week, but in firm, steady market.

Barbadoes Molasses—	Prices for	
	Fancy, Choice,	Island of Montreal
Puncheons	0 72	0 67
Barrels	0 75	0 69
Half barrels	0 77	0 72
For outside territories prices range about 3c lower.		

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.  
**Cane Syrup (Crystal Diamond)—**  
 2 lb. tins, 2 doz. in case, per case..... 4 80  
 Barrels, per 100 lbs..... 6 50  
 Half barrels, per 100 lbs..... 7 00

## Nut Supplies Scarce To The Importer

**Montreal.**  
**NUTS.**—In spite of the fact that the importers are being asked to pay higher and higher prices for such consignments of nuts as can be secured at all, and that wholesalers are also having to pay more and more for their supplies from the importers (when the wholesaler is not himself importing direct) prices for most of the nuts in general demand are not greatly affected as yet. Peanuts have, however, risen in one quarter this week, and are being sold to the retailer at from 16½ to 17 cents for Bon Ton and Jumbos. Shelled walnuts and almonds are higher to the importer, and every variety of nut is likely to be found firmer in price as the season goes on. There are no arrivals this week, though cargoes are hoped for—not definitely expected.

Almonds (Tara), per lb.	0 18	0 20
Almonds (shelled)	0 39	0 41
Almonds (Jordan)	0 70	
Brazil nuts (1916 crop), lb.	0 20	0 21
Brazil nuts (new)	0 18	0 20
Filberts (Sicily), per lb.	0 18	0 20
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Bon Ton	0 16½	0 17
Peanuts (coon), per lb.	0 13½	0 14
Peanuts (Jumbo), per lb.	0 16½	0 17
Pecans (new Jumbo), per lb.	0 21	
Pecans, New Orleans, No. 2	0 21	0 21
Pecans, "paper shell," extra large Jumbo	0 40	
Pecans (shelled)	0 80	
Walnuts (Grenoble)	0 18½	
Walnuts (shelled)	0 50	0 52
Walnuts (Marbhots), in bags.	0 13	0 16
Walnuts (California), No. 1	0 24	
Cocoanuts, 100 size, per sack	7 50	

## Bean Supplies From Michigan Help Out

**Montreal.**  
**BEANS.**—Remarks are heard far and wide as to the tremendous scarcity of

beans, and hopes are as widely expressed that there will be much greater production this year in Quebec province. The province was in former years famous for bean production, and is likely to be so again this year if reports of seeding for bean crops are not exaggerated. The high prices of beans have helped. One firm of wholesalers has this week imported from Michigan several carloads of beans, the most early approaching to Canadian beans in quality that can be had. These will sell to the retailer at from 19 to 20 cents a pound. They are described as choice prime pea beans, equal to 3-lb. pickers (Canadian), which are to-day worth \$10.50 a bushel if obtainable at all.

Beans—		
Canadian 3-lb. pickers, per bu.	10 50	
Canadian 5-lb. pickers	7 90	8 50
Yellow Eyes, per lb.	0 15	0 15½
Lima, per lb.	0 20	
Chilean beans, per lb.	0 14½	0 15
Manchurian white beans, lb.	0 15½	0 16
South American	5 70	
Peas, white soup, per bush.	4 50	
Peas, split, new crop, bag 98 lbs.	10 00	10 10
Barley (pot), per bag 98 lbs.	6 00	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

## Rice And Tapioca Steadily Firm Toned

**Montreal.**  
**RICE AND TAPIOCA.**—There is a good deal of steadily maintained strength in the rice market at present, with demand good, and prospects more towards further advances than towards any falling off in prices. Some of the Patnas have been hard to get of late and prices have lost the lower figure since last quotations. Tapioca grows increasingly scarce, and the outlook as to this product is very firm indeed. It is impossible to guarantee supplies owing to ship shortages, and the British demand for this form of food-stuff is likely to mean that what ships are available to carry tapioca in their cargoes will voyage Britain-wards. Prices show every firmness. Pearl tapioca is priced the same as the ordinary grade. Both kinds are scarcer.

"Texas" Carolina, per 100 lbs.	9 90
Patna (fancy)	10 15
Real Carolina, per 100 lbs.	11 00 11 50
Patna (good)	9 40
Siam, No. 2	9 15
Siam (fancy)	8 40
Tapioca, per lb.	0 14 0 15
Tapioca (Pearl)	0 14

## Coffee Still Quiet; Cocoa Is Firmer

**Montreal.**  
**COFFEE, COCOA.**—Nothing has occurred to disturb the placid trend of the coffee market in Montreal and district. There is good average demand, indeed increasing demand according to reports from wholesalers and coffee merchants, but the main tendency of market is quite steady. New York fluctuations have been too slight to affect local trade. Cocoa is firmer in general tone. Especially is this the case as to cocoa in tins. Where the small tins used to cost 90 cents a dozen, they are now \$1.00 a dozen. As will be remembered CANADIAN GROCER indicated the coming firmness of market in cocoa some time ago, and it may be expected that further firm-

ness will develop in all probability though cocoa is a commodity usually very little disturbed by market changes.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19 1/2	0 20
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24
Cocoa—		
Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	0 18	0 25

### Mysterious Millions Of Pounds Of Tea

Montreal. TEA.—In small consignments, and in quality very different from formerly accepted grades and standards a little black tea has been reaching the markets. It has been bought at prices higher by far than would have been paid for such teas in normal times, and would sell to the retailer at from 43 to 44 cents a pound. There have been wild rumors in circulation for a week or so to the effect that someone is bringing along five million dollars' worth of tea to Canada by some undescribed route. Tea merchants take the rumor with a grain of salt, for there is little likelihood of any large amount of tea being in the neighborhood of Canada without clear knowledge existing as to its ownership and the prices at which it may be purchased. Great firmness and strength of market maintain as regards all teas, including Japans, at present. Buyers for all the great tea houses are now in Japan and China actively engaged.

Bulk Souchongs, per lb.	0 42	0 45
Pekoes, per lb.	0 47	0 50
Orange Pekoes	0 49	0 51

### Spices Very Firm In Local Markets

Montreal. SPICES.—From New York come reports of a slight lull in the excited conditions which have beset the markets for all kinds of spices of late, but the market locally continues exceedingly firm, and alterations in prices for spices will be more frequent in future it is thought as supplies dwindle, and it becomes necessary to draw on stocks purchased at the much higher rates of recent days. Prospects in peppers are that the phenomenal market condition in which black and white peppers have had the same value may gradually correct itself. Cloves are likely to be high and scarce. Cassias are steady. Gingers are scarce, though Jap ginger is a shade easier. Seeds and herbs are active but not widely so. The cost of tin containers is bearing more and more sharply on the markets.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	0 35	0 40
Cream of tartar, 60c		
Ginger, pure	0 25	0 35
Ginger, Cochin	0 25	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00

Nutmegs	0 40	0 60
Peppers, black	0 35	0 38
Peppers, white	0 38	0 40
Pickling spice	0 25	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	2 00	2 00
Carraway, Dutch, nominal	0 60	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 25	0 25
Celery seed, bulk	0 46	0 46
Shredded cocoonut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

### Vegetables Easier; Oranges Shade Up

Montreal. FRUIT AND VEGETABLES.—Oranges are firmer in market this week, navels being quoted at \$4.00 a case. Pineapples are also higher in price at \$3.50 per crate, which was the high quotation of last week. Watermelons and strawberries are easier, the market being active in strawberries, but watermelons so far not representing any wide movement. In vegetables there have been some minor reductions due to seasonable conditions of supply, but potatoes keep steadily firm. Rhubarb is coming forward more plentifully for local crop, and United States rhubarb is off the market. Tomatoes are easier in price at \$4.00, new cabbage is down a dollar per crate, and cucumbers are down to \$3.50 per crate, and moving well. Curly lettuce is also down a dollar a box, and greentop celery is now at \$4.00 a crate. New carrots are quoted at \$1.00 per dozen bunches, and Jerusalem artichokes have arrived at \$1.25 a bag.

Bananas (fancy large), bunch	2 75	3 00
Oranges—		
Navels, per box	4 00	4 00
Floridas	5 00	5 00
Valencia, ordinary and large	4 25	5 00
Grape fruit	3 00	4 00
Lemons	3 00	3 25
Pineapples, Cuban, crate	3 50	3 50
Watermelons (U.S.) each	0 50	0 75
Apples—		
Russets	7 00	5 50
Ben Davis	6 25	6 00
Cauliflower, per doz. bunches	3 00	4 00
Celery, greentop, per crate	4 00	4 00
Celery (U.S. washed), doz.	1 25	1 25
Onions, Bermuda, crate 50 lbs.	3 25	3 25
Onions, Texas (crystal wax), crate 50 lbs.	3 25	3 25
Texas onions (red), crate	3 25	3 25
Onions, Australian, sack 100 lbs.	7 50	7 50
White onions, per bag (100 lbs.)	6 00	6 00
Potatoes, per bag (80 lbs.)	4 00	4 00
Potatoes (new), per hamper	4 00	4 00
Potatoes (new), per bbl.	12 00	12 00
Potatoes (red)	3 75	3 75
Potatoes (sweet), per hamper	4 00	4 00
Carrots, per bag	4 00	4 00
Carrots (new), doz. bunches	1 00	1 00
Beets, per bag	2 00	2 00
Beets (new), doz. bunches	1 25	1 25
Parsnips	1 50	1 50
Peas (new), per hamper	3 00	3 00
Turnips	2 50	2 50
Lettuce, curly, per box	2 00	2 00
Lettuce, Romaine, doz.	1 00	1 00
Lettuce, Boston, box of 2 doz.	2 50	2 50
Tomatoes (Florida), per crate	4 00	4 00
Horse radish, per lb.	0 25	0 25
Cabbage (new), New York, crate	6 50	6 50
Cauliflowers (doz.)	3 50	4 00
Cranberries (Cape Cod), barrel	9 00	13 00
Beans, U.S. wax, basket	3 25	4 00
Beans, U.S., green, basket	3 25	4 50
Leeks, per doz. bunches	2 50	2 50
Parsley, doz.	0 50	1 50
Mint, doz.	0 50	0 50
Watercress, doz.	0 50	0 50
Spinach, per bbl.	4 00	4 00
Rhubarb, per doz.	0 25	0 40
Eggplant, per crate	6 50	7 00

Cauliflower, crate	4 00	4 00
Garlic (Venetian), lb.	0 10	0 10
Endive (Canadian), lb.	0 25	0 25
Strawberries (Louisiana), pints	0 12	0 12
Strawberries (quarts)	0 20	0 20
Cucumbers (Fla.), basket	3 50	3 50
Artichokes (Jerusalem), bag	1 25	1 25

### Fish Prices Show Easier Tendency

Montreal. FISH.—Last week was a record week for fish as the turnover in this line of foodstuffs was exceptionally large, due to the effect of three Fast Days. It is evident also, however, that consumers are taking advantage of the comparatively low prices at which fish is obtainable as compared with meat foods. Fish is at present certainly selling from 50 to 75 per cent. cheaper in comparison. Good supplies of all kinds of fish have been marketed, and as a rule prices are comparatively low. Gaspe salmon is coming in more plentifully, and prices have dropped considerably during the past few days. Lobsters are also more abundant than had been expected, and prices for these are very low. Lake fish also is more plentiful, and prices are a trifle easier. Demand for pickled and salt fish is improving, particularly for pickled salmon and trout. The market is comparatively sold out of pickled herring. Prepared, boneless, and dressed codfish are all in very good demand with prices firm. Oysters, both in the shell and in bulk are in fairly good demand and at steady prices.

SMOKED FISH		
Haddies	0 10	0 11
Haddies, fillet	0 14	0 15
Digby herring, bundle of 5 boxes	0 15	0 85
Smoked boneless herring, 10-lb. box	1 40	1 40
Smoked eels	0 12	0 12
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.	\$10 00	\$10 00
Salmon (Labrador), per bbl.	20 00	20 00
Salmon (B.C. Red)	17 00	17 00
Sea Trout, red and pale, per bbl.	15 00	15 00
Green Cod, No. 1, per bbl.	14 00	14 00
Mackerel, No. 1, per bbl.	22 00	22 00
Codfish (Skinless), 100-lb. box	10 00	10 00
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 10	0 10
Codfish, Shredded, 12-lb. box	1 80	1 80
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 20	0 20
Prawns, Imperial gal.	3 00	3 00
Shrimps, Imperial gal.	2 50	2 50
Scallops	3 00	3 00
FRESH FROZEN SEA FISH.		
Halibut	18	19
Haddock, fancy, express, lb.	06	06
Mackerel (med.), each	20	20
Mackerel (large), each	25	25
Cod steak, fancy, lb.	8	8
Salmon, Western	15	16
Salmon, Gaspe	18	20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 10	0 12
Perch	0 10	0 11
Whitefish, lb.	0 14	0 15
Lake trout	0 14	0 15
Eels, lb.	0 10	0 10
Dore	0 11	0 15
Smelts, No. 1	0 15	0 15
Smelts, No. 1 large	0 20	0 20
Oysters—		
Selected, gal.	2 00	2 00
Ordinary, gal.	1 75	1 85
Malpeque oysters (choice, bbl.)	12 00	12 00
Malpeque Shell Oyst. (ord.), bbl.	10 00	10 00
Cape Cod shell oysters, bbl.	12 00	12 00
Clams (med.), per bbl.	8 00	8 00
FRESH FISH		
Haddock	0 06	0 07
Steak Cod	0 07	0 08
Market Cod	0 06	0 07
Carp	0 10	0 11
Dore	0 14	0 15



Lake trout .....	0 14	0 15
Fike .....	0 10	0 11
B.C. Salmon .....	0 22	0 23
Gaspereaux, each .....	0 03	0 03
Western Halibut .....	0 17	0 18
Eastern Halibut .....	0 15	0 17

Shad (Roe), each .....	0 50	0 65
Do., (Buck) .....	0 40	0 45
Flounders .....	0 06	0 07
Perch .....	0 09	0 09
Bullheads .....	0 12	0 12
hitefish .....	0 14	0 14

## ONTARIO MARKETS

**T**ORONTO, June 6.—There were numerous advances in grocery lines during the week but generally speaking there was an easier feeling in the face of quieter business conditions. The situation has not developed through the assurance of any better supplies as wholesalers generally state that there is not very much light ahead for supplies to take care of the needs of people. While there is not expected to be famine conditions by any means still it is anticipated that there will be a curtailment in many lines and that people will have to be satisfied with less of a variety in their diet and confine their eating to the plain essentials for living. There has been a cessation of buying on the part of retailers during the past week or ten days, the volume of trade not being as large as it has been during recent weeks.

### Reports On Sugar Crop Encouraging

Toronto.

**SUGAR.**—Reports coming from the Island of Cuba on the sugar crop continue to be very favorable. Up to May 26 the production for the entire island was 2,457,760 tons as compared with 2,684,803 tons at the corresponding date last year. During the week past 26 centrals finished grinding which leaves an estimated number still grinding of 115 as compared with 42 last year at this time. The difference in the number of centrals now grinding accounts for the increased production at this time of the year, as it is now running far ahead of this same season last year. The production has even exceeded that of 1915 up to the present date, when up to May 26, it was 2,145,092 tons. The sugar crop in that year was 2,592,667 tons. Furthermore weather during the past week continued favorable, there being scattered rains in some parts. There was a slightly firmer tendency to the raw sugar market during the week, due to the steady demand for Cuban raws for various European and South American countries. For the New York market there was very little June sugars offered and prices held steadily firm at 5.96c duty paid. In the local market the demand is quiet and prices are unchanged, although it is expected there will be bigger consumption now that the fruit preserving season is starting.

Atlantic, St. Lawrence extra granulated sugars .....	8 49
Acadia Sugar Refinery, extra granulated ..	8 49
Canada Sugar Refinery, extra granulated ..	8 49
Dominion Sugar Refinery, extra granulat'd ..	8 40
Yellow, No. 1 .....	8 09
Special icing, barrel .....	8 69
Powdered, barrels .....	8 69
Paris lumps, barrels .....	9 09
Assorted tea cubes, boxes .....	9 09

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies,

and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. 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.

