

**PAGES
MISSING**

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, JUNE 7th, 1918

No. 23



Eddy's "Silent 5"

Produced and perfected through 66 years of practical Match-making experience.

Eddy's "Silent 5" has been stamped with the mark of approval by an appreciative public.

Because, being non-smouldering and chemically self-extinguishing, Eddy's "Silent 5" is unquestionably the safest match in the world.

There is no after-glow

Emphasize that point to your customers. They know Eddy's reputation for making quality matches and but little effort will be required to keep your stock of "Silent 5's" moving briskly.

Stock now with the Eddy "Silent 5."



E. B. EDDY COMPANY, LIMITED
HULL, CANADA

There are about 30 Brands of Eddy's Matches, comprising 15 to 20 Domestic Wax Vestas, pocket and larger sized, Gaslighters, Torches for Campers, etc.

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



You Know the Good Points about O-Cedar—so do your customers

You know that O-Cedar Polish and the O-Cedar Polish Mops are profitable lines to handle. When you sell an O-Cedar product, you know that it will fulfill its mission when your customer uses it.

Your customers know the merits of O-Cedar. By good, honest advertising—their qualities, uses and values are constantly kept before them.



A reminder that you handle O-Cedar is all that is needed to create extra O-Cedar sales for you. Now is the best time for you to let your customers know you have O-Cedar. A window display will help materially. We offer you the necessary sales cards to make your window attractive. They are yours for the asking. Do not let Housecleaning Time slip by without an O-Cedar Window. It will be timely. It will prove profitable.

Get in your O-Cedar window this very week.

Channell Chemical Co., Limited
Toronto Canada



The Factory Behind Our Trade Mark

From a humble beginning 59 years ago in a small shop, about 12 ft. by 18 ft., we have yearly increased our capacity and manufacturing facilities to the magnificent modern, white tile and terra-cotta building shown above—the largest factory of its kind in Canada or America.

It's worth something to you to be able to offer your customers Soda Biscuits manufactured in this bright, clean, scientifically-ventilated factory that is praised by pure food experts from all parts of the continent.

McCormick's

JERSEY
CREAM

Sodas

MAKERS ALSO OF
McCORMICK'S
FANCY BISCUITS

The McCormick Manufacturing Co. LIMITED

General Offices and Factory—LONDON, CANADA.

Branch Warehouses—

MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG,
CALGARY, PORT ARTHUR, ST. JOHN, N.B.



Mr. Grocer You Know That Can



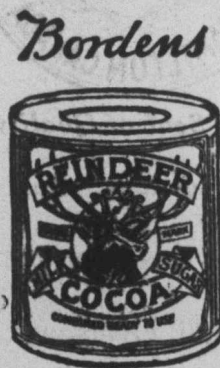
Is it well to the front in
your displays?

Don't hide away your
stock of **Borden's Eagle
Brand Condensed Milk.**
There's a particularly
good demand for it just
now when the fresh milk
problem is usually a
source of worry.

Connect with this demand by showing your stock of Eagle Brand Condensed Milk prominently now and during the entire Summer Season.

You know what Borden quality means—satisfied customers always.