### Soaps And Soap Powders Again Up

Toronto.

**SOAPS, SOAP POWDERS, CLEANERS.**—A further advance of 25c per case has been made effective in the price of Comfort, Surprise, Sunlight, Gold, White's Naphtha, Taylor's Borax, making the selling price now \$5.75 per case. There has also been an increase in Ivory soap, the small size now being quoted at \$5.60 and the large size at \$10.40 per case. Fels Naphtha soap is quoted at \$6.50 per case and Lifebuoy at \$5.50 per case, Sunny Mondat at \$5.60 and Fairy soap at \$5.75. N. P. soap has been withdrawn. Lux soap powder has been advanced 20c per case, making the selling price now \$3.60. Pearline in 12-oz. size has been advanced to \$4.80 per case, the former price being \$4.15; 24-oz. is now quoted at \$4.80, while the 60-oz. size is quoted at \$5.60, an advance of 60c. Surprise soap powder is quoted up 35c per box, making the price now \$2.35 and Taylor's soap powder has registered a similar advance with the price also at \$2.35 per box. Guelph soap chips in 50-lb. boxes are now sold at \$5.25, an advance of 50c, while barrels of same are quoted at 10¼c per pound, an advance of ½c. Gold Dust washing powder in large size is now quoted at \$5.75, an increase of 25c, while the medium and small sizes are quoted at \$5.50, an increase of 65c. Gillette's lye has advanced 55c and is now quoted at \$4.85 per case while Gem lye is quoted at \$4.05, an advance of 20c per case. Goblin soap is up 5c per case and is selling at \$2, while Lilac Rose soap is now quoted at \$4.25, an advance of 65c. Babbitt cleanser and 1776 soap powder have advanced 5c per case, making the selling price on both lines \$3.95. Babbitt's lye has advanced 35c per case and is now quoted at \$3.95.

### Fruit Jars And Baking Powders Up

Toronto.

**FRUIT JARS, BAKING POWDER, SODA.**—An advance of \$1 per case been made on Gem fruit jars which now makes the price of Imperial pints \$9.25. Imperial quarts \$10.75, Imperial half gallons \$14.25. Wine measure pints are now quoted at \$9, wine quarts at \$9.75 and wine half gallons at \$12.25. Gillette's baking powder in all sizes have been advanced, making the selling prices as follows: Small, 65c dozen; 4-oz., \$1 dozen; 6-oz., \$1.45 dozen; 8-oz. \$1.90

dozen; 12-oz., \$2.40 dozen; 16-oz., \$2.85 dozen; 2½-lb., \$7.25 dozen; 5-lb. tin, \$12.95 dozen, which is an advance of \$3.35 on the former selling price. Assorted sizes are now quoted at \$8.15, which is an increase of \$2.15. Caustic soda in 25's is now quoted at 12¼c per pound. Cream of tartar in one-quarter pound tins is quoted at \$2.05 dozen and in half-pound tins at \$3.95 dozen. Royal yeast has been advanced to \$1.40, an increase of 15c, while Magic soda in 10-oz. size is now quoted at \$3.85, an advance of 35c. New prices on peanut butter have now been arranged by wholesalers, No. 1 glass containers selling at \$1.25, No. 2 at \$1.75, No. 3 at \$2.35, No. 4 at \$2.85. No. 1 tins are quoted at 35c, in 15-lb. tins at 24c per pound, 24-lb. tins and 50-lb. tins at 23c per pound. Crossley's sardines have been advanced to 21c per tin, and Brunswick kippered herring to \$1.25 per dozen or \$7.25 per case. All pure jams are now quoted at \$2.85 per dozen.

### Canned Goods Are In Small Compass

Toronto.

**CANNED GOODS.**—In the face of a continued good demand there is a dwindling of stocks of canned goods which is rapidly putting them in narrow compass in wholesalers hands. In the United States there is some talk of the Government restricting the use of tin cans for export goods only. Some wholesalers express their opinion that with such a lead in the United States it is highly probable something might be done along that line in Canada. Prices of canned goods held steady during the week.

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

Salmon Sockeye—		
Alaska reds, 1-lb. talls .....	3 00	3 25
Alaska pinks, 1-lb. talls .....	2 40	2 75
Chums, 1-lb. talls .....	1 40	1 65
Pinks, 1-lb. talls .....	1 75	1 90
Cohoos, ½-lb. tins .....	1 45	1 60
Cohoos, 1-lb. tins .....	2 55	2 85
Springs, 1-lb. talls .....	2 50	2 85
Lobsters, ½-lb. doz. ....	2 65	3 00
Canned Vegetables—		
Tomatoes, 2½s .....	2 25	2 40
Tomatoes, 3s .....	2 40	2 50
Peas, standard .....	1 42½	1 50
Peas, early June .....	1 52½	1 55
Beans, golden wax, doz. ....	1 45	1 50
Asparagus tips, doz. ....	3 00	3 25
Corn, 2's, doz. ....	1 95	2 35
Pumpkins, 2½s .....	1 95	2 10
Apples, gallons, doz. ....	4 00	4 00
Pineapples, Hawaiian, 2s, doz. ....	2 35	3 00
Pineapple, Hawaiian, 1s, doz. ....	1 50	1 50

### Curtailing Ships To West Indies

Toronto.

**MOLASSES, SYRUPS.**—With the curtailing of the shipping service to the West Indies in the interest of the trans-Atlantic trade it is possible that the supplies of molasses coming by that route will be further retracted. It is intimated that two of the four regular ships plying between the West Indies and St. John and Halifax are likely to be taken off the run. The condition in the molasses market is one of firmness as manufacturers will allow their repre-



sentatives to take orders only subject to confirmation. Cane syrups and corn syrups held in steady market during the week, with demand somewhat quiet.

Corn Syrups—		
Barrels, per lb. ....	0	06½
Cases, 2-lb. tins, 2 doz. in case ....	4	60
Cases, 5-lb. tins, 1 doz. in case ....	4	95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels, first grade ....	0	06½
Barrels and half barrels, second grade, lb. ....	0	06
Cases, 2-lb. tins, 2 doz. in case ....	4	80
Molasses—		
Fancy Barbadoes, gal. ....	0	78
West India, ½ bbls., gal. ....	0	46
West India, 10-gal. kegs. ....	0	60
Tins, 2-lb., table grade, case 2 doz. ....	4	25
Tins, 3-lb., table grade, case 2 doz. ....	5	65
Tins, 2-lb., baking grade, case 2 doz. ....	3	00

### Currant Prospects Are Not Very Bright

**Toronto.**  
**DRIED FRUITS.**—Prospects for getting sufficient supplies of currants are not very bright and it would seem as though there will be a scarcity in the market by the time the demand develops next fall. Importers give it as their opinion that there will be absolutely none come forward from Greece during the present year and this will send the demand to the Australian crop. Importers have so far been able to get confirmation of very limited quantities from that source. At the price paid for these confirmations it is estimated they would have to sell to the retail trade from 22c to 23c per pound. The crop in Australia has been reduced by rain and supplies available for export will be very small. Grecian currants are about cleaned out of the local market. Prunes are in good sale and prices from importers at the present time in the local market are lower than the New York and coast basis. The price asked for future prunes is higher in most instances than will attract the trade at this distance. However, some booking was reported during the week. Figs in first hands are well cleaned up. This fruit is the most reasonable in price of any now on the market. Dried peaches are very scarce on spot and prices are generally higher.

Apples, evaporated, per lb. ....	0	13½	0	14
Apricots, choice, 25's, faced. ....	0	24	0	26
Candied Peels—				
Lemon .....	0	25	0	26
Orange .....	0	26	0	27
Citron .....			0	30
Currants—				
Filiatras, per lb. ....	0	22		
Australians, lb. ....	0	22		
Dates—				
Excelsior, pkgs., 3 doz. in case	3	60	3	75
Dromedary dates, 3 doz. in case	4	50	4	60
Figs—				
Taps, lb. ....	0	05½	0	06
Malagas, lb. ....			0	10
Prunes—				
30-40s, per lb., 25's, faced. ....	0	15	0	16
40-50s, per lb., 25's, faced. ....	0	14½	0	15½
50-60s, per lb., 25's, faced. ....	0	14	0	15
80-90s, per lb., 25's, unfaced. ....	0	10½	0	12½
Peaches—				
Choice, 25-lb. boxes ....	0	13½	0	14
Raisins—				
California bleached, lb. ....	0	14½	0	15
Valencia, Cal. ....	0	10½	0	11

Valencia, Spanish .....	0	10	0	12
Seeded, fancy, 1-lb. packets. ....	0	12	0	13
Seedless, 12-oz. packets .....	0	12½	0	13½
Seedless, 16-oz. packets .....	0	15½	0	16

### Tea Market Was Quieter During Week

**Toronto.**  
**TEAS.**—Prices on the local tea market were firmly maintained during the week although the movement in teas was rather slow and buying was confined on spot to those actually in need and compelled to pay spot prices. Recent arrivals of tea at Boston by the S.S. Hanna Neilson have had the tendency of making the market somewhat easier. From indications of tea that are now reported to be on the way tea importers are led to the opinion that there will be no actual famine in tea although the movement of tea is slow. Some shipments have left Calcutta but no advice has been received of its whereabouts since that time. Well informed importers are of the opinion that tea will be scarcer before it is more plentiful. The Canadian Pacific line of steamers from Hong Kong are reported to be some 4,000 tons of freight behind in their deliveries from that port as the greater part of their space has been commandeered. In Ceylon the market has been fluctuating on weekly sales with abrupt advances of 2c to 4c per pound followed about by declines, with sharp advances again alternating. These changes are not based on the volume of tea offered but on opportunities for shipment, buyers competing keenly when they can secure any space. The Calcutta market has been closed for some months but will be reopened on June 12 when first new-crop teas will be offered. New-crop Indians, however, are not generally suitable for this market. Prices remained unchanged during the week.

Per lb.	
Pekoe Souchongs .....	0 45 0 46
Pekoes .....	0 46 0 47
Orange Pekoes .....	0 48 0 50
Broken Pekoes .....	0 50 0 55
Broken Orange Pekoes .....	0 52 0 55

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 movements.

### Coffee Demand Is Reported Heavy

**Toronto.**  
**COFFEE.**—One of the large dealers in coffee reports the demand for the month of May as the heaviest in the history of their company. This also applies to spices and cocoas. There has been a good consumption of coffee reported from all quarters. Prices have held steady during the week. Chicory is in a very firm position due to the exceptionally light stocks now available.

Coffee—	
Bogotas, lb. ....	0 28 0 30
Maracaibo, lb. ....	0 25 0 28
Mexican, lb. ....	0 27 0 31
Jamaica, lb. ....	0 26 0 27
Mocha, Arabian, lb. ....	0 35 0 40
Rio, lb. ....	0 20 0 25
Santos, Bourbon, lb. ....	0 25 0 26
Chicory, lb. ....	0 17 0 20

Cocoa—	
Pure, lb. ....	0 25 0 30
Sweet, lb. ....	0 16 0 20

### Cream Of Tartar Advances 2c To 5c

**Toronto.**  
**SPICES.**—Following the intimation given last week that cream of tartar was in very strong position advances have been recorded on both French pure and American high test. The former is now selling at 60c per pound and the latter at 65c. Celery seed has also moved up from the low levels of last week so that the range is now 40c to 45c per pound. There is uncertainty in the primary market in New York due to the possibility that the proposed 10 per cent. war tax on spices may be eliminated. Ocean freight, however, is a constantly recurring menace causing an acuteness in the situation which is likely to persist. Demand for spices has been fairly good.

Per lb.	
Allspice .....	0 15 0 18
Cassia .....	0 25 0 35
Cinnamon .....	0 40 0 50
Cayenne .....	0 30 0 35
Cloves .....	0 35 0 45
Ginger .....	0 25 0 35
Mace .....	0 90 1 25
Pastry .....	0 25 0 30
Pickling spice .....	0 20 0 25
Peppers, black .....	0 32 0 38
Peppers, white .....	0 38 0 45
Nutmegs, selects, whole, 100's. ....	0 40
Do., 80's .....	0 45 0 50
Do., 64's .....	0 60
Mustard seed, whole .....	0 25 0 30
Celery seed, whole .....	0 40 0 45
Coriander, whole .....	0 30 0 38
Caraway seed, whole .....	0 75 0 85
Cream of Tartar—	
French, pure .....	0 60
American high test .....	0 65

### New Quoting On New Crop Brazil Nuts

**Toronto.**  
**NUTS.**—Importers are now quoting on new-crop Brazil nuts which have recently arrived in New York from South America. These nuts are for September shipment and are quoted 2c to 3c per pound below the prices at which recent sales were made by importers. Nut importers are quite generally of the opinion that there will be no new-crop walnuts for the Christmas trade. As there are no old stocks of nuts available in France, and as stocks locally are very light in the hands of importers, it would seem as though famine conditions may prevail so far as walnuts in the shell are concerned. Peanut prices are high and old-crop stocks will in all probability be exhausted before new crop comes in. In some quarters higher prices were quoted during the week. Almonds were quoted ½c per pound higher in Spain during the week.

In the Shell—	
Almonds, Tarragonas, lb. ....	0 20 0 22
Walnuts, Bordeaux .....	0 18 0 20
Walnuts, Grenobles, lb. ....	0 18 0 20
Filberts, lb. ....	0 18 0 19
Pecans, lb. ....	0 17 0 19
Peanuts, roasted, lb. ....	0 14 0 18
Brazil nuts, lb. ....	0 17½ 0 20
Shelled—	
Almonds, lb. ....	0 42 0 48
Walnuts, lb. ....	0 55 0 60
Walnuts, California .....	0 26 0 33
Peanuts, lb. ....	0 16



**Rice Again Higher;  
Tapioca Also Advances**

**Toronto.**  
RICE AND TAPIOCA.—An advance of ½c to 1c per pound was recorded in most lines of rice during the week. Texas fancy is now quoted at a range from \$10.50 to \$11.50 per hundred pounds. Fancy Siam is up ¼c, while fancy Japan has increased 1½c and Japan second ½c per pound. Tapioca has also advanced 1c per pound during the week. This commodity continues to fluctuate wildly in the New York market and it is expected that wide open prices are likely to prevail for a long time to come. One local broker sold a car of tapioca to New York during the week.

Texas, fancy, per 100 lbs.	10 50	11 50
Siam, fancy, per 100 lbs.	8 00	9 00
Siam, second, per 100 lbs.	7 50	8 00
Japans, fancy, per 100 lbs.	9 00	9 50
Japans, second, per 100 lbs.	7 50	8 50
Chinese, per 100 lbs.	7 75	8 00
Tapioca, per lb.	0 13½	0 14

**Japanese Beans  
Again In Market**

**Toronto.**  
BEANS.—With the arrival during the week of stocks of Japanese beans quotations were again made on this commodity at \$10 per bushel. Some Rangoon beans also arrived and were quoted on the basis of \$9. to 9.50 per bushel. Supplies of Ontario white beans are very limited. Lima beans are also in small compass and prices are firmly held at 19c to 20c per pound.

Ontario, 1-lb. to 2-lb. pickers, bu.	9 50	11 00
Rangoons, per bush.	9 00	9 50
Japanese, per bush.	10 00	
Black eyes, Cal., bushel.	6 50	
Limas, per pound	0 19	0 20

**Decline In Package  
Oats Was Recorded**

**Toronto.**  
PACKAGES.—A decline of 50c was recorded in the price of Purity oats 20's, making the selling price now \$4 per case. In the 18's Purity was also reduced 20c, making the price now \$1.40 per case. Quaker oats 18's on the other hand were increased 5c per case, making the price now \$1.50 per case. Kellogg's wheat flakes are now quoted at \$2.40 per case, an advance of 10c, while the rice flakes manufactured by the same concern have advanced 50c to \$2.40. Drinket, a Kellogg line, has been advanced to \$2.40, an increase of 10c. There has been a good demand for cereals during the week and stocks in wholesalers hands are comparatively low, supplies arriving being taken up readily. There is a firm situation in shredded wheat and an advance would not come as a surprise.

Cornflakes, per case	3 25	3 40
Rolled oats, round, family size, cs.	4 00	4 50
Rolled oats, round regular 2-lb. size, case	1 40	1 80
Rolled oats, square case	4 00	4 50
Shredded wheat, case	4 00	
Cornstarch, No. 1, pound cartons	0 10½	
No. 2, pound cartons	0 09½	
Starch, in 1-lb. cartons	0 10½	
Do., in 6-lb. tins	0 12½	
Do., in 6-lb. papers	0 09½	

**Restigouche Salmon  
And Fresh Mackerel In**

**Toronto.**  
FISH.—Some of the first Eastern salmon arrived during the week from New Brunswick, although the supplies are yet very limited. It is being quoted at 25c to 27c per pound. Fresh mackerel was also a new arrival during the week, the prices ranging from 11c to 12c per pound. Haddies were easier during the week, new cured being quoted at 11c to 12c per pound. There was also an easier tendency in haddie filets although the range of prices remained unchanged. Strip cod is now off the market. Good supplies of halibut are now arriving with prices holding steady. Salmon trout reached the market in good supply but whitefish was still somewhat scarce. With the exception of the prices named above there was a generally steady market during the week.

SMOKED FISH.		
Ciscoes, per lb.	0 11	0 12
Haddies, per lb., new cured.	0 11	0 12
Haddies, filets, per lb.	0 14	0 15
Kipperd herring, per box	1 50	
Kipperd herring, per box	1 60	
Digby herring, bundle 5 boxes.	1 10	1 25
PICKLED AND DRIED FISH.		
Acadia cod, 20 1-lb. blocks.	2 60	
Salt mackerel, kits 15 lbs.	2 25	
FRESH SEA FISH.		
Herring, fresh	0 08	0 09
Halibut, frozen	0 16½	0 17
Halibut, medium, fresh, lb.	0 16½	0 17
Cohoe salmon (red), frozen	0 14½	0 15
Haddock, fancy, express, lb.	0 08	0 09
Mackerel, lb.	0 11	0 12
Steak, cod, fancy, express, lb.	0 10	0 11
Salmon, Restigouche, lb.	0 25	0 27
Flounders, lb., frozen	0 09	0 10
Winkels, per bag	1 15	
FRESH LAKE FISH.		
Herring, lb.	0 10	0 12
Pike, lb.	0 08	0 08½
Whitefish, lb., frozen	0 13	0 13½
Whitefish, lb., fresh	0 15	0 16
Trout, lb., fresh	0 12	0 13
Herrings, frozen	0 06	
Tullibees, lb.	0 09	0 09½
Do., fresh, lb.	0 10	

**Next Week Likely  
Heavy For Pineapples**

**Toronto.**  
FRUIT.—Importers of pineapples anticipate that next week will see the heaviest arrivals in the market and in all probability as good a price as will be offered during the season. Pines were higher during the week as shipments were somewhat meagre out of New York. There has been heavy buying of this fruit in New York and this has a tendency to take up all available surplus. Strawberries were quoted down, the range being from 16c to 20c. California naval oranges were higher by

50c during the week, as the end of the crop is drawing near. California Valencias, however, are now reaching the market and are quoted at \$4 per case. Rhubarb is in good supply, now being in the height of the season. California cherries showed a tendency toward easier prices, being quoted \$3 to \$3.50 as compared with \$3.50 last week.

Apples—		
Boxes, American	2 75	3 00
Bananas, yellow, bunch	2 25	2 75
Bananas, red, bunch	2 50	3 00
Cherries, Cal., box	3 00	3 50
Oranges—		
Cal. Navels	3 50	4 00
Cal. late Valencias	4 00	
Grapefruit, Cuban, case	3 75	4 25
Florida, case	5 00	5 50
Lemons, Cal., case	3 75	4 50
Messinas, case	3 25	3 50
Pineapples, Porto Rican	4 00	4 25
Cubans, case	3 50	4 00
Rhubarb, doz. bunches	0 20	0 30
Strawberries, 1-qt.	0 16	0 18
Watermelons, each	0 60	0 75

**Western Potatoes  
And Cabbage Down**

**Toronto.**  
VEGETABLES.—New cabbage in cases was quoted lower during the week, the range now being from \$5.50 to \$6.50 per case as compared with \$6 to \$7 last week. Some new potatoes in barrels arrived from the Southwestern States during the week and were quoted at \$12.75 to \$13 per barrel. California head lettuce was quoted lower at \$3 to \$3.50 per hamper. Canadian cucumbers on the other hand were slightly higher at \$2 to \$2.25 pr basket. New beets were quoted at \$2 to \$2.50. Western potatoes were quoted lower by 25c per bag.

Asparagus, Can. grass, 11-qt. bkt.	1 50	2 00
Beets, new, hamper	2 00	2 50
Beans, green, string, hamper	3 50	3 50
Beans, golden wax, hamper	3 50	3 75
Cucumbers, Can., hothouse, 11-qt. basket	2 00	2 25
Cucumbers, Florida, hampers, 6 doz.	3 00	3 50
Cabbage, case	5 50	6 50
Carrots, new, hamper	2 00	2 25
Celery, Florida, half case	3 00	
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 30
Cal. head lettuce, hamper	3 00	3 50
Mushrooms, 4 lbs.	2 50	
Onions—		
Texas, 50-lb. box	2 75	3 25
Green, per doz. bunches	0 40	
Potatoes—		
N. Brunswick Delawares, 90-lb. sacks	4 75	
Elbertas, bag	4 00	4 25
New, hamper	3 00	4 00
New, barrel	12 75	13 00
Peas, green, hamper	2 50	2 75
Radishes, doz. bunches	0 20	0 30
Spinach, bushel hamper	1 00	
Green peppers, doz.	1 00	
Tomatoes, Flor., 6-bkt. carriers	3 50	4 00
Parsley, basket	0 75	1 00
Watercress, basket	0 75	
Turnips, bag	1 25	
Turnips, new, hamper	1 50	

**MANITOBA MARKETS**

**WINNIPEG, June 6.**—Most important advances this week have taken place in a number of prominent lines of soap. Procter & Gamble announce advances in most of their lines their new prices on Golden and P. & G. now being \$5.75 per case. Ivory small and large, Pearlina and Soapade are also up. Advances are also an-

nounced by Royal Crown Soaps Limited, and Lever Bros. Among the declines which have taken place is a decline in flour, which amounted to \$1.90 per bbl. in the past week, but this was immediately followed by an advance last Saturday of 80c per bbl. At the time of writing early this week, millers in Winnipeg were quoting \$13.00 per bbl. Cereals



continue upward. Krumbles, which have been selling at \$2.80 are now \$3.60 per case. Kellogg's corn flakes have been selling at \$3.40, but are expected by jobbers to advance.

**Sugar May Decline,  
But Not Expected**

**Winnipeg.**  
**SUGAR.**—For some time the situation west of Winnipeg has been rather complicated by the fact that the B.C. Sugar Refining Co., Vancouver, have had difficulty making the deliveries in Manitoba and Saskatchewan on account of a strike. This, of course, is only a temporary matter, but it has meant that Eastern refiners have had to supply part of this territory with sugar. The latter are shipping sugar into Manitoba and Saskatchewan in large quantities, but are asking premiums on shipments of cars into Saskatchewan. Even under these conditions they have been getting all the business they wanted. The question is asked here and there, what is going to happen to the sugar market? It has been very stationary for some time because of an easiness in the United States, and it was feared that a decline was very probable here. However, jobbers point to the fact that a scarcity exists in the West, and that refiners are having difficulty coping with the demand. They also emphasize the fact that the Canadian market did not advance the way the American market did some time ago. Jobbers say: "There may be a reduction here, but we do not look for one."

**Corn Syrup May  
Advance Again**

**Winnipeg.**  
**SYRUPS.** — At the time of writing there has been no further change in price of corn syrup, but considering that corn is extremely scarce in the United States, and that the corn market is very firm, there is still a possibility of another advance. There has been some scarcity of cane syrup on this market, but manufacturers advise that supplies will be coming along freely shortly. Molasses are advancing steadily, and jobbers look for higher prices all along the line, especially molasses in tins, this being due to increased cost of tin plate.

2-lb. tins "Beehive" and "Crown".....	\$ 73
5-lb. tins "Beehive" and "Crown".....	5 13
10-lb. tins "Beehive" and "Crown".....	4 86
20-lb. tins "Beehive" and "Crown".....	4 87
½ bbl. "Beehive" and "Crown".....	7 50
Crown, in quart sealers.....	4 48
"Lily White," 2-lb. tins.....	5 23
"Lily White," 5-lb. tins.....	5 63
"Lily White," 10-lb. tins.....	5 36
"Lily White," 20-lb. tins.....	5 37

**New Prices On  
Candied Peels**

**Winnipeg.**  
**DRIED FRUITS.**—On account of the fact that English peels will probably be off the market this year, and that it will be possible to buy only American peels, prices are likely to be very high. The following are approximate prices which the retailer will have to pay: Orange, 25½c., lemon, 22½, citron, 30c. Advices from California are to the effect that evaporated peaches and raisins are pretty well sold out.

<b>Dried Fruits—</b>		
Apples, evap., 50-lb. boxes, lb. ....	0 13¼	0 14
Apples, 25-lb. boxes.....	0 13¾	0 14¼
Apples, 3-lb. cartons, each.....	0 44	0 52
Pears, choice, 25's.....	0 13½	0 15½
<b>Apricots—</b>		
Choice, 25's.....	0 23	
Choice, 10's.....	0 24	
<b>Peaches—</b>		
Choice, 25-lb. boxes.....	0 12	
Choice, 10-lb. boxes.....	0 13	
<b>Currants—</b>		
Fresh cleaned, half cases, Australian, lb. ....	0 19	0 22
<b>Dates—</b>		
Hallowees, 68-lb. boxes.....	0 12¾	
Fards, box, 12 lbs. ....	2 00	
<b>Raisins, California—</b>		
16 oz. fancy, seeded.....	0 11½	
16 oz. choice, seeded.....	0 11	
12 oz. fancy, seeded.....	0 09½	
12 oz. choice, seeded.....	0 08¾	
<b>Raisins, Muscatels—</b>		
3 crown, loose, 25's.....	0 09¼	
3 crown, loose, 50's.....	0 03	
<b>Raisins, Cal. Valencias—</b>		
3 crown, loose, 25-lb. boxes.....	0 10	
3 crown, loose, 10-lb. boxes.....	0 10½	
<b>Figs—</b>		
Cooking, in mats.....	0 07½	
Mediterranean, 33-lb. mats.....	0 08½	
<b>Prunes—</b>		
90 to 100, 25s.....	0 11¼	0 12¼
40 to 50, 25s.....	0 15½	0 17
<b>Peels—</b>		
Orange, lb., 7-lb. boxes.....	0 22½	
Lemon, lb., 7-lb. boxes.....	0 21¼	
Citron, lb., 7-lb. boxes.....	0 25	

**Various Prices Quoted  
On White Beans**

**Winnipeg.**  
**DRIED VEGETABLES.**—White beans continue very high. One or two of the jobbers are quoting higher prices, a typical quotation being 7.50 for fancy. Another house is asking 7.00 for 3-lb. pickers, this being an advance of 30c. on their price of last week.

<b>California Lima Beans—</b>		
80-lb. sacks.....	0 20	0 25
<b>Peas—</b>		
Split peas, sack, 98 lbs.....	7 00	7 50
Whole green peas, bush.....	5 50	
Whole yellow, bushel.....	3 50	

**Tapioca And Sago  
10½c And 9c Respectively**

**Winnipeg.**  
**RICE.**—Most Winnipeg jobbers seem to have put up their rice slightly, and dealers can expect these slight advances to take place right along until the more expensive rice begins to arrive on this market. There does not seem to have been any further advance this week. Tapioca and sago continue to rise to high levels, and jobbers are quoting to-day 10½c. on tapioca, and 9c. in sago. They state these lines are very hard to procure.

Japan, No. 1, lb. ....	0 06¼
Japan, No. 2, lb. ....	0 05¾
Siam, lb. ....	0 05¼
Patna, lb. ....	0 06¾
Taioc, lb. ....	0 09¼
Sago, lb. ....	0 08

**Red Sockeye Salmon  
Opening Very High**

**Winnipeg.**  
**CANNED GOODS.**—Shippers in Winnipeg state that they continue to find good demand for all canned vegetables and canned fruit. They expect all stocks to be cleaned up by the time the new crop arrives on the market; in fact it will be a better clean up than they have ever experienced before. Opening prices on Red Sockeye have been announced across the line on 1917 pack, opening prices being the highest recorded for twenty years. It

has been intimated for a long time that prices would be very high, but few expected that prices would be as high as this.

**Well-Known Soaps  
Advance In Price**

**Winnipeg.**  
**SOAPS.**—Advances have taken place during the past week in most lines. Royal Cdown soap went up 25c. per case. Sunlight and Lifebuoy, 40c. per case. Most of Procter & Gamble's lines advanced, and their new prices are as follows: Golden and P. & G. are now \$5.75 per case; Ivory, small, \$5.60; Ivory, large, \$10.40; Pearline and Soapade, 10 oz., \$4.80; 20 oz., \$6; 50 oz., \$5.60. Lye and cleansers are tending upwards, and advances would not be surprising. They are good value at to-day's prices. New prices on Sunlight and Lifebuoy soaps are: Sunlight, 100s, \$5.75 per case; \$5.70, 5 cases; \$5.60, 10 cases. Lifebuoy, 100c, \$5.50 per case; \$5.45, 5 cases; \$5.35, 10 cases.

**Salmon Still Scarce;  
Pickerel Plentiful At 12c**

**Winnipeg.**  
**FISH AND POULTRY.**—Whitefish is quoted 12-13c. and supplies are not too plentiful. There should be plenty of whitefish when Lake Winnipeg gets going next week; it is hardly likely there will be any change in price, however. Salmon is still scarce, and fresh salmon is bringing 22c. Lake trout is selling at 15c., and this is probably the lowest it will be selling at this summer. There is a good supply of pickerel, which is quoted at 12c. Poultry is beginning to move.

Whitefish.....	0 13
Salmon, frozen.....	0 15
Salmon, fresh.....	0 22
Halibut, fresh.....	0 15
Cod, Ling.....	0 10
Cod, black.....	0 12½
Kippers, boxes.....	2 00
Bloaters, boxes.....	1 75
Lake trout.....	0 15
Pickerel.....	0 12
Mackerel, 20-lb. kits.....	3 00
Finnan haddie, lb. ....	0 13½
Salt herrings, bbl. ....	5 50
Salt herrings, 20-lb. pails.....	1 50
Smelts, extra.....	0 23
Brook trout, frozen.....	0 35
Smoked fillets.....	0 17
Sea herring.....	0 07½

**Potatoes Down To \$1.50;  
Hood River Berries In**

**Winnipeg.**  
**FRUIT AND VEGETABLES.** — The big line on the market now is strawberries, but they held very firm last week. Missouri strawberries will soon be cleaned up entirely and dealers can look for Hood River strawberries, which will probably open around \$5. Price early this week for Missouri was \$5.50 for cases of 24 qts. There was an advance in Cuba pineapples to \$5 per case. Bananas are up to 5½c. per lb. Florida tomatoes eased a dollar, to \$5 per case. New carrots are now selling at \$1 per dozen, and are not being offered by the lb. Cucumbers are coming by the box at \$4.50, or by hamper \$5. California celery is bringing \$8.50 per case, or \$4 per crate for Florida. The sale of oranges has fallen off, but price  
(Continued on page 45)



# FLOUR AND CEREALS

## Flour Still Easy But May Re-Act

**Montreal.**  
**FLOUR AND FEEDS.**—During the week following last report flour has again showed the dwindling trend in price, and watchers of the markets this week are inclined to think that bed-rock has been reached, and that possibly flour prices will tend to develop the reaction seen to some extent in wheat. Certainly there was a firmer tone to the market this week, but no sudden resumption of marked strength was anticipated. Reports from the North West were all of a favorable nature, and the general opinion is that the crop should be at least as big as last year's with probabilities (weather permitting) in favor of still bigger production. That there will be no great relaxation of prices for flour now until the present war is a thing of the past was an opinion freely expressed, and expectations are that there will be brisker buying from now on.—As regards feeds there is a lull in the downward tendency of prices, and demand remains about the same as last week, sagging a little more for bran, but normal for the time of year. Winter wheat flour showed the declining trend also this week, quotations running from fifty cents to a dollar lower than last week's figures for the various grades.