Here are the other 5 Big Sellers



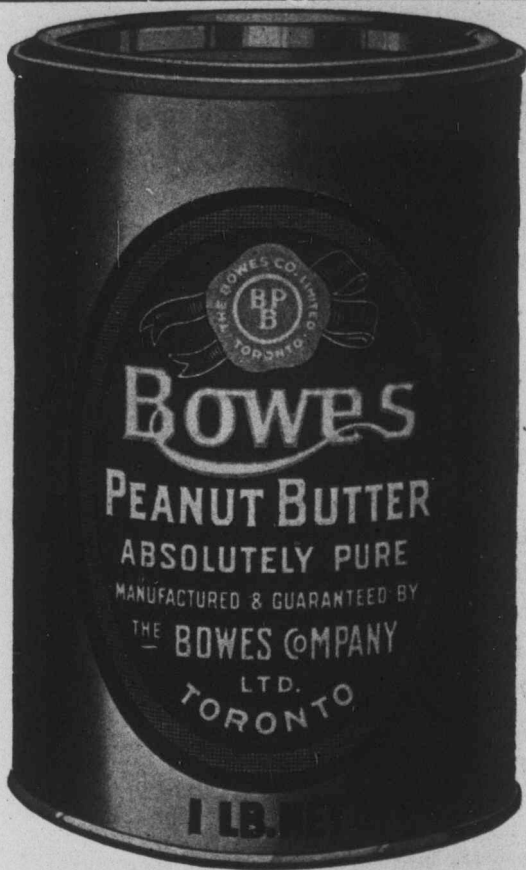
Borden Milk Company, Limited

LEADERS OF QUALITY

MONTREAL

Branch Office: No. 2 Arcade Building

VANCOUVER



MORE \$ALES\$ FOR YOU

IT is an undoubted fact that peanut butter will be in bigger demand than ever during the warm season. Its high degree of food value; its light, sustaining features; its convenience, and, moreover, its economy, are becoming increasingly apparent to Canadian housewives. So that, while peanut butter is a good all-the-year-'round seller, the demand for it receives an additional impetus during the Spring and Summer months.

Be sure that you are well prepared for big business and REPEAT sales by handling Canada's best-known, best-liked brand—BOWES' Peanut Butter.

YOUR JOBBER WILL SUPPLY YOU. ASK HIM.



Something
New

"The Seal of Quality"

Grape
Butter

Made from granulated sugar and grapes. Just enough tartness to make it an excellent substitute for ordinary butter.

Put up in hermetically sealed tins, each containing 10 oz. net.

Will keep in any climate.

A splendid package to mail Overseas.

Can be sold to the consumer at a very popular price.

Supply is limited.

Attractively labelled with Lynn Valley
Wrappers.

Write for samples.

Dominion Canners Limited, Hamilton, Ontario

CLARK'S



TWO READY SELLERS

Well advertised and with an unrivalled reputation for

QUALITY

Economical for your customer.

Profitable for you.

W. CLARK LTD.

MONTREAL

STANDARD Floor Dressing

Aids the Tidy Storekeeper

IT is a means of freshening and brightening the whole store. It aids in keeping the shelves and the goods on them always fresh looking and attractive in appearance. It maintains the floor itself in smoother, better and more sanitary condition.

No mop or feather broom can control the dust as Standard Floor Dressing does. When spread evenly and economically over the floor surface, it catches and holds fully 90% of the atmospheric dust in the store. All that is necessary to keep the dressed surface in good order is regular sweeping of the accumulated dust and dirt with a stiff brush or broom.

As a material Standard Floor Dressing is sanitary and preservative. A gallon will effectively treat 500-700 square feet of surface and will last for months.

The dressing is sold in one and four gallon cans and in barrels and half barrels. It is easily applied with an ordinary floor sprayer.

IMPERIAL OIL LIMITED
BRANCHES IN ALL CITIES



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



Made in Canada

*For your
Jam Displays:*

“E.D.S.” Strawberry Jam

Made from specially selected Strawberries and made with that exacting care and attention which guarantee the true “E.D.S.” quality.

Order your supplies now from any of the agents listed below.

The New Season's Pack will be ready in the very near future.

Profit and Customer Satisfaction result from E. D. S. Jam Displays.



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

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.



*Made-in-Canada by the
All - Canadian Con-
densed Milk Company.*



3

Made-in-Canada Sellers

The real selling merits of the Malcolm Milk Products will be apparent to you after a first trial. The Malcolm lines are exceedingly popular, and the margin on every sale is encouraging more and more grocers to push them regularly.

Not only are Malcolm's as good as any other Milk Products on the market—they are better than most—and what's more, **they are strictly Canadian-made.**

Send for your supplies now. We prepay freight up to 50c per 100 lbs. and deliver 5-case lots or more to any point in Ontario, Quebec or Maritimes.

THE
Malcolm Condensing Co.
Limited

ST. GEORGE, ONTARIO



SAPOLIO

The General All- Around Cleaner

Cleans

Scours

Polishes

ENOCH MORGAN'S SONS CO.

NEW YORK, U. S. A.

Agents for Canada—Harold F. Ritchie & Co., Ltd., Toronto, Ont.

For Toilet and Bath there is nothing more cleansing or refreshing than

HAND SAPOLIO

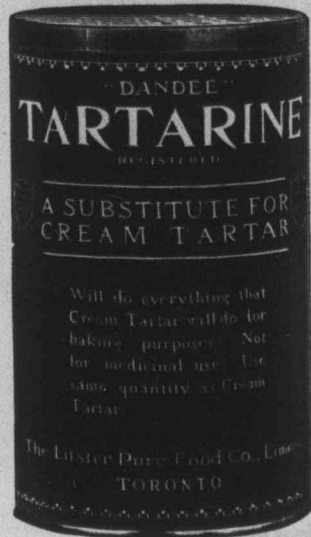
(Our Sapolio Toilet Soap)

Try it yourself and know why your trade repeatedly demand it.