	Car lots	Small lots
<b>Manitoba Wheat Flour—</b>		
First patents	13 10	13 30
Second patents	12 60	12 80
Strong bakers	12 40	12 60
<b>Winter Wheat Flour—</b>		
Fancy patents	13 50	14 00
90% in wood	13 00	13 50
90% in bags	6 25	6 50
Bran, per ton	38 00	40 00
Shorts	44 00	46 00
Special middlings	50 00	51 00
Feed flour	61 00	62 00
Feed oats, per bushel	0 88	0 90

## Cereals In Good Demand And Steady

**Montreal.**  
**CEREALS.**—The demand for cereals maintains steadily, and prices are not for the time being fluctuating to any extent. There is a firming tone to the principal cereals at present, and prospects are for continued steadiness and further strength. Buckwheat flour is practically off the market now until new crop buckwheat appears. The wheat-based cereals have shaded down in keeping with flour, and may possibly react to higher levels should the wheat market justify this. Carton and package cereals are in demand and firm. Robin Hood cartons are at \$1.70 now, and the market is firm for rolled oats.

Barley, pearl, 98 lbs.	7 50	8 00
------------------------	------	------

Barley, pot, 98 lbs.	6 00	7 25
Buckwheat flour, 98 lbs.	5 25	5 50
Corn flour, 98 lbs.	6 00	6 00
Cornmeal, yellow, 98 lbs.	5 50	6 00
Graham flour, 98 lbs.	6 30	6 30
Hominy, grits, 98 lbs.	6 15	6 75
Hominy, pearl, 98 lbs.	6 15	6 75
Oatmeal, standard, 98 lbs.	5 25	5 25
Oatmeal, granulated, 98 lbs.	5 25	5 25
Peas, Canadian, boiling, bush	4 25	4 25
Split peas	9 50	10 00
Rolled oats, 90-lb. bags	4 50	4 75
Whole wheat flour, 98 lbs.	6 30	6 30
Rye flour, 98 lbs.	5 25	5 50
Wheatlets, 98 lbs.	6 55	6 55

## Flour Again Sags Downward

**Ontario Winter Wheat Flour Quoted Higher Than Manitoba Flour by Some Mills**

**Toronto.**  
**FLOUR.**—There was a further decline of 50c. per barrel in first patents Manitoba flour. On the other hand Ontario winter wheat flour was quoted higher than Manitoba flour by some mills. This is an unusual condition but it is explained by the fact that Ontario winter wheat is now very scarce and hard to get and is commanding a high price. Manitoba flour is quoted all the way from \$13 to \$13.40 per barrel, whereas Ontario hard wheat flour is quoted from \$12 to \$13.40 per barrel. The wheat markets were somewhat disorganized during the week owing to the holidays, Monday being a holiday in Canada on account of the King's birthday and in the United States on Tuesday on account of registration for war purposes. At the close of the market in Winnipeg on Saturday last cash wheat climbed upward again to the extent of 13c. and sold at \$2.50 per bushel. Demand for flour locally is light but from certain quarters a slightly renewed interest was noted when wheat again took the turn upward on Saturday. Shipments of flour and mill feeds are coming forward from Western points in better supply although it is stated they are none too free yet.

	Car lots per bbl.	Small lots per bbl.
<b>Manitoba Wheat Flour—</b>		
First patents	\$13.00-\$13.40	\$13.20-\$13.60
Second patents	12.50-12.90	12.70-13.10
Strong bakers	12.30-12.70	12.50-12.90
<b>Ontario Winter Wheat Flour—</b>		
High patents	12.80-13.40	13.10-13.70
Second patents	12.40-13.00	12.70-13.30

## Bulk Cereals Are In Good Demand

**Toronto.**  
**CEREALS.**—Prices on bulk cereals held steady during the week. Demand on the other hand is reported to be exceptionally good. Rolled oats in particular are having a good run, both in packages and in bulk. The only change to record was in farina which moved up 50c. from the

lower level of last week. Rolled oats in one instance at least were quoted 10c. per bag under the low quotation of last week.

	Less than car lots	Car lots
Barley, pearl, 98 lbs.	7 00	8 50
Barley, pot, 98 lbs.	5 20	7 00
Buckwheat flour, 98 lbs.	6 20	7 00
Corn flour, 98 lbs.	6 20	6 45
Cornmeal, yellow, 98 lbs.	5 00	5 50
Farina, 98 lbs.	6 70	7 25
Graham flour, 98 lbs.	6 00	7 00
Hominy grits, 98 lbs.	6 20	6 20
Hominy, pearl, 98 lbs.	5 20	6 25
Oatmeal, 98 lbs.	4 60	5 00
Rolled oats, 90-lb. bags	7 35	7 50
Rolled wheat, 100-lb. bbls.	6 00	7 00
Whole wheat flour, 98 lbs.	6 50	8 00
Wheatlets, 98 lbs.	10 20	11 00
Peas, yellow, split, 98 lbs.	0 10	0 12

Above prices give the range of quotations to the retail trade.

## Bran Declines; Shorts Also Down

**Toronto.**  
**MILLFEEDS.**—There was a decline of \$3 per ton in bran during the week and a similar downward tendency in shorts, making the selling price of the latter commodity \$41 per ton. Special middlings on the other hand were quoted down \$5 per ton. Feed flour was about the only line that held steady in price. Declines were due to the slackening demand for bran and to some extent also on shorts. Demand for bran is very light now that cattle are on the grass.

	Mixed cars ton	Small lots ton
<b>Mill Feeds—</b>		
Bran	\$35 00	\$37 00
Shorts	41 00	43 00
Special middlings	45 00	45 00
Feed flour	61 00	63 00

## Government May Fix Price Of 1917 Crop

**Winnipeg.**  
**FLOUR AND CEREALS.**—Early this week first patents were being quoted at \$13.00 per bbl. There was a decline of 50c per bbl. on Friday, June 1. During the seven days prior to Friday, June 1, there were two other declines, the first being one dollar per bbl., and the second 40c per bbl., making a total decline in a week of \$1.90 per bbl. Then, on Saturday, June 2, flour jumped 80c per bbl., making first patents \$13.00 per bbl. This followed an advance in wheat on Friday and Saturday. Domestic flour business has been very quiet. Buyers no doubt look for further reduction. It is difficult to say much about the wheat market, as there has been very little doing in the Grain Exchange. There is a persistent rumour in Winnipeg that the Government will likely fix the price at some early date of 1917 crop, which price will likely be based on the October option.

This would stop all contracting, and people would buy as they required. Such an action on the part of the Government would of course, fix the price of flour. The feeling among prominent millers here, as well as in the East, is that the Government will take this action, as they feel that they could never take a chance on the market doing the same as in 1917. "This would be a calamity," said one of the millers. Rolled oats are still at \$3.75 for 98's, and packages at \$4.50. Many cereal mills are discontinuing package goods, as they find it necessary to devote all their energies to domestic and government orders for bulk rolled oats. The demand for oatmeal is in excess of supply, Government agents having been buying everything they possibly could in British Columbia. This they have packed in tins and shipped to Mesopotamia for the British Army. Feed prices are still soaring very high, with the chief demand still in the East, especially in large centres like Montreal. Prices are \$36.00 for bran, \$39.00 for shorts, and \$52.00 for mixed chop.

<b>Flour—</b>	
Best patents .....	13 00
Bakers .....	12 50
Clears .....	11 90
XXXX .....	10 90
<b>Cereals—</b>	
Rollled oats, 80's .....	3 75
Rollled oats, pkgs., family size. ....	4 50
Cornmeal, 98's .....	5 00
Oatmeal, 98's .....	4 85
<b>Feeds—</b>	
Bran, per ton .....	36 00
Shorts, per ton .....	39 00
Mixed chop, ton .....	52 00

**PRODUCE AND PROVISIONS**  
(Continued from page 48)

<b>Lard, Pure—</b>	
Tierces .....	0 26 3/4
20s .....	5 55
Cases, 5s .....	16 25
Cases, 3s .....	16 35
<b>Lard, Compound—</b>	
Tierces .....	\$ 20 1/4
Tubs, 50s, net .....	10 25
Pails, 20s, net .....	4 25
<b>Butter—</b>	
Fresh made creamery, No. 1 .....	0 43
cartons .....	0 42
Fresh made creamery, No. 2 .....	0 42
<b>Fresh Eggs—</b>	
New laids .....	0 33
<b>Cheese—</b>	
Ontario, large Sept. ....	0 29 0 30
Ontario large fresh .....	0 28
Manitoba, large, fresh. ....	0 27 1/2 0 28

**WEEKLY MARKET REPORTS**  
(Continued from page 43)

holds firm at \$4-\$4.50. There are a few cherries coming in at \$3.50 per box, but big shipments will not arrive until later on in June, when price will be lower. Asparagus is bringing around \$2.50 per crate. New lines include watermelons at \$9 per doz.

Asparagus, crates .....	2 50
Manitoba potatoes, bushel .....	1 50
1 75	
Celery, Cal., case .....	8 50
Celery, Florida, crate .....	4 00
Cucumbers, box .....	4 50
Cucumbers, hamper .....	5 00
Carrots, new, doz. ....	1 00
Turnips, old, lb. ....	0 02
Cabbage, Cal., lb. ....	0 08
Cauliflower, Cal., small crates. ....	3 00
Head lettuce, Cal., doz. ....	1 25
Lettuce, leaf, doz. ....	0 40
Imported mushrooms .....	0 90
Parsley, imported, doz. ....	0 60
Peas, green, lb. ....	0 20
Spinach, lb. ....	0 15
Tomatoes, Florida, case .....	6 00

<b>Fruits—</b>	
Oranges, navel, case .....	4 00
Lemons .....	5 00
Grape Fruit .....	6 00
Wine saps, box .....	2 50
Rome Beauties, box .....	2 50
Strawberries, case of 24 qts. ....	5 50
Bananas, lb. ....	0 05 1/2
Rhubarb, Washington, box .....	1 25
Pineapples, Cuba, case .....	5 00
Cherries, box .....	3 50
Watermelons, doz. ....	9 00

**COPPER COLORING UNKNOWN IN CANADA**

A recent investigation made by the Chief Analyst of the Inland Revenue Department at Ottawa into the question of the coloring of canned peas, brought out the fact that the coloring of peas with copper was unknown in the Canadian industry and that there was little demand in Canada for coppered peas. The inspection showed that out of 210 samples only 26 samples were colored with copper and these were, as far as could be discovered, all imported products.

**REVOLUTION TO REDUCE FOOD PRICES.**

At a recent gathering of the Montreal Trades and Labor Council it was suggested that the only thing to bring about a reduction in food prices was a revolution, but before the meeting was adjourned it was considered more advisable to forward a resolution to Premier Borden favoring the rescinding of the order-in-council concerning investigation into food prices and the substitution for it of a low "less combrous and more effective."

**BOOST FOR CANADIAN GROCER ENQUIRY DEPT.**

A few days ago a Montreal man wrote CANADIAN GROCER for information on the Secret Commissions Act passed in 1909. This was promptly sent to him, although as he points out in letter below, he had tried to get the information from lawyer friends and two departments of the Government, but without success. Here is his letter

**CANADIAN GROCER,**

Dear Sirs.—Your favor to hand on my return on Friday night—and enclosure contains the information desired for which accept my thanks.

I received a similar circular when the Act was first passed, had mislaid it but it kept in my memory. When I wanted it confirmed lately I enquired from some lawyer friends and strange to say they knew nothing about such a law. Ialso wrote the Minister of Justice and to the Attorney General, Ottawa both of whom replied they knew nothing of such a law. As a last resort I tried the CANADIAN GROCER. Result—desired information. Moral. When looking for information ask the CANADIAN GROCER.

Again thanking for desired information,—A.S.R.  
Montreal, June 2, 1917.

**BRIDGES BY-LAW PASSES IN PETERBOROUGH**

On Thursday last, Peterborough carried the Bridges By-law with an overwhelming majority. The by-law provided for a high level bridge on Hunter street, connecting the location of the proposed new Quaker Ooats plant with the city proper. The erection of this bridge as a means of access to their plant was one of the conditions this company imposed on condition that they rebuild their plant.

The almost unanimous decision from all parts of the city clearly indicates that the citizens generally considered that the condition was one that was quite justified, and one also that was as much in the interest of the city, as it was of the Quaker Oats Company.

**A FRAUDULENT FERTILIZER.**

The Chief Analyst of the Inland Revenue Department at Ottawa, in a recent bulletin concerning a fertilizing product known as "Nature's Plant Food," condemns its use and states that a gross fraud is sought to be perpetrated upon the farmers of Canada by the sale of this article, the manufacturers of which have their Canadian agency at Chatham. He states that the article in question is merely a crushed rock of the Syenite type which exists in limitless quantity in many places in Canada and which is used for macadamizing roads. A test case of the value of the fertilizer was made and it was found that a less crop was harvested where the fertilizer was used.

**MORDEN MANITOBA HAS CHEAP FLOUR**

A merchant in Morden, Manitoba, has achieved a record in selling flour. The record is a thousand bags of 98 pounds in less than a week. The reason for it is as follows. There are two large milling companies who do a substantial business in Morden. A short while ago, when flour was mounting almost daily, the goods of one of these companies was raised, but the merchant or merchants handling the other brand refused to increase the price. This sort of got beneath the skin of the first company and they started out to make things interesting. They advised their representative to meet the cut price and, if the evidence speaks true, to go the limit. At least 98 pound bags of first grade flour were sold at \$4.85 while Winnipeg price was at \$8. This was remarkably good for consumer, and consumer as a reference to the sales figures quoted above will show, was not slow to take advantage of it. The sale continued for a week during which time orders were coming in from all over the province. Why this little civil war was stopped nobody seems to know, probably both of the principals, reached the conclusion that they were not actually achieving anything.

Someone has well said that in prosperous times advertising is an opportunity for the retail merchant, and in hard times it is a necessity.



# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, June 5.—That flour has dropped \$1 per barrel from last week's quotations is the only cheerful note in this week's news. This to the consumer does not carry much cheer for the reason that the wholesale and retail price of bread remains the same. Cheese is very scarce and local wholesalers state that Eastern advices predict an advance. Considering the season this seems odd, but nevertheless retailers locally have been warned to that effect. Ontario large are now bringing 28½c. to 30c. per pound, while twins are selling at 30½c. Unfavorable weather has kept fresh eggs firm at 44c to 45c. per dozen, wholesale, with the retail price correspondingly high. The demand for eggs has been slow in many instances chuck beef in the form of Hamburg steak or minced beef has been taking their place. Demand for rice has been light and prices remain unchanged. This is due to the fact that some low-grade potatoes are being brought into the market. Oranges have gone up 50c. per case owing to fact that navels are about off the market, and nobody loves a Valencia until some time later. The cool weather is causing strawberries and cherries to move slowly.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	8 95
Flour, first patents, Manitoba, per per bbl., in car lots	14 20
Salmon, Sockeye, 1-lb. talls, per case 4 doz.	
Rice, Siam, No. 1	140 00
Do., Siam, No. 2	125 00
Beans, Japanese, per lb.	
Potatoes, per ton	70 00 80 00
Lard, pure, in 400-lb. tierces, lb.	0 28½
Butter, fresh made creamery, lb.	0 47
Eggs, new laid, in cartons, doz.	0 44 0 45
Cheese, new, large, per lb.	0 28½ 0 30

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 5.—Flour dropped forty cents per barrel last week and advanced thirty cents yesterday, and is now \$13.30. New Ontario cheese is selling at 26½c. to 27½c. Compound lard and breakfast bacon is up ½c a pound. Eggs are offering at \$10 to \$11 per case and further declines are expected.