Guaranteed

equal
to
Cream
of
Tartar
for
all
Baking
Purposes.



Leading Jobbers Sell Tartarine.

Litster Pure Food Co.
Limited
TORONTO

Raisin News for Millions

Our beautiful color advertisements in national magazines are telling women how to use Sun-Maid Raisins in many new ways. Raisins save sugar and improve plain foods.

KEEP SUN-MAID DISPLAYED

This year the Sun-Maid packages will be featured in all our magazine ads. It will pay you to show them in windows and on shelves.



SUN-MAID RAISINS

Three varieties of Sun-Maid Raisins: Seeded (seeds removed); Seedless (grown without seeds); Clusters (on the stem). Buy from your Jobber.

California Associated Raisin Co.
Membership, 8,000 Growers
Fresno, California

The Submarine Menace

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

SPRATT'S DOG CAKES

*Poultry Foods, Canary
and Parrot Mixtures*

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

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

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



KEYSTONE HOUSEHOLD BRUSHES

It is easier to sell brushes with a reputation.

There is a big opportunity in Keystone brushes for progressive dealers. Satisfied customers, quick turnovers and all the other necessities of good, live business go with the Keystone line.

Write for prices and particulars on
Keystone brushes and Nugget
brooms 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 million men
have changed to*
**MENNEN'S
SHAVING CREAM**

THEY have given up the old, indefinite call for "something to shave with"—and insistently, persistently—*demand* MENNEN'S.

These men are regular customers for the store that meets their wish. Millions more are familiar with the name MENNEN through

The Complete Mennen Line

Shaving Cream	Cream Tint Talcum
Dentifrice	Mennen's Baby Soap
Talcum for Men	Cold Cream
Borated Talcum	Tar Shampooing Cream
Sen Yang Talcum	Kora Konia
Violet Talcum	Ruvia
Flesh Tint Talcum	
Unscented Talcum	

Our Nation-Wide Advertising

and only need your suggestion to join the army of regular users.

Make it easy for them to decide by showing a consistent counter or window display of MENNEN'S.

The line that has such a definite, assured sale means small effort—quick turnover—fresh, inviting stock—quick, steady, certain profit for you.

The MENNEN line will keep you before the people and

Make your store HEADQUARTERS for Toilet Preparations of Recognized Quality

Get in touch with us to-day, regarding effective displays and dealer helps.

G. Mennen Chemical Company Factory: Montreal

Sales Office: Harold F. Ritchie & Co., Limited

TORONTO



An N. C. R. System will solve your war clerk problems

Canada's merchants are face to face with new and serious problems.

(1) Salespeople are very scarce. To make up for this deficiency it is now necessary for storekeepers to adopt modern methods that will produce better clerks.

(2) Clerk hire is much more costly than formerly. To meet this condition it is necessary for clerks to serve more customers and complete more sales.

(3) Salespeople now to be had are new to the work. They have had little or no training. They are less skillful. They are not as good business producers as they might be. To overcome this handicap the

merchant is in urgent need of store methods that will instruct and assist the newcomers to become highly efficient.

The merchant with these problems on his hands owes it to his business, his family and himself to instal an N.C.R. System without delay.

A National Cash Register will give you protection, quick service and economy.

It will enforce accurate, unchangeable records. It will speed up your service so that more sales can be made per clerk. It will stop guesswork and losses. It helps make good salesmen.

A National Cash Register will soon pay for itself out of what it saves

-----For further information fill out this coupon and mail it to-day-----

Department No. C.6
The National Cash Register Company
of Canada, Limited, Toronto, Ont.

Please give me full particulars about what an N. C. R. System will do for my store.

NameBusiness

Address

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

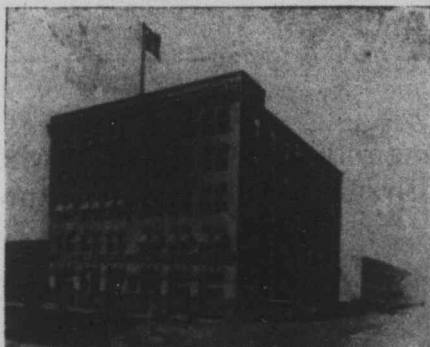
Trackage
Storage
Distri-
bution

MANUFACTURERS:

Do you require first class representation?
Write us. Satisfaction guaranteed.

GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission
Brokers

402 Chamber of Commerce
Winnipeg - Manitoba



Make this house your Western Headquarters

This is the home of the Scott-Bathgate Company—an organization equipped with every facility for getting you the kind of results in the Western Markets that you are seeking.