Sugar dropped 15c. yesterday. A reduction in the price of creamery butter is expected. Pure lard in three pound pails is \$16.80 per case. Royal yeast, Magic and Eggo baking powders are advanced this week. No sockeye salmon

"Ones" are offering. Gillett's lye, Royal Crown soaps, krumbles, rice flakes, krinkles, corn flakes, are all higher since last report.

CALGARY:

Beans, small white, Japan, lb.	0 12	0 15
Flour, No. 1 patents, 98s, per bbl.		13 30
Molasses, extra fancy, gal.		0 82
Rolled oats, 80s		3 50
Rice, Siam, cwt.	5 20	5 30
Sago and Tapioca, lb.	0 10	0 11
Sugar, pure cane, granulated, cwt.		9 30
Cheese, No. 1 Ontario, large.	0 26½	0 27½
Butter, creamery, lb.		0 45
Lard, pure, 3s, per case.		16 80
Eggs, new-laid, case	10 00	11 00
Tomatoes, 2½s, standard case.	4 50	4 80
Corn, 3s, standard case	3 70	4 00
Peas, 2s, standard case		2 95
Apples, gals., Ontario, case.		2 50
Strawberries, 2s, Ontario, case.		5 25
Raspberries, 2s, Ontario, case.		5 50
Peaches, 2s, Ontario, case		4 40
Salmon, pink, tall, case	6 00	6 50

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., June 5.—With a drop of 20c. on May 30, and an increase on June 4, of 15c. the quotation for flour at Regina stands at \$13.40 per barrel. Rolled oats have declined to \$4.25 for bails and with the exception of cheese, which is now quoted at 26¾c., all other price movements have been advances. Sugar advanced 15c. to \$9.39. Tapioca is higher at 11¼c. Kellogg's products are approximately 10c. per case higher in price. Salmon shows 25c. advance per case. Gallon apples are now \$2.35. All Royal Crown products, Laundry, Comfort, Arvorine and Borax soap are about 25c. a case higher. Sunlight soap has advanced 40c. a case, Lux 20c. case, Fels Naptha 50c., Fairbanks Gold Dust, 30c. case, Fairy soap 50c. case. Sauerkraut is up 50c. a case and Royal yeast has also advanced, the price now being \$1.45.

REGINA—

Beans, small white Japan, bu.	7 50
Flour, No. 1 patents, 98s, per bbl.	13 40
Molasses, extra fancy, gal.	0 71
Rolled oats, bails	4 25
Rice, Siam, cwt.	5 50
Sago and tapioca, lb.	0 11¼
Bacon, smoked backs, lb.	0 30½
Bacon, smoked, sides, lb.	0 30
Sugar, pure cane, gran., cwt.	9 39
Cheese, No. 1 Ontario, large.	0 26¾
Butter, creamery, lb.	0 42
Lard, pure, 3s, per case.	16 50
Bacon, smoked sides, lb.	0 32
Bacon, smoked backs, lb.	0 30
Eggs, new-laid	0 37
Pineapples, case	4 75 5 15
Tomatoes, 3s, standard case.	4 65
Corn, 2s, standard, case.	3 75
Peas, 2s, standard, case.	2 95
Apples, gals., Ontario	2 35
Strawberries, 2s, Ont., case.	5 15
Raspberries, 2s, Ont., case.	5 45
Peaches, 2s, Ontario, case.	3 75
Salmon, finest sockeye, tall, case.	13 50
Salmon, pink, tall, case.	7 75
Pork, American clear, per bbl.	40 75 41 00
Bacon, breakfast	0 27 0 29
Bacon, roll	0 22 0 24

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 5.—Grocery conditions in New Brunswick continue satisfactory with prospects of good summer business ahead. The markets have been comparatively quiet during the week with fewer changes, the general upward tendency, however, is continuing. The only change to take place in flour during the week was a 50c. advance in Ontario, which now makes the selling price \$14.05. Molasses is in firm market and has advanced to 62c. and 63c. per gallon. Cheese is listed lower at 25½c. to 26c. per pound. Eggs are firmer at 36c. to 37c., but butter is slightly easier at 37c. to 38c. An advance has been recorded in canned salmon pink talls, the range being now from \$6.50 to \$7 per case. Coho salmon is quoted at \$9.50 to \$9.75, chums at \$5.75 to \$6 per case. Messina lemons are higher at \$4.50. Potatoes remain firm at \$8 per barrel.

Flour, No. 1 patents, bbls., Man.	14 50
Ontario	14 05
Cornmeal, gran., bbls.	9 75
Cornmeal, ordinary, bags	3 50
Molasses, extra fancy, gal.	0 62 0 63
Rolled oats, bbl.	10 00
Beans, white, bush.	9 25 9 30
Beans, yellow-eyed	8 75 8 80
Rice, Siam, cwt.	7 00
Sago and tapioca, lb.	0 13½ 0 14
Sugar—	
Standard granulated	8 55 8 60
Bright yellow	8 35 8 40
No. 1 yellow	8 15 8 20
Paris lumps	9 75 10 00
Cheese, N.B. twins	0 25½ 0 26
Eggs, new-laid	0 36 0 37
Roll bacon	0 28
Breakfast bacon	0 28 0 31
Butter, dairy, per lb.	0 37 0 38
Lard, pure, lb.	0 29½
Lard, compound	0 22¾
American clear pork	54 00 57 00
Beef, corned, ls	4 25
Tomatoes, 3s, standard, case.	4 70
Corn, 2s, standard case	3 60
Peas, 2s, standard case	2 80
Apples, gals., N.B., doz.	3 50
Strawberries, 2s, Ont., case.	5 00
Raspberries, 2s, Ont., case	5 40
Peaches, 2s, Ontario, case.	4 00
Salmon, red spring, talls, case.	10 00 10 50
Salmon, pink, talls, case.	6 50 7 00
Salmon, Cohoes, case	9 50 9 75
Salmon, Chums	5 75 6 00
Sardines, domestic, case	6 00
Cream tartar	0 51 0 54
Currants, lb.	0 20 0 21
Raisins, choice, lb.	0 12
Raisins, fancy, lb.	0 12½
Raisins, seedless, lb.	0 15
Prunes, 90-100, lb.	0 12½ 0 13
Candied peel, citron	0 30 0 31
Candied peel, orange and lemon.	0 26 0 27
Evaporated apples, lb.	0 12½ 0 13
Evaporated apricots, lb.	0 21
Pork and beans, case	4 00 5 50
Fresh Fruits and Vegetables—	
Apples, Oregon, box	3 75 4 25
Lemons, Messina, box	4 50
Lemons, Cal., box	4 00 4 50
Oranges, Cal., box	4 00 4 75
Grapefruit, per case	5 50 6 00
Potatoes, bbl.	8 00
Onions, Bermudas, 50-lb. crate.	3 00 3 25
Tomatoes, Florida, 30-lb. crate.	4 50 5 00
Cucumbers, doz.	1 00 1 25

# PRODUCE AND PROVISIONS

## Market For Hogs A Little Easier

**Montreal.**  
**PROVISIONS.**—There has been since last report, an easier tone to the market for provisions, that is as far as the pork products go. Live hogs while not in very satisfactory supply, and still unsatisfactory as to finish, were not in such active demand. Prices ranged from \$17.75 to \$18.25 per hundred pounds for live hogs. The market for-dressed hogs remained fairly firm at \$25.00 though some were to be had at \$24.75 per hundred pounds. While the quotations given below are not altered this week, in some cases prices a shade higher were still being quoted though the market tone was thought easier in the main. Plain backs were quoted at 37 cents, and boneless at 39 cents in one case. As high as 35 cents was also asked for breakfast bacon. Lard and shortening keep in very firm market generally with prospects of increasing prices for shortening.

<b>Hams—</b>		
Medium, per lb. ....	0 31	0 32
Large, per lb. ....	0 29	0 29½
<b>Bacon—</b>		
Plain ..... 0 32	0 34	
Boneless, per lb. ....	0 34	0 35
<b>Bacon—</b>		
Breakfast, per lb. ....	0 32	0 33
Roll, per lb. ....	0 26	0 27
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots....	0 24	0 25
Long clear bacon, small lots...	0 24½	0 25½
Fat backs, lb. ....	0 23	0 24
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 42	
Hams, roast, per lb. ....	0 46	
Shoulders, boiled, per lb. ....	0 36½	0 37½
Shoulders, roast, per lb. ....	0 37	0 37½
<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb. ....	0 27½	
Tubs, 60 lbs. ....	0 27¾	
Pails, ....	0 28	
Bricks, 1 lb., per lb. ....	0 29	
<b>Shortening—</b>		
Tierces, 400 lbs., per lb. ....	0 22¾	0 23
Tubs, 50 lbs. ....	0 23	0 23¾
Pails, 20 lbs., per lb. ....	0 23¾	0 24
Bricks, 1 lb., per lb. ....	0 24	0 24½

## Poultry Market Not Particularly Active

**Montreal.**  
**POULTRY.**—Arrivals of live poultry are still insignificant, but the season is advancing, and though cold weather and backward conditions in the country have had their effects on production, better poultry supplies are expected in course. There are still good supplies of cold storage poultry for marketing, and these are being quoted at prices as last week. There is a very steady and well maintained demand for poultry, though fast days during the week following last report reduced this to some extent locally. It is hoped that poultry farmers will this season avoid the error of last season and see that their poultry is well fatten-

ed and in good shape before delivery to market.

<b>Poultry (dressed)—</b>		
Chickens, milk-fed, crate, fattened, lb. ....	0 30	
Old roosters .....	0 20	
Roasting chickens .....	0 25	0 27
Young ducks .....	0 25	
Turkeys (old toms), dressed, lb. ....	0 32	
Turkeys (young) .....	0 33	

## Egg Market Steady; Many Eggs From U.S.

**Montreal.**  
**EGGS.**—Inactivity of some of the large buyers in the country and a considerable influx of United States eggs characterised the situation as to this product of the farm during the week. Prices remain very steady both in the country and to retailers, last week's quotations being still held for the present week. Supplies in the country are reported to be only fairly plentiful. There is no sign of over-production. It is said that many farmers have been using eggs rather than meat-stuffs for daily food supply owing to cost of other forms of food. Export prospects are still uncertain, and with local demand good, dealers have been busy, but the bulk of the eggs arriving in Montreal lately have been United States produce. There arrived in Montreal for the week ending June 2, 17,409 cases of eggs as compared with 18,782 cases for the corresponding period last year.

Eggs (new-laid) .....	0 42	0 43
-----------------------	------	------

## Cheese Situation Gradually Clearing

**Montreal.**  
**CHEESE.**—Still the element of uncertainty overhangs the cheese situation. Announcement that the British Food Controller has fixed the price of cheese at sixteen pence per pound to the retailer that is 32 cents, is noted by large exporters of cheese, but as this price had not become actually effective at the time of writing opinions were reserved regarding it. One merchant of many years' experience in Montreal declared that everything points to complete control of the whole production of cheese in Canada before long with the elimination of competition as to prices. At St. Hyacinthe on Saturday cheese sold at 18 3-16 cents as contrasted with 15¼ cents this time last year. Cheese prices locally were reported a little easier during this period of uncertainty as to export, and 24 to 24½ cents was being quoted to retailers for new season's cheese. Arrivals of cheese in Montreal show a considerable falling off as compared to the corresponding period last year, but the production is believed to be up to

average, quantities being held for the time being. Receipts up to Saturday June 2, were 44,126 boxes for the week, and for the same period of last year 85,139 boxes were received.

<b>Cheese—</b>		
Large (new), per lb. ....	0 24	0 24½
New twins, per lb. ....	0 24	0 24½
Triplets, per lb. ....	0 24½	
Stilton, per lb. ....	0 29	
Fancy, old cheese, per lb. ....	0 32	

## Butter Finds An Easier Market

**Montreal.**  
**BUTTER.**—An easier tone generally has come to butter in the country, prices having shaded down in most centres of business by about a cent to a cent and a quarter. Supplies are good, and the quality comes nearer to the real grass-fed every day. It was believed by those in touch with conditions that possibly even easier price conditions might be anticipated. There is however, a falling off in Montreal receipts, and in production for the month as gauged by these receipts, and possibly a revival of the market to firmness might eventuate. Arrivals in Montreal for the week ending June 2 were 11,268 pkgs. as compared with 16,106 pkgs. for the corresponding period last year. One firm of wholesalers notes that dairy prints (choice) are holding quite a firm market tone as compared with creamery. This source of supply quoted 38 cents for dairy prints, and 41-42 for creamery.

<b>Butter—</b>		
Creamery prints (fresh made) ..	0 41	0 42
Creamery solids (fresh made) ..	0 40	0 41
Dairy prints, choice, lb. ....	0 36	0 38
Dairy, in tubs (choice) ..	0 35	0 37
Bakers .....	0 32	0 33

## American Demand For Canadian Maple Goods

**Montreal.**  
**MAPLE AND HONEY.**—In the market for maple products this week United States demand has been noted as the strongest feature. This demand from United States buyers has been detected in greater strength than ever this year, showing that a considerable business beyond accustomed figures may be done in Canadian maple product. Prices rule firm at last week's prices. Honey is in unchanged condition with demand fair and quotations ruling steady. The prospects for the new season's production are only fair so far, the backward season being blamed.

<b>Honey—</b>		
Buckwheat, 5-10 lb. tins, lb. ....	0 13	0 13½
Buckwheat, 60-lb. tins, lb. ....	0 13	
Clover, 5-10 lb. tins, per lb. ....	0 15¼	
Clover, 60-lb. tins .....	0 14½	
Comb, per section .....	0 18	0 19



Maple Product—

Syrup, 131 lbs. Imp. meas., per gal. ....	1 45	1 75
11-lb. tins .....	1 20	1 25
Sugar in blocks, per lb. ....	0 14	0 17

## Live Hogs Down; Meats Are Steady

Easier Feeling in Pure Lard and Compound—Demand for Hams Picking Up Somewhat.

Toronto

PROVISIONS.—Lower prices were being paid for hogs at the first of the week by 50c over the quotations of a week ago. There were fairly good arrivals of live hogs last week, in some cases being heavier than the packers cared to take. This was not the dominating factor in the market, however, as there was just a general disposition to quote at lower figures. There was an easier feeling in both pure lard and compound during the week now that the summer season is fast approaching and there is very little disposition for retailers to stock up. Prices held steady and there is expected to be an easier tone to the market for the next month or two with possibly an inclination to slightly lower levels during the hot months. The cottonseed oil market is in continued strength and this is expected to have a firming tendency to keep compound from going to lower levels. Meats of all kinds were in steady market, with slightly higher prices noted in certain quarters for bacon.

<b>Hams—</b>		
Medium, per lb. ....	0 29½	0 31
Large, per lb. ....	0 26	0 28
<b>Bacon—</b>		
Plain .....	0 33	0 38
Boneless, per lb. ....	0 38	0 40
<b>Bacon—</b>		
Breakfast, per lb. ....	0 32	0 34½
Roll, per lb. ....	0 27½	0 30
Wiltshire bacon, per lb. ....	0 31	0 34
<b>Dry Salt Meats—</b>		
Long clear bacon .....	0 26½	0 27
Fat backs, lb. ....	0 25	0 27
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 40	0 42½
Hams, roast, per lb. ....	0 42	0 45
Shoulders, roast, per lb. ....	0 40	0 42
<b>Barrel Pork—</b>		
Mess pork, bbl., 200 lbs. ....	46 00	48 00
Short cut backs, bbl., 200 lbs. ....	50 00	50 00
Pickled rolls, bbl., 200 lbs. ....	49 00	49 00
<b>Lard—</b>		
Pure tierces, 400 lbs., per lb. ....	0 26½	0 27½
Compound tierces, 400 lbs., lb. ....	0 22½	0 22½
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, ¼c higher than tierces.		
<b>Hogs—</b>		
Dressed, abattoir killed .....	23 50	25 50
Live, off cars .....	16 25	16 50
Live, fed and watered .....	16 00	16 25
Live, f.o.b. ....	15 15	15 25

## Butter Declines 2c During Week

Toronto

BUTTER.—There was a considerable increase in the receipts of butter during the week due to the favorable conditions for production with plentiful pasturage. Practically all butter now reaching the market is from grass-fed cows. It is expected from this time forward there will be good production and that prices will be correspondingly lower. With the possibility of lower prices for cheese and very little cheese being

sold by the factories the chances are that more milk will be turned into butter. Demand for butter is now good. Dairy butter was down 3c per pound and creamery butter 2c per pound. Quotations are as follows:

Creamery prints, fresh made ...	0 42	0 43
Creamery solids .....	0 41	0 42
Dairy prints, choice, lb. ....	0 36	0 38
Dairy prints, lb. ....	0 33	0 35
Bakers .....	0 28	0 30

## Eggs Are Lower By 2c To 3c Dozen

Toronto

EGGS.—With the continuation of heavy production in the country points there was a decidedly easier tendency in eggs during the week with the result that prices were down 2c per dozen cartons and 3c per dozen in cartons. There is a general feeling throughout the country that higher prices are uncalled for and as one commission man expressed it "people are just tired paying high prices in all lines of food commodities. There is a tendency toward lower prices in all food lines." Receipts from country points mounted up during the week and buyers were paying lower prices quite generally. There are no American eggs coming into the local market at present as the Ontario eggs can now be purchased on favorable terms.

<b>Eggs—</b>		
New laid, cartons .....	0 42	0 45
New laid, ex-cartons .....	0 40	0 42

## Cheese Prices Were Moved Downward

Toronto

CHEESE.—There was a movement toward lower prices in cheese during the week due to the unsettled conditions in the market and the fact that very few sales were made at the boards. The Government purchasing commission has named the price to be paid at 21¼c per pound, which is somewhat higher than generally expected by commission men, predictions having been made that it would range somewhere between 18c and 21c. Prices were down 2c to 2½c per pound on new cheese during the week. At the factories during the week offers of purchases were made around 19c and 20c but the makers preferred to hold their cheese in the majority of instances. Old cheese that are still in the market held firm with advances recorded.

<b>Cheese—</b>		
New, large .....	0 24	0 25
Old, large .....	0 30	0 30
Stilton .....	0 32	0 32

## Good Supplies Of Gobblers Coming In

Toronto

POULTRY.—There are comparatively large numbers of turkey gobblers reaching the market from the country districts. This is about the time of the year when the old gobblers are disposed of. Sale for them is somewhat slow as they are not considered the best meat investment owing to the amount of waste. Hotels and restaurants are usually the best buyers of these birds.

Spring chickens are still coming rather slowly. Those from one and one-half pounds and upwards are commanding 40c to 45c while those under one and one-half pounds are being bought from 35c to 40c per pound by the commission men. There was a good movement in live hens and frozen poultry during the month.

Roosters, live, per lb. ....	0 18	0 20
Hens, live, per lb. ....	0 20	0 27
Hens, fresh, dressed, per lb. ....	0 20	0 24
Turkey gobblers, dressed, fresh. ....	0 22	0 22
Spring chickens, live, 1½ lbs. and over, lb. ....	0 40	0 45
Do., live, under 1½ lbs. ....	0 35	0 40

Prices are those paid at Toronto by commission men.

## Honey And Maple Syrup Moving Slowly

Toronto

HONEY, MAPLE SYRUP.—With the passing of the maple syrup season the demand for this commodity has also fallen considerably and interest is now in a passive state. Honey is also in very slow sale as available stocks are about all cleaned up. There is some honey in comb around still but pails are pretty well all cleaned out.

<b>Honey—</b>		
Clover, 5 and 10-lb. tins. ....	0 14	0 15
60-lb. tins .....	0 13½	0 14
Comb. No. 1, doz. ....	2 40	2 75
<b>Maple Syrup—</b>		
8-lb. tins .....	1 25	1 25
Gallons, Imperial .....	1 75	1 75

## Hog Market Declines; New Cheese Arriving

Winnipeg.

PRODUCE AND PROVISIONS.—The Winnipeg hog market has declined, and early this week live hogs were being quoted around \$15.25. This is a drop of over one dollar per cwt. However provision prices remained practically the same; packers point out that on account of the high cost of hogs during the past few weeks there was very little money to be made, and at present they are unable to reduce the price of provisions. No change is announced in the price of lard. Eggs.—The market here has declined considerably and further declines are expected. Prices have dropped to 33c., with still lower prices expected.

Butter.—The market is still very firm, in fact there was a slight advance ten days ago. However, it is not expected that this high price will prevail for very long now that we are in June. Cheese.—There is little to report as far as cheese is concerned; fresh made Manitoba is just beginning to come in, and is quoted at 27½-28c. No change is recorded in the price of Ontario cheese. There should be a decline in the latter, but dealers here do not expect one.

<b>Hams—</b>		
Light, lb. ....	0 30	0 30
Medium, per lb. ....	0 28	0 29
Heavy, per lb. ....	0 26	0 27
<b>Bacon—</b>		
Breakfast, per lb. ....	0 32	0 33
Breakfast, select, lb. ....	0 38	0 39
Backs, regular .....	0 32	0 32
Backs, select, per lb. ....	0 34	0 34
<b>Dry Salt Meats—</b>		
Long clear bacon, light .....	0 24½	0 24½
Backs .....	0 25½	0 25½
<b>Barrelled Pork—</b>		
Mess pork, bbl. ....	45 00	45 00

(Continued on page 45)



THERE'S a guarantee in the Armour name—a guarantee to your customers, of quality and value; a guarantee to you, of better selling and better customer-satisfaction.

**HAMS  
LARD  
BACON  
SAUSAGE**



and a multitude of other lines bearing

***Armour's***  
***Veribest***  
TRADE MARK

brand can be confidently recommended to the most particular people. Their quality is a never-failing password to the best homes in the land.

We have a splendid assortment of Store Signs—real eye catchers to remind your trade that you sell these quality products. Ask our salesman or write us direct; and don't forget

*Armour Products  
are Made in Canada*

**ARMOUR AND COMPANY**  
HAMILTON, ONTARIO, CANADA

1602



California's finest canned fruits and vegetables are packed under the DEL MONTE brand.

Handled everywhere by leading grocers who cater to the taste of people who want the best.

Wholesale distributors in every territory.

CALIFORNIA PACKING CORPORATION  
SAN FRANCISCO, CALIFORNIA



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



# CONSCRIPTION

Conscription of men for the war will soon take away from stores all over Canada **HUNDREDS OF CLERKS.** These experienced salesmen will have to be replaced with new clerks who will need a great deal of training on salesmanship and store practice.

*Let CANADIAN GROCER post them*

As a subscriber to Canadian Grocer you know how useful it is in giving information on salesmanship, store methods, window trimming, interior display, show-card writing, markets, etc. Let the new clerks you will have to take on to replace those experienced clerks who will be taken away by Conscription have a chance to read Canadian Grocer every month. You will benefit greatly by the increased efficiency it will help them to acquire.

**PRESENT EACH** of YOUR CLERKS with a year's subscription to Canadian Grocer and the practical information they will get from reading it regularly will soon show in the better work they will do. You will benefit as well as they.

The price for each subscription is only \$3.00 per year—less than 6c per week. Send in the coupon below and we will send you bill later.

-----  
 CANADIAN GROCER,  
 143-153 University Ave., Toronto, Ont.

Send Canadian Grocer for one year to:—

1. Clerk's name ..... Address.....

2. Clerk's name ..... Address.....

And send bill for these subscriptions to:—

Name .....

Address .....

# How Many Customers Have You who have not asked for H.P. Sauce?

Our new extensive advertising is exciting a large demand, and your customers are buying it Somewhere. Wide-awake grocers are making a leading line of

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

# H.P.

# SAUCE



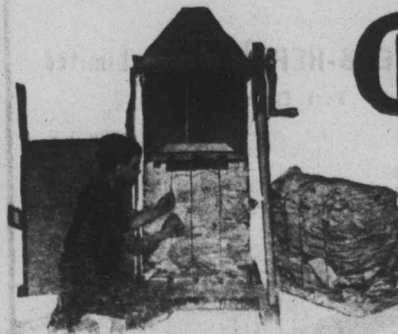
Hundreds are now making their own genuine but strictly Temperance Lager Beer at home with

## Hop Malt Beer Extract

Big Sale--Good Profit--Repeat Orders.  
Agents wanted everywhere. No license necessary. Get the sole agency for your locality. Particulars and terms on request. Write at once

**HOP MALT COMPANY**  
Dept. S. Beamsville, Ont.

## PAPER BALERS



ALL STEEL  
**CLIMAX**  
FIREPROOF

"Turn Waste Paper, Cardboard, etc., into money."

Write us to-day.

**Climax Baler Co.**  
Hamilton, Ont.

## Wanted

One or more Detail Salesmen to push sale of an important Grocery Staple in Toronto and throughout Province.

Only men of capacity, good address and experience need apply. Special consideration shown applications from returned soldiers. Good salary to right man and engagement for definite term.

Apply in own handwriting, stating age, experience and references, to Box 232, CANADIAN GROCER.

## More Dollars

You can make "Dollars Grow" out of your spare time. Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

**The MacLean Publishing Co., Limited**  
Dept. M, 143-153 University Avenue, Toronto, Can.



## Have No Hesitation

in recommending to your best customer

## 'Bluenose' Butter

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

SOLE PACKERS.

**SMITH & PROCTOR - HALIFAX, N.S.**

**SMITH  
AND  
PROCTOR**

SOLE PACKERS

**Halifax - N.S.**







**Money for You in  
Stable Brushes**

Next time you get an enquiry for stable brushes, take the time to show your customer how the bristles of a Keystone brush are fastened in to stay in backs that won't break. Tell him how the bristles stand the hard work—go as far as you like and the Keystone brush will back you up in actual use. It means money to you. Will you try it?

Write for prices, etc., to  
**STEVENS-HEPNER CO., Limited**  
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

**A  
GOOD  
SELLER**



**A  
PERFECT  
SAUCE**

**Bowes**  
TRADE MARK

**WORCESTERSHIRE SAUCE**  
Made and Guaranteed by:

**The Bowes Company, Limited**  
Winnipeg - Toronto - St. John, N.B.

Have you tried  
**WETHEY'S  
ORANGE  
MARMALADE?**

It has made  
a hit.

Write us for samples of  
**S.P.B. BAGS**  
and CENTRE SEAM open end  
**ENVELOPES**  
for mailing Catalogues

- Confectionery Bags
- Spice Bags
- Peanut Bags
- Jelly Bags
- Lard Bags



We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

**SPECIALTY PAPER BAG CO., Ltd.**  
Department G  
WRIGLEY BLDG., CARLAW AVE., TORONTO, CAN.

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



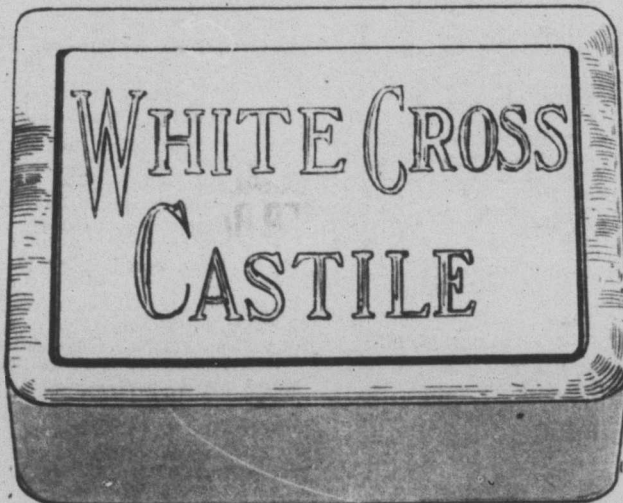
*Trade Price, 45c per doz.*

A popular seller worth displaying. It brings the customer back for more.



*Trade Price, 80c per doz.*

A snappy seller everywhere. The beautiful transparency and undoubted quality of this RICHARDS line make it a favorite with everybody.



*Write your Wholesaler or*

**The Richards Pure Soap Co.**  
LIMITED  
WOODSTOCK, ONTARIO

**Gives the housewife full value**

Century Salt is not a combination of cheap ingredients. It is pure, and pure salt goes further and gives infinitely better results. Dealers handling it get real salt profits, because its quality keeps repeat orders constantly flowing in.

**THE DOMINION SALT CO. LIMITED**  
SARNIA, ONT.

**That daily display of "Lively Polly"**

will keep your cash register ringing constantly with steady repeat sales. The demand is continuous because Lively Polly Soap Powder gives absolute satisfaction. Stock up.

**J. HARGREAVES AND SONS**  
LIVERPOOL, ENGLAND  
Canadian Agents: McLellan Import Co., 301' Read Bldg.  
MONTREAL

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



# ROLLED BACON

Sugar Cured, Boneless, nice fresh goods and low in price.

*Let us have a sample order from you.*

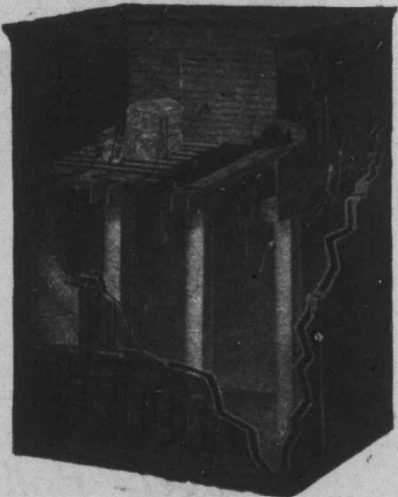
**F. W. FEARMAN CO. LIMITED**  
HAMILTON

## Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

**This Interior View**

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address

Representatives:—James Rutledge, Phone St. Louis 876, 2608 Waverley St., Montreal, Que.; George J. Simonds, Phone College 8794, 334 Markham St., Toronto, Ont.

Manufactured by  
**The W. A. Freeman Co., Limited**  
HAMILTON, CANADA

## QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR;

**BAKING POWDER**  
**ROYAL BAKING POWDER**

Size	Less than 10-case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$0.95	\$0.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.90

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms.

**BAKING POWDER**  
**WHITE SWAN SPICES AND CEREALS, LTD.**

4-oz. Tins, 4 doz. to case weight 20 lbs.	.80
6-oz. Tins, 4 doz. to case weight 25 lbs.	1.20
8-oz. Tins, 4 doz. to case, weight 35 lbs.	1.60
12 oz Tins, 4 doz. to case, weight 48 lbs.	2.00
16-oz. Tins, 4 doz. to case, weight 65 lbs.	2.50
3-lb. Tins, 2 doz. to case, weight 85 lbs.	5.00
5-lb. Tins, 1 doz. to case weight 75 lbs.	9.50

**DOMINION CANNERS, LTD.**  
**JAMS**

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

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$2.40
Currant, Black	2.50
Plum	2.50
Pear	2.30
Peach	2.30
Raspberry, Red	2.50
Raspberry and Red Currant.	2.40

**DOMINION CANNERS, LTD.**  
**CATSUPS—In Glass Bottles**

	Per doz.
½ Pts. Delhi Epicure	\$1 75
½ Pts., Red Seal, screw tops	1.35
Pts., Delhi Epicure	2.40
Pts., Red Seal	1.85
Qts., Delhi Epicure	2.60
Qts., Red Seal	2.40
Qts., Lynn Valley	2.40

**THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.**

**ROGERS' GOLDEN SYRUP**

Manufactured from pure cane sugar.