We cover the entire Western Wholesale and Retail field. Nine of our men do retail work exclusively.

If quick, sure returns interest you, write now for full particulars to

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

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

Est. 1907. Write us.

Correspondence Solicited.

Head Office and Warehouse, 181-183 Bannatyne
Ave. E., Winnipeg, Can.

THE Robert Gillespie Co.

MALTESE CROSS BUILDING
WINNIPEG

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

Williams Storage Co.

WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

C. & J. JONES

WINNIPEG - VANCOUVER

*Wholesale Commission Brokers
and Importers*

During the fifteen years we have been
on this Western market, we have built
up a big business with European manu-
facturers. We give the same attention
to Canadian and American manufac-
turers. Write for details of our service.

205 CURRY BUILDING
WINNIPEG

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

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

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

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

F. D. COCKBURN CO.
WINNIPEG

Warehouse Space To Rent

We have to rent in our Calgary warehouse two floors 50 x 110,
and two floors in our Edmonton warehouse 50 x 120. These
warehouses are located in the centre of the wholesale district,
are of finest mill construction, and are equipped with two
elevators. Lowest rate of insurance and good loading and
trackage facilities. If you require warehouse space in Calgary
or Edmonton, write our offices at these points.

DONALD H. BAIN Co.

WINNIPEG

Head Office

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

*Live sales forces at each of the above points. Fully equipped offices and warehouses. We are in an unexcelled position
to handle storage and consignments, and to look after the distribution of cars.*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

This Space is Yours
For \$2.50
On Yearly Order

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

LOGGIE, SONS & CO.
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
"We cover Canada 3 times a year."
Foy Bldg., 32 Front Street W.
TORONTO - - ONTARIO

Coffee, Its History, Classification and Description
By Joseph M. Walsh
This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:
Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.
This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of
\$2.00
It Will Pay You to Send at Once.
MacLean Publishing Co.
Technical Book Department.
143-153 University Avenue, Toronto.

Are You Interested?
CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.
RATES:
(payable in advance)
2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.
No Other Paper Reaches All These Men.
Is Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?
Then you should use.
Canadian Grocer's Classified Ad. Columns.
It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.
Canadian Grocer
143-153 University Ave., Toronto

THE "WANT" AD.
The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the small affairs and incidents of daily life.

EL ROI-TAN PERFECT CIGAR

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

Complete Trade Connection.

JOHN E TURTON

Importer and Commission Merchant
55 St. Francois Xavier St. - Montreal
Wholesale and Retail

G. B. MacCALLUM & CO.

GROCERY BROKERS
489 St. Paul St. W., Montreal
Complete connection with the Grocery and Confectionery trade of Montreal.
Daily Motor Delivery to all parts of City and Suburbs.

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

J. R. GENEST

Wholesale Grain, Flour and Feed
SPECIAL—Pastry Flour
GROCERS SPECIALTIES
BOARD OF TRADE BUILDING, MONTREAL

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.

Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Do you require representation in New Brunswick?

Schofield & Beer, St. John, N.B.
Commission Merchants
Agents for: Acadia Sugar Refining Co., Ltd., Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.

Gaetz & Mosher

MANUFACTURERS' AGENTS AND GROCERY BROKERS
P. O. BOX 145 HALIFAX, N.S.



IT'S THE REAL MACKAY

Are you selling
Mackay's Pearl Barley Flour?

It's the Canadian-made "Barley Food" that everybody is talking about. The ideal, easily-digested food for Infants, Invalids, Aged People and Nursing Mothers.

For flavoring soups and gravies it is without any equal whatever. Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends Mackay's very strongly.

Consumer advertising is boosting the demand. Get your share now. Order from your wholesaler or direct from

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

Approved by dealer and customer

Marsh's Grape Juice pleases the dealer with lively selling and the customer with its delicious Concord Flavor.

Freight prepaid on 5-case lots or more.

The Marsh Grape Juice Company

Niagara Falls, Ontario

MacLaren Imperial Cheese Co., Ltd., Ontario.

Rose & Laflamme, Ltd., Montreal, Que.



BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.)

HAMILTON

We are Hamilton Agents for DIAMOND CRYSTAL SALT

"The Salt That's All Salt"

Big shipment just to hand. Send us your order for quality goods.

BRISTOL, SOMERVILLE & CO.

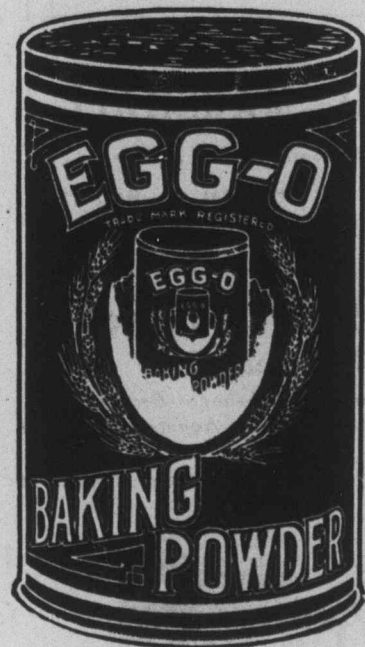
**Worth showing
and worth recommending**

EGG-O BAKING POWDER

Every cake and every biscuit made with Egg-O Baking Powder brings the smile of satisfaction to the most particular housewife. She knows from experience that Egg-O is the best baking powder made—that it is guaranteed to "make good" whether used with sweet milk, sour milk, buttermilk, or water.

And this is why Egg-O is such a steady repeat seller. Customers come back for it after a try-out.

Keep your stock well displayed.



Egg-O Baking Powder Co., Limited
HAMILTON, CANADA

Every good grocer should stock, display and recommend Furnivall's, the Fine Fruit Pure Jam that established a new quality standard in the world of good jams.

Furnivall sales are repeats—always—and Furnivall profits are always good.

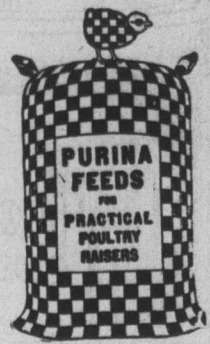
FURNIVALL-NEW, Limited
Hamilton, Canada

Furnivall's
FINE
FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

You start the club and we'll do the rest

Give your customers the opportunity to win some of the valuable prizes we are now offering to members of the



CHICKEN CHOWDER CLUB

The objects of the club are both patriotic and practical.

We want to increase the country's supplies of meat and eggs. We want to sell more *PURINA POULTRY PRODUCTS* to poultry owners and *we want to sell them through the dealer.*

A branch of the Chicken Chowder Club will boost your sales because we'll help to boost them with Circulars and Poultry Books for your customers. Posters for your store and in many other ways.

Make this Chicken Chowder Club the source of profit it is meant to be for you by pushing the idea in your community. Don't overlook the fact that the profit on Purina Products is far in excess of what you make on grocery lines that you sell every day.

TWO SPECIAL PRIZES FOR THE RETAIL TRADE

1st. To the merchant turning in the most coupons from circulars left at store (which can be obtained from us or through our travelers) we will give 100 lbs. of Purina Chicken Chowder and 100 lbs. of Purina Scratch Feed.

2nd. For the clerk making the best window display of Purina Poultry Feed \$5.00 in cash.



So get that Poultry Department going. It's worth while.

Note—This special competition is for General Merchants and Grocery Stores only.



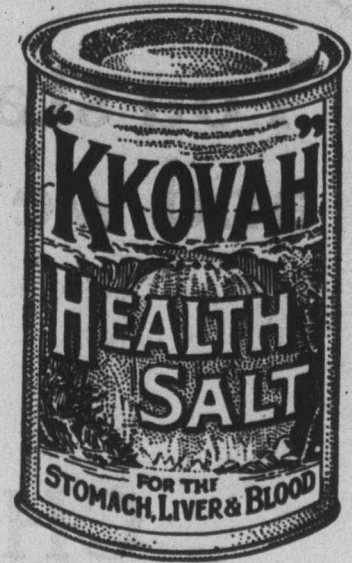
The Chisholm Milling Company, Limited
Toronto



Well Worth Pushing

Not only by reason of the profit attaching to the sale, but because they are quality goods which make satisfied customers.

KEEP THEM TO THE FRONT. THEY'RE WORTH IT.



KKOVAH
CUSTARD

KKOVAH
HEALTH SALT

Sole Agents for Canada:

Maclure & Langley, Limited

TORONTO

WINNIPEG

MONTREAL

KING GEORGE'S NAVY CHEWING TOBACCO

The finest quality tobacco

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

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



Rock City Tobacco Co., Ltd.

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

Handle your telephone with care



Many repairs to telephones are due to careless handling. In view of the shortage of telephone material, we ask subscribers to help us conserve supplies by taking proper care of their telephone equipment, also to avoid ordering any new installations not absolutely necessary.