2-lb. tins, 2 doz. case	\$4.10
5-lb. tins, 1 doz. in case	4.70
10-lb. tins, ½ doz. in case	4.40
20-lb. tins, ¼ doz. in case	4.25
Perfect seal glass jars in the case	3.40

Delivered in Winnipeg in carload lots.

**BAKED BEANS WITH PORK.**

Brands—Canada First, Simcoe Quaker.	Per doz.
Individual Baked Beans, Plain 80c, or with Sauce, 4 doz. to case	\$0.90

1's Baked Beans, Plain, 4 doz. to case	.95
1's Baked Beans, Tom. Sauce, 4 doz. to case	1.15
1's Baked Beans, Chili Sauce, 4 doz. to case	1.15
2's Baked Beans, Plain, 2 doz. to case	1.60
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	1.85
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1.85
Family, Plain, \$1.85 doz.; Family, Tomato Sauce, \$2.45 doz.; Family, Chili Sauce, \$2.45 doz.; 3's, Plain, Tall, \$2.40 doz.; 3's, Tomato Sauce, \$3 doz.; 3's, Chili Sauce, \$3 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$9 doz.	

**"AYLMER" PURE ORANGE MARMALADE**

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1.60
12-oz. Glass, Screw Top, 2 doz. in case	1.80
16-oz. Glass, Screw Top, 2 doz. in case	2.30
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2.30
2's Tin, 2 doz. per case	3.20
4's Tin, 12 pails in crate, per pail	.59
5's Tin, 8 pails in crate, per pail	.72
7's Tin or Wood, 6 pails in crate	.94
14's Tin or Wood, 4 pails in only, per lb.	13½
30's Tin or Wood, one pail crate, per lb.	13½

**BLUE**

Keen's Oxford, per lb.	0 17½
In cases 12—12 lb. boxes to case	0 17

**CEREALS**

**WHITE SWAN Per case**

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$3.00
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	3.00
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	3.00
Health Flour, 5-lb. bags, per doz.	4.50
King's Food, 2 doz. to case, weight 95 lbs.	6.00
Diet Flour, 3½ lbs., 1 doz. to case, per case	4.50
Wheat Flakes, per case of 2 doz., 25c pkgs.	4 75
Wheat Kernels, 2 doz. to case	3.00

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

**COCOA.**

Empire Breakfast Cocoa, 2 doz. in box, per doz.	2.45
Perfection, ½-lb. tins, doz.	2.45
Perfection, ¼-lb. tins, doz.	1.35
Perfection, 10c size, doz.	.95
Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	.37
Supreme Chocolate, 12-lb. boxes, per lb.	.36

Toronto Plant  
Covers  
5 Acres

## From South Sea plantations to Canada's stores—

The fact that we get coconut and palm oils from Lever Brothers' own plantations in the South Sea Islands and the Congo, accounts for our ability to make a soap of the super purity of

# Sunlight Soap

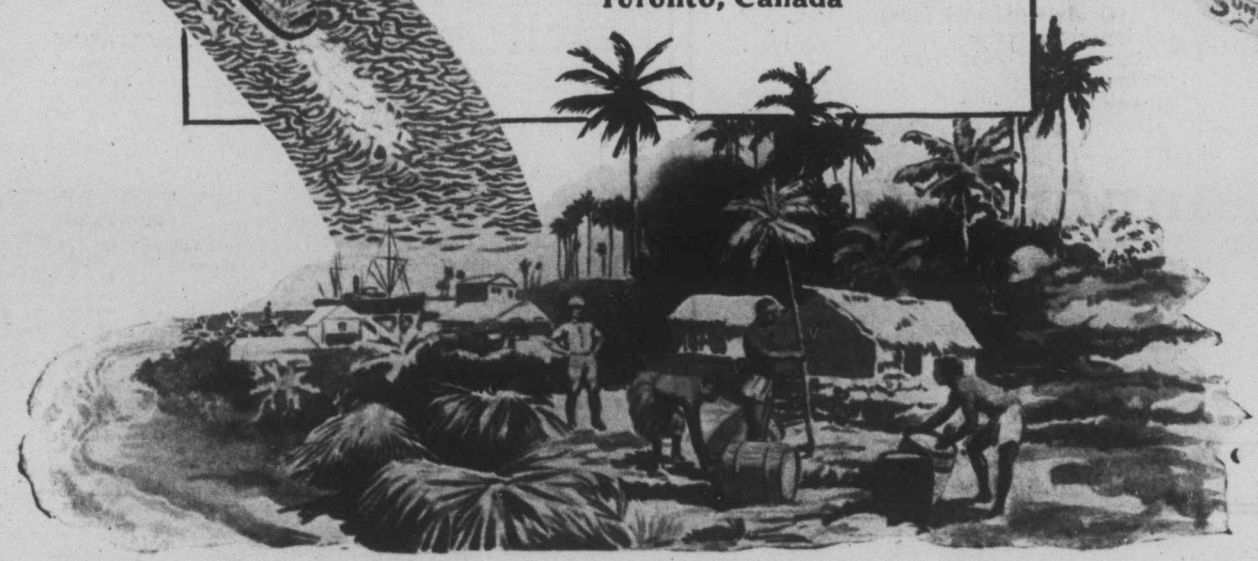
yet keep the price within reason. More than that—our advertising is continuous so that Sunlight is already sold when you buy it.

Where perfect purity—and, therefore, real economy—is called for in a Soap, just remember Sunlight.

The Lever Brothers' "Big Five" makes a strong complete line: Sunlight, Lifebuoy, Lux, Panshine, and Welcome Soap Powder.

### Lever Brothers Limited

Toronto, Canada







# Brunswick Brand Sea Foods are reliable sellers

The delicious, wholesome qualities of these high-grade sea foods appeal to the taste of the most discriminating people.

Particularly during the warm weeks of Summer the light, appetizing Brunswick Brand will meet with approval everywhere.

Prove what real quality sea foods mean to your business by stocking and suggesting Brunswick Brand—the line that lives up to the dealers' best recommendation.

Stock from the following list:

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies  
(Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams
- Scallops

## Connors Bros.

BLACK'S HARBOR, N.B.



Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7s, 4-lb. boxes	1 10
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, 1/4's, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoa-nut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz.	1 25
Chocolate Confections	Per doz.
Maple buds, 5-lb. boxes	0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	3 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 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
Nut milk chocolate, 1/2's, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 90

### CALIFORNIA FRUIT CANNERS ASSOCIATION

#### CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

2 1/2-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can	...
No. 16 Jar	.....
No. 4 Jar	.....
No. 10 Can	.....

#### YUBA BRAND

2 1/2-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	\$3 00
Reindeer Brand, each 48 cans	7 70
Silver Cow, each 48 cans	7 15
Gold Seal, Purity, each 48 cans	7 00
Mayflower Brand, each 48 cans	7 00
Challenge, Clover Brand, each 48 cans	6 50

##### EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 90
Jersey Brand, Hotel, each 24 cans	5 90
Peerless Brand, Hotel, each 24 cans	5 90
St. Charles Brand, Tall, each 48 cans	6 00
Jersey Brand, Tall, each 48 cans	6 00
Peerless Brand, Tall, each 48 cans	6 00
St. Charles Brand, Family, each 48 cans	5 25
Jersey Brand, Family, each 48 cans	5 25
Peerless Brand, Family, each 48 cans	5 25
St. Charles Brand, small, each 48 cans	2 50

Jersey Brand, small, each 48 cans	2 50
Peerless Brand, small, each 48 cans	2 50

### CONDENSED COFFEE

Reindeer Brand, "Large," each 48 cans	5 50
Reindeer Brand, "Small," each 48 cans	5 30
Regal Brand, each 24 cans	5 20
Cocoa, Reindeer Brand, each 24 cans	5 80

### COFFEE

#### WHITE SWAN SPICES AND CEREALS, LTD.

##### WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 37
1 lb. round tins, 4 doz. to case, weight 70 lbs.	0 35

#### ENGLISH BREAKFAST COFFEE

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 23
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 21

#### MOJA

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 31
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 31

#### PRESENTATION COFFEE

A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

#### FLAVORING EXTRACTS

##### WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	\$1 00
2 oz. bottles, per doz., weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz., wght 6 lbs.	2 25
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

#### GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 35

#### W. CLARK, LIMITED

##### MONTREAL

Assorted meats, 1s.	*\$4.25.
Compressed Corn Beef—1/2s.	*\$2.90: 1s. *\$4.25; 2s. \$9; 6s. \$34.75; 14s. *\$75.
Lunch Ham—1s.	*\$4.25; 2s. \$8.
Ready Lunch Beef—1s.	*\$4.25; 2s. \$9.
English Brawn—2s.	\$8.
Boneless Pigs' Feet—1s.	\$8.
Roast Beef—1/2s.	\$2.90; 1s. \$4.25; 2s. *\$9; 6s. \$34.75.
Boiled Beef—1s.	\$4.25; 2s. \$9; 6s. \$34.75.
Jellied Veal—1/2s.	\$2.90; 1s. \$4.25; 2s. \$9.
Corned Beef Hash—1/2s.	\$2.
Beefsteak and Onions—1/2s.	\$2.90; 1s. \$4.25; 2s. \$9.



# GOLD DUST

## SELLS THE YEAR ROUND

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N. K. **FAIRBANK** COMPANY  
LIMITED  
MONTREAL

*“Let the GOLD DUST TWINS do your work.”*

# S. DAVIS & SONS, LTD.

## CIGAR MAKERS

## MONTREAL

You will do well to stock the following brands, as they are recognized as the standard of perfection among discriminating Cigar Smokers:—

Davis Boite Nature Naturals	2 for 25c, equal to most 20c cigars.
“ New Noblemen Superiores	2 for 25c, equal to most 20c cigars.
“ La Plaza	2 for 25c, equal to most 20c cigars.
“ Promoter Blunts	3 for 25c, equal to most 15c cigars.
“ Perfection	3 for 25c, equal to most 15c cigars.
“ Grand Master Blunts	4 for 25c, equal to most 2 for 25c cigars.
“ Lord Tennyson	5 cent, equal to most 10c cigars.

All Davis' Cigars are guaranteed to be hand-made, and to contain nothing but the highest grade Havana Fillers.

**S. DAVIS & SONS, LIMITED - MONTREAL**  
The Largest Cigar Manufacturers in Canada

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



# Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

# MIKADO

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

## Marsh's The Grape Juice most people ask for

After a trial the customer comes in again for a further supply of this Pure Concord Grape Juice.

Stock it now and see the neat profits it offers you.

The Marsh Grape Juice Company  
Niagara Falls - Ontario

The MacLaren Imperial Cheese Co., Limited  
Ontario Agents



Cambridge Sausage, 1s, \$4; 2s, \$7.75.  
 Boneless Pigs' Feet, 1/2s, \$2; 1s, \$3.50; 2s, \$8.  
 Lambs' Tongues, 1/2s.  
 Sliced Smoked Beef, tins, 1/2s, \$2.25; 1s, \$3.25; 4s, \$20.  
 Sliced Smoked Beef, glass, 1/4s, 1/2s, \$2.25; 1s, \$3.50.  
 Tongue, Ham and Veal Pate, 1/2s, \$1.95.  
 Ham and Veal, 1/2s, \$1.95.  
 Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, 1/4s, 65c; 1/2s, \$1.30.  
 Potted Meats, Glass—Chicken, Ham, Tongue, Verison.  
 Ox Tongues, tins, 1/2s, \$3.75; 1s, \$7; 1 1/2s, \$12.50; 2s, \$16.  
 Ox Tongues, Glass, 1 1/2s, \$13; 2s, \$15.  
 Mincement in Tins, 1s, \$2.50; 2s, \$3.50; 3s, \$4.55; 4s, \$6.25; 5s, \$9.50.  
 In Pails, 25 lbs., 15c lb.  
 In 50 lb. Tubs, 15c lb.  
 In 85 lb. Tubs, 14 1/2c lb.  
 In Glass, 1s, \$3.  
 Clark's Peanut Butter—Glass Jar, 1/4, \$1.22; 1/2, \$1.70; 1, \$2.25.  
 Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c; 50-lb. pails, 24c.  
 Clark's Tomato Ketchup, 16 oz.  
 Pork and Beans, Plain, Talls, 1s, \$1.15; 2s, \$1.75; 3s, \$2.75; 6s, \$9; 12s, \$16; 3s. flat, \$2.45.  
 Individuals, 85c doz.  
 Pork and Beans, Tomato Sauce, Talls, 1s, \$1.25; 2s, \$2; 3s, \$3.20; 6s, \$10.25; 12s, \$19.50; 3s. flat, \$2.90.  
 Individuals, 95c doz.  
 Pork and Beans, Chili, 1s, \$1.25; 2s, tall, \$2; 3s. flat, \$2.90.  
 Individuals, 95c.  
 Tomato Sauce, 1 1/4s, \$1.85; Chili Sauce, 1 1/4s, \$1.85; Plain Sauce, 1 1/2s, \$1.60.  
 Vegetarian Baked Beans, Tomato Sauce, Talls, \$2.  
 Clark's Chateau Chicken Soup.  
 Clark's Chateau Concentrated Soups, No. 2 assorted, \$1.25.  
 Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.25.  
 Spaghetti with Tomato and Cheese, 1/2s, \$1.80, 1s, \$1.75; 3s, \$2.90 doz.  
 Fluid Beef Cordials, 20 oz. bottles, 1 doz. per case, at \$10.00 per doz.  
 English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

### LAPORTE, MARTIN, LIMITEE Montreal. Agencies

### BASIN DE VICHY WATERS

V. Admirable, 50 bottles, litre. cs. 8 00  
 Neptune 9 00  
 San Rival 9 00

### VICHY LEMONADE

La Savoureuse, 50 bottles, cs. 11 00

### IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 35  
 Ginger Ale, Trayders, cs., 6 doz., splits, doz. 1 25  
 Club Soda, Trayders, cs., 6 doz., pts., doz. 1 20  
 Club Soda, Trayders, cs., 6 doz. splits, doz. 1 20

### BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb. 0 48  
 Princess Blend, 50 and 30-lb. tins, lb. 0 41

### JAPAN TEAS

H. L., ch. 90 lbs., lb. 0 35  
 Victoria, ch. 90 lbs., lb. 0 25

### COFFEES

Victoria, Java and Mocha Blend, 1 lb. tin, lb. 0 34 1/2  
 Victoria, 5, 10, 25, 50-lb. tins lb. 0 32  
 Princess, 1-lb. tin, lb. 0 22

### MUSTARD

#### COLMAN'S OR KEEN'S

Per doz. tins  
 D. S. F., 1/4-lb. \$ 1 75  
 D. S. F., 1/2-lb. 3 30  
 D. S. F., 1-lb. 6 25  
 F. D., 1/4-lb. 1 10  
 Per jar  
 Durham, 4-lb. jar, each. 1 10  
 Durham, 1-lb. jar, each. 0 35

### JELL-O

#### GENESEE PURE FOOD CO.

Assorted case, 4 dozen \$ 3 60  
 Lemon, 2 dozen 1 80  
 Orange, 2 dozen 1 80  
 Raspberry, 2 dozen 1 80  
 Strawberry, 2 dozen 1 80  
 Chocolate, 2 dozen 1 80  
 Peach, 2 dozen 1 80  
 Cherry, 2 dozen 1 80  
 Vanilla, 2 dozen 1 80  
 Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.

### JELL-O ICE CREAM POWDERS

Assorted case, 2 dozen \$ 2 50  
 Chocolate, 2 dozen 2 50  
 Vanilla, 2 dozen 2 50  
 Strawberry, 2 dozen 2 50  
 Lemon, 2 dozen 2 50  
 Unflavored, 2 dozen 2 50  
 Weight 11 lbs. to case. Freight rate, 2d class.