The Bell Telephone Co. of Canada

"Good service . . . our true intent."



June Butter

The best to pack for winter use



Tall Butter Jars

With or Without Covers
1/4 gal. to 6 gal. at 15c per gal.

The
Toronto Pottery Co.
Limited

617-618 Dominion Bank Bldg.
KING & YONGE, TORONTO

Show your customers how conveniently and securely they can stow away ample supplies of good June Butter in these Butter Jars.

Anything that will help reduce the high cost of living is sure to interest every good housewife.

The Butter Jars offer her a real opportunity to avoid the high winter prices of butter by putting away sufficient good June butter now.

Show these crocks in your store. Write now for folder showing complete line and prices.



French Pots

Black or White Glazed

It's Easy

to sell such a high-class summer beverage as Barnes Pure Concord Grape Juice. There's a deliciously different flavor to Barnes that captivates the critical.

And the margin is a good one.

The
Ontario Grape Growing
and Wine Mfg. Company
ST. CATHARINES, ONTARIO



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.



SMITH
AND
PROCTOR

SOLE PACKERS

Halifax . N.S.

LIEUT.-COLONEL ———, the writer of the following letter, abandoned a lucrative business and joined the Canadian forces in August, 1914. He has never been out of uniform since. He has been in some of the heaviest fighting; has been wounded several times; was given up by the doctors; recovered and is again at the Front; was offered command of a brigade. He is regarded as a man of so much importance that he has been guaranteed a sure seat in the House of Commons and will be one of the chiefs, if not the leader, in the returned soldiers' movements in Canada.

Lt.-Col. John Bayne Maclean,
Toronto, Canada.

France, April 5th, 1918.

Dear Colonel Maclean:-

Yesterday I had handed to me by Captain _____ a copy of MacLean's Magazine with your article on "WHY WE ARE LOSING THE WAR," which has been sent to him by a lady from Edmonton because of the reference made in it, no doubt, to I have read the article over carefully and so have many of my officers and I thought I ought to let you know how deeply impressed we all are with your array of facts and arguments and the manner in which you have marshalled them together in a brief that should bring envy from the best legal minds in Canada.

For a long time I have been filled with the same ideas with reference to the infantile handling of the great affairs of State by the big men of our country and as one who has been brought up in the greatest awe and respect for those high in authority in England I tried to fight against the gradual turn my mind and heart was taking towards these great leaders. Furthermore, being a soldier, I felt it would not be in keeping with my duty to make comment or criticize those in authority and perhaps also I lacked the courage lest I might bring about my ears criticism which must always follow attacks upon big men. I believe there are many others who have shared the same views and for the same reasons refrained from "Talking out in Meetings." You have stepped into the breach and taken upon your own shoulders the burden of a whole people and in doing so I realize what it will mean to you and the courage and fearlessness which you must have in order to have taken this step. I know of no other man who has so boldly set before us Britishers our own case. You will, no doubt, having attacked these great leaders, find yourself in a maelstrom of criticism. You will be called disloyal and you will be vilified and abused, but the truth of your statements cannot be gainsaid and you must eventually stand out as a great and fearless citizen who was not afraid to place himself in jeopardy, that
EVEN YET A ROTTEN SITUATION MIGHT BE TURNED INTO VICTORY BY PROPER HANDLING.

The history of this war has been a history of bungling on the part of the higher ups, interwoven with a history of devotion, loyalty and doggedness on the part of men in the ranks, which can never be excelled. It has been one continual panorama of "light brigade" episodes and our brave men still go on fighting knowing that "someone has blundered," yet feeling that blunder or no blunder, we must fight and fight on that civilization may be preserved and British traditions maintained.

Some sections of the public here abuse Northcliffe, Lloyd George and Beaverbrook but having watched things closely for a few months I have come to the conclusion that in these three men and their associates lies the future of the British Empire. The old regime is fighting and dying hard. Incompetency is also tenacious and hangs on doggedly to the high positions where it has been entrenched for so many years in British public life. A few brilliant charges like yours will start such an onrush of public opinion throughout the Empire that sooner or later he will be dislodged, and brains having taken his place, we may look for results. Until that time comes, we need not hope for a change in the present state of affairs.

**OUR MEN MUST HANG ON FOR THE TURN OF THE TIDE IN THE BRITISH PUBLIC LIFE
FOR AT THE SAME TIME THERE WILL BE THE TURN OF THE TIDE TOWARDS VICTORY IN FRANCE.**

Faithfully

Signed.....

Commanding.....

This letter was not marked "private," but for good reasons the name is temporarily withheld. If desired it will be given in confidence to Sir Robert Borden or Sir Wilfrid Laurier. **MACLEAN'S MAGAZINE** and **THE FINANCIAL POST** have outstripped all other Canadian newspapers and magazines in information on the big war and political problems of special interest to business men. Address **MacLean Publishing Company, University Avenue, Toronto, Canada.**

**Mr. George Washington
of New York
Says**

that he has turned the entire output of the G. Washington Refined, Soluble Coffee, over to the Government for the Soldiers in the front line trenches Overseas.

He hopes shortly to be able to again supply the trade; in the meantime you and your customers' indulgence is asked.

Some of the Jobbers still have stock.

**Tasty Table
Delicacies**

Universal Fruit Sauce

Chili Sauce

Tomato Chutney

East India Relish

These goods are attractively packed and find a ready sale. If you do not already stock them, place a trial order with your jobber.

Manufactured by

Taylor & Pringle Co.
Limited
OWEN SOUND



**Custard that
Compels
Custom**

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

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



WETHEY'S

**Orange
Marmalade**

excels

all others

“No, Sir, said Graydon”

GRAYDON is a hardware dealer. He said, “No, Sir,” to a traveller who had asked five minutes of his time in which to demonstrate a new incubator that the M— Mfg. Co. were putting on the market. “No, I don’t know your firm,” Mr. Graydon continued in a chilling tone that matched the winter weather without, “I have never heard of it before nor of your incubator, and I have no time just now to listen to you.”

But the traveller persisted, asking, “How, then, am I to make the merits of our incubator known to you if you won’t take time to hear my explanation?”

“Well, I’ll answer that question, since you ask me,” replied the dealer in a more genial tone. “Your firm should advertise your incubator in the trade paper that all we hardware men read every week, Hardware and Metal. They should keep on advertising it until we have had time to gain the main points about it and have become sufficiently interested to want to sell the line. Then you could call, talk prices, etc., and little time would be wasted. You know merchants nowadays, because of scarcity of clerk help, have very little time to give to travellers. You should get your firm to do its missionary work in advance through the trade papers. That’s the way to save our time and yours, too.”

This is what Ross of Lucan, wrote the manager of DRY GOODS REVIEW

J. M. Ross & Co., General Merchants, Lucan, Ont.—The fact that we have been subscribers for THE REVIEW for over ten years is sufficient evidence of our appreciation of its value to us.

Our staff takes advantage of many valuable suggestions appearing monthly.

We see advertisements of certain classes of merchandise that would escape our attention if it were not for THE REVIEW.

Our mail usually consists of 50 per cent. circulars and booklets that find their way to the baler without being read. Were they consolidated with all the interesting matter found in the columns of THE REVIEW, they would not only come under the observation of the retailers but the members of their staff as well and we are sure better results would be obtained.

\$300-\$1,200 a year to back up and prepare for traveller’s calls, when worked down to lowest terms, becomes a very small sum.

Spend	To support the solicitation work of	Means in a year
\$300	5 travellers	\$60 per traveller or \$5 a month
\$600	10 “	\$60 “ “ \$5 “
\$1,200	12 “	\$100 “ “ \$8.33 “

A traveller will make probably 125 calls in a month. So it works out about 4c-7c a call to support him. His actual call (salary and expenses) probably cost the firm on an average \$2. That is to send a man out will cost, for his salary and expenses quite \$10 a day. We suggest that, in McCurdy’s case above, an extra \$1 spent on

making known his incubator and the firm making it would have been well spent money.

Besides which one must take into consideration the resultful influence of advertising on firms travellers never call on and whose business must be courted by advertising.

To spend \$300-\$1,200 a year for an all-the-year-round campaign of page spaces in one or other of the following retailers’ newspapers is cheap business insurance:

CANADIAN GROCER	(Weekly)
HARDWARE AND METAL	(Weekly)
DRY GOODS REVIEW	(Monthly)
MEN’S WEAR REVIEW	(Monthly)
BOOKSELLER AND STATIONER	(Monthly)
SANITARY ENGINEER	(Semi-Monthly)

Keep a page advertisement in the business paper your customer and wanted customer read. Your travellers will get business more easily, and the \$10 or so a day it costs to keep them out will be getting you bigger orders.

Send for copies, etc., of the above-named retailers’ newspapers. Find what firms are using them and how they are using them, and study the papers on their editorial side, observing their downright money value to retailers; addressing the publishers.

The MacLean Publishing Company, Limited
Toronto, Canada

Its ASSAM qualities

give it richness, strength, economy


THERE are over a dozen different varieties of choice teas skilfully blended to produce Red Rose Tea. The majority of the teas are ASSAMS, which are noted for their full flavor, richness, strength and economy.


These ASSAMS give Red Rose Tea its distinctive quality—a tea that is unlike any other—and which is never sold in bulk, but always in the sealed packages that are to be found in almost every grocery store in Canada.


Don't you think it would be good business to make this distinctive and popular tea your leader rather than to push the sale of common teas that can never give the same satisfaction to your customers?

T. H. Estabrooks & Co., Limited
 St. John, Toronto, Winnipeg, Calgary

Tea Import Prices

 All import quotations for *Ceylon, Indian, Japan and China* Teas are from seven to twelve cents per pound higher than local prices on spot stocks.

 We believe they will be even higher throughout the year.

 The merchant who will purchase at present for requirements for the year, will have considerable advantage over his competitors.

What will you require? We have the stock.

KEARNEY BROS., LIMITED

**TEA AND COFFEE
 MERCHANTS**

33 ST. PETER ST.

MONTREAL, QUE.

THE NEW APPETISER

Delicious Flavour

SAVORA



Delicate Aroma

SAVORA

Made by J. & J. Colman, Ltd., London, England, with Colman's D.S.F. Mustard.

Therefore, Savora can be recommended to your customers without hesitation as the best Mixed Mustard packed.

In large glass jars to retail at 35c In small glass jars to retail at 20c

Let us send you a case of each

MAGOR, SON and COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL

Canadian Agents

30 CHURCH ST., TORONTO

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

IMPORT and EXPORT DEPARTMENTS

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Coconut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Coconut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.

CANADIAN GROCER

Vol. XXXII.

TORONTO, JUNE 7, 1918

No. 23

New Prohibitions Serious for Trade

Unless Licensing System is Elastic the Regulations Will Involve Grave Hardships to Many Lines of Business—The Fruit Trade Hardest Hit—Prohibition of Import of Deciduous Fruit Little Short of Disastrous to the Trade

IN the list of goods, the import of which is prohibited, that has just been made public by the government, the burden falls as usual most heavily on the fruit and grocery trades. The non-essential goods barred include a great number of products that are not considered non-essential by a great many people, certainly not as non-essential as many of the commodities that are permitted import.

Possibility of License

There is some consolation in the phrase that speaks of the possibility of licenses being granted by the Minister of Customs on the authority of the War Trade Board. This is thought by some handlers to indicate that the restrictions will not be as drastic as the first reports would seem to suggest. W. G. Patrick, of the W. G. Patrick Company, Toronto, large importers of nuts, is of the opinion that there is a great probability that business in this line will not be entirely cut off, that where these goods can be shown to be essential to the carrying on of certain industries as nuts have become to the confectionery trade, that they will still be permitted to import. It is his opinion, however, that this will only apply to shelled nuts; that nuts in the shell can only be used for table consumption, and consequently will be considered a luxury and non-essential.

The List of Restrictions

The list of goods under restriction, as far as it directly concerns the grocery trade, is as follows:

Fruit and vegetables—

Blackberries, gooseberries, raspberries, cherries, strawberries, cranberries, currants and grapes. In green fruits: peaches, plums, quinces, apricots, pears and nectarines. Further mention is made of mangoes, plantains, pomegranates and pineapples. In the vegetables are sugar beets and fresh tomatoes, the latter a very important item.

Nuts

Include almonds, shelled and unshelled, unshelled Brazil nuts, shelled and unshelled pecans, shelled peanuts,

unshelled walnuts and other unshelled nuts.

Fruit juices, peels and extracts—

Candied peels, candied fruits and nuts are included with sweetened breads, cakes, pies and puddings containing sugar; flavoring extracts, custard and jelly powders, lime and fruit juices.

According to this list the fruit trade seems to have suffered the most seriously, though other industries are hit seriously enough. To the fruit trade, however, unless some latitude is assured this order may indeed prove disastrous.

In all probability the government has been influenced by representations that have been constantly made by Canadian fruit growers that the importation of early fruit took the edge off the Canadian market. Of course that is not a sound proposition, the inadequate distributing facilities and the more perishable nature of the Canadian fruit being alone responsible for any disadvantage. However that may be, it is unquestionably a fact that a great bulk of the fruit wholesalers and jobbers maintain their business on the profits obtained from the goods now put under embargo. The southern fruit and the Californian deciduous fruit make them some more money where they can only lose on Canadian grown fruit