### JELLY POWDERS

#### WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 1 05  
 List Price

### SPICES

#### WHITE SWAN SPICES AND CEREALS, TORONTO

SPICES.	5c		10c	
	Round litho.	Oval litho.	Round litho.	Oval litho.
Allspice	\$0 48	\$0 95		
Arrowroot, 4 oz. tins				
90c		0 95		
Cayenne	0 48	0 95		
Celery salt		0 95		
Celery pepper		0 95		
Cinnamon	0 48	0 95		
Cinnamon whole, 5c. pkgs., window				
front 45c		0 95		
Cloves	0 48	0 95		
Cloves, whole, 5c. pkgs., window				
front 45c		0 95		
Curry powder		0 95		
Ginger	0 48	0 95		
Mace	1 25			
Nutmegs	0 48	0 95		
Nutmegs, whole, 5c. pkgs., window				
front 45c		0 95		
Paprika	0 48	0 95		
Pepper, black	0 48	0 95		
Pepper, white	0 51	1 00		
Pastry spice	0 48	0 95		
Pickling spice, window front, 95c		0 95		
Shipping weight per case	10 lbs.	15 lbs.		
Dozens to case	4	4		

# PINEAPPLES

Now at the best for preserving.

# STRAWBERRIES

Arriving daily from the South.  
Fine quality, prices lower.

# TOMATOES

Extra Fancy Quality.  
Prices Lower.

Also all other Southern Fruits  
and Vegetables.

Send your order to the

*"House of Quality"*

**HUGH WALKER & SON**  
GUELPH, ONT.

## Fruits and Vegetables

now coming freely

PRICES ARE LOWER.

Daily Arrivals:

Strawberries  
Pineapples  
Cherries  
Tomatoes  
Cabbage  
Cucumbers  
Carrots  
Peas  
Asparagus  
Bananas  
Oranges  
Lemons  
Onions

**WHITE & CO., LIMITED**  
Front and Church Streets  
TORONTO

## New Crop

**"St. Nicholas"**

**"Queen City"**

**"Kicking"**

are shipped. Get these brands  
for the best Lemons.

**J. J. McCabe**

Agent  
TORONTO

## Let us handle your fruit re- quirements

You will find our stocks tip-  
top in every way, and our  
service entirely satisfactory.  
The fruits we sell are the  
kind you need to satisfy your  
customers and to build up a  
thriving fruit business.

We can ship you on short  
notice best quality foreign  
fruits — Bananas, Lemons,  
Oranges, etc.

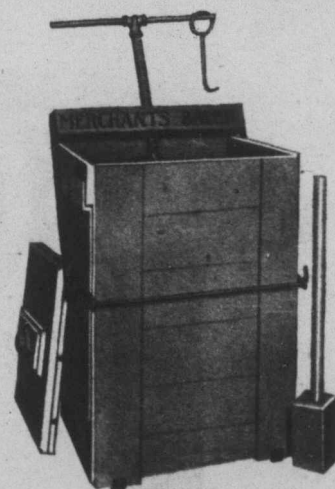
Why be content with slow,  
profitless fruit sales? Con-  
nect with us and sell the  
fruits that sell quickly and  
always satisfy.

Write us to-day.

**Lemon Bros.**  
OWEN SOUND, ONT.

## Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

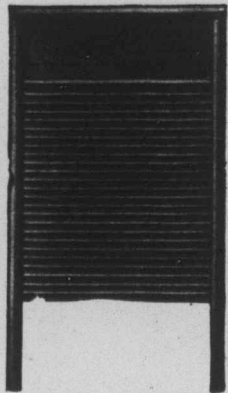
**Stephenson, Blake & Co.**  
Manufacturers  
60 Front St. West, - Toronto

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



# Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the  
**NEW ALL-CANADIAN, ALL-WOODEN WASHBOARD**



**means to you**

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years. Try what a little stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

**The Wm. Cane & Sons Co., Limited**  
NEWMARKET, ONTARIO

1917  
Improved

## Van Berkel

Meat Slicer

*Increase your Summer Profits on Cooked Meats*

We saved an average Toronto grocer 80c a day last month with a Van Berkel Meat Slicer (new model).

We'll do as good for you. Write for catalog and prices. Easy terms.

**The Hobart Mfg. Co.**  
149 Church St.  
**TORONTO**  
*Sole Agents for Canada*

## INDEX TO ADVERTISERS

<b>A</b>	<b>M</b>
Ackerman, H. W. .... 10	Magor, Son & Co., Ltd. ... 22
Anderson, W. .... 51	Malcolm Condensing Co. ... 18
Anchor Cap & Closure Corp. 14	Mann, C. A., & Co. .... 19
Appford Counter & Check Book Co. .... Back Cover	Marsh Grape Juice Co. ... 58
Armour & Co. .... 49	Mathieu, J. L., Co. .... 9
<b>B</b>	MacLure & Langley, Ltd. 10
Bain, Donald H., Co. .... 8	McLellan Imports ... 53
Benedict, F. L. .... 64	McCabe, J. J. .... 61
Betts & Co. Inside back cover	Mennen Chemical Co. .... 4
Borden Milk Co. .... 1	Midland Vinegar Co. .... 51
Bowes Co., Ltd. .... 52	Millman, W. H., & Sons ... 10
B. & L. Manfg. Co., Ltd. ... 14	<b>N</b>
<b>C</b>	Nagle Mercantile Agency... 11
California Packing Corp. ... 49	National Licorice Co. .... Inside back cover
Campbell Bros. & Wilson. 20	<b>O</b>
Cane, Wm., & Sons .... 62	Oakeys .... 64
Canadian Milk Products Ltd. .... 64	Ontario Grape Growing & Wine Mfg. Co. .... 60
Catelli, C. H., Co. .... 15	O-Pee-Chee Gum Co., Ltd. 5
Channell Chemical Co. .... Inside front cover	Oury, Millar & Co. .... 2
Chisholm Milling Co. .... 2	<b>P</b>
Clark, W., Ltd. .... 3	Patrick, W. G., & Co. .... 10
Climax Baler Co. .... 51	Perry, H. L., & Co. .... 7
Cockburn, F. D. .... 7	Pennock, H. P., & Co. .... 7
Connors Bros. .... 56	Pullan, E. .... 64
Commercial Underwriters. 64	<b>R</b>
<b>D</b>	Red Rose Tea Co. .... 21
Davis, S., & Sons, Ltd. .... 57	Regina Storage & Forwarding Co., Ltd. .... 9
Denault Grain & Prov. Co. 11	Richards Pure Soap Co. ... 53
Dominion Salt Co. .... 53	Rock City Tobacco Co. ... 11
<b>E</b>	Rose & Laflamme, Ltd. ... 11
Eckardt, H. P., & Co. .... 59	Royal Blend Coffee .... 2
Eddy, E. B., Co. .... Front cover	<b>S</b>
El Roi Tan Cigar Co. .... 9	Sarnia Barrel Works .... 64
Elliot, W. F. .... 10	Scott-Bathgate Co., Ltd. ... 7
Eno, J. C., Ltd. .... 17	Shaw & Ellis Co. .... 63
Escott, W. H., Co. .... 8	Smith, E. D., & Son .... 13
Eureka Refrigerator Co. ... 19	Smith & Proctor .... 51
<b>F</b>	Specialty Paper Bag Co. ... 52
Fairbank, N. K., Co., Ltd. 57	Spratts .... Inside back cover
Fearman, F. W., Co. .... 54	Star Egg Carrier & Tray Mfg. Co. .... 16
Freeman, The W. A., Co. ... 54	Stephenson-Blake .... 61
Furnivall-New, Ltd. .... 14	Stevens-Hepner Co., Ltd. 52
<b>G</b>	<b>T</b>
Granger & Co. .... 2	Tanguay, A. T., & Co. .... 11
Grant, C. H. .... 9	Taylor & Pringle .... 17
Gillespie, Robt., & Co. ... 8, 16	Thompson, G. B., & Co. ... 8
Griffiths, Geo. W., & Co., Ltd. .... 8	Thum, A. & O. .... 64
Griffin & Skelley .... 6	Tippet, A. P. .... 6
<b>H</b>	Trent Mfg. Co. .... 64
Hamblin-Brereton Co., Ltd. 10	Toronto Butchers' Supply. 64
Hargreaves, Canada, Ltd. 16	Toronto Pottery Co. .... 22
Harper Presnail Cigar Co., Ltd. .... 19	Toronto Salt Works .... 64
Hobart Mfg. Co. .... 62	Turgeon, E. .... 11
Horne, Harry, Co. .... 10	<b>W</b>
Hop Malt Co. .... 51	Walker, Hugh, & Son ... 61
<b>I</b>	Walsh, Martin M. .... 10
Imperial Rice Milling Co. 58	Washington's, Geo., Coffee. 60
<b>J</b>	Watson & Truesdale ... 8
Jacobs Bros. .... 12	Western Canada Flour Mills Co., Ltd. .... 63
Japan Tea Co. .... 2	Wetheys, J. H., Ltd. .... 52
Jarvis, F. S., & Co. .... 2	White & McCart ... 10
<b>K</b>	White & Co. .... 61
Kearney Bros. .... 6	Whittemore Bros. Corp. ... Inside front cover
Knox Gelatine Co., Inc., Chas. B. .... 18	Woods, Walter, Co. .... 9
<b>L</b>	
Lambe, W. G. A., & Co. ... 10	
Lemon Bros. .... 61	
Lever Bros. .... 55	
Lalonde, A. .... 10	

For  
Bread,  
Buns,  
Biscuits,  
Cake,  
Pie,  
Tarts,  
Puddings,  
Doughnuts,  
Pot Pie,  
Etc., Etc.

# A dependable "Family" Flour

PURITY FLOUR is more than a bread flour. It is a pastry flour. It is an all-purpose flour.

## PURITY FLOUR

cannot be too highly recommended for the "family" baking. Its quality is unsurpassed. It is always uniform, always dependable, always good value for the money.

*Make it your leader.*

**Western Canada Flour Mills Co., Ltd.**  
Toronto, Winnipeg, Calgary, Goderich, Montreal, St. John

## INDIAN CHIEF BRAND CLAMS

**Always Reliable**



Prepared and packed ready for market the same day they are taken from the Clam beds. By so doing they are always put into the cans fresh and new.

Another thing is, in our new and up-to-date factory, the most careful attention is given to having the work done in the most sanitary manner.

Order from your Jobber.

Packed By

**SHAW & ELLIS**  
Pocologan, N.B.

## Where do your customers buy candy ?

Down town at your competitor's, perhaps, and the reason is because that dealer is wise to the importance of a continuous candy display, he appreciates the profits arising from the sale of good candies.

Why not procure this trade for your store? You can do it by putting in a stock of *Moirs XXX Chocolates* and displaying them in a corner of your show-case. Once your customers get acquainted with Moir quality you can count on good sound candy profits.

Moirs Chocolates may be had in bulk (5 lb. boxes) and complete line of fancy packages. Quick delivery our specialty.

**MOIRS, LIMITED**  
HALIFAX, CANADA

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



# Buyers' Guide

## 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 remittance cannot be acknowledged.

### WANTED

**WANTED—NUMBER OF SIDE LINES —**  
Traveler permanently located in north country, open to look after several side lines for manufacturers and wholesalers. Address A. L., Box 85, Timmins, Ont.

**WANTED—SIDE LINES. WE ARE OPEN TO**  
handle a number of side lines for manufacturers and jobbers. Good references.—Cleary Bros., P.O. Box 436, Sydney, C.B.

**WANTED—EXPERIENCED CLERK FOR GEN-**  
eral store. Married man preferred. Apply with references, stating salary, to Lewis Bros., Richmond, Ont.

**WANTED—MAN TO DO DELIVERING AND**  
outside work around general store and to fill in time behind counter. Married man preferred. Apply, with references, stating salary, to Lewis Bros., Richmond, Ont.

### FOR SALE

**GROCERY NEAR VANCOUVER. STOCK.**  
\$1,200. Fixtures, \$300. Stock at invoice price. Terms cash. Reason health failing. Box 231, Canadian Grocer.

**GOOD GROCERY BUSINESS FOR SALE —**  
established 20 years; good reasons for selling, dwelling attached; manufacturing city. Apply Box 230; Canadian Grocer.

**GROCERY BUSINESS. DOUBLE BRICK**  
stores with stable and drive shed attached. Established over twenty-five years; turn-over about fifty thousand per annum. Situated corner King and Princess Sts, one block from finest market in Ontario, one block from steamers and railway. Owner retiring from business. Possession at once if desired. Apply, L. W. Murphy, Kingston, Ont.

**KLIM**  
PURE SEPARATED MILK IN POWDER FORM  
FOR ALL COOKING WHERE MILK IS NEEDED  
CANADIAN MILK PRODUCTS, LIMITED  
10-12 WILLIAM STREET, TORONTO



## TANGLEFOOT



### The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

**OAKLEY'S**  
**KNIFE POLISH**  
2-1012-7126  
JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

AGENTS:

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

## Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

### LARGEST CANADIAN DEALER

**ADEL 760**  
**WASTE PAPER**  
**E. PULLAN TORONTO**

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

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

**GEO. J. CLIFF**

Notice to Merchants:—We will adjust your bad accounts satisfactorily for you. Our system is "Direct from Debtor to Creditor." We handle none of your money. Through our system, you can put your business on a cash basis. We will underwrite any debtor's account for you.

**COMMERCIAL UNDERWRITERS**  
36 James St. South Hamilton, Ontario

**30 DOZ. CASE FILLERS**  
**ONE DOZ. CARTON FILLERS**  
**1/2-INCH CUSHION FILLERS**  
**CORRUGATED FLATS**

**THE TRENT MFG. CO., LTD.**  
TRENTON ONTARIO

**CHIVER'S**  
**JAMS—JELLIES—MARMALADE**  
Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

**Frank L. Benedict & Co., Montreal**

**Toronto Butchers' Supply Co. LIMITED**

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies, Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

**49 DUNDAS STREET. . . TORONTO**

## BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Corns, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

**THE SARNIA BARREL WORKS, SARNIA, ONT.**

# PROHIBITION BY THE BRITISH GOVERNMENT

of the EXPORT of any manufactures containing LEAD,  
or the USE of LEAD in any manufactures other than

## MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

## BOTTLE CAPS

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

### BETTS & COMPANY, LIMITED

1 Wharf Road . . . . . LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON

In your Locality  
are many

## Dogs and Cage Birds

Your customers must have FOOD for them.  
It is to your interest as well as that of your  
customers and their pets, that you should  
regularly stock

# SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

The name SPRATT'S is a guarantee of quality and  
reliability. It will help you to keep old customers  
and attract new ones.

SPRATT'S Depôts in CANADA are:—  
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.  
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.

Direct Correspondence invited:—  
SPRATT'S PATENT Ltd., 24-26, Fenchurch Street, London, England

## Y & S STICK LICORICE

48 5c. Packages to Box



### The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and  
Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY  
MONTREAL





# APPLEFORD'S SANI-WRAPPERS

Our papers are cleansed, treated and purified with Refined Parafine Waxes and Disinfectants. They add to the Freshness, Cleanliness and Purity of your goods. They preserve the Color and Quality of fresh and Cooked Meats and are Germ-proof, Moisture-proof and Grease-proof. They will not stick to the Meat.



MUCH BETTER AND NO HIGHER IN PRICE.  
ASK YOUR DEALER FOR SANI-WRAPPERS OR WRITE US DIRECT FOR SAMPLES AND PRICES.

Appleford's Carbon Coated Counter Sales Books are no dearer than the ordinary kind. Now made with new improved formulas and appliances and better than ever before. If you are not a customer, write us for a sample book.

Appleford Counter Check Book Co., Limited  
HAMILTON, CANADA

OFFICES AND WAREHOUSES AT TORONTO, MONTREAL, WINNIPEG and VANCOUVER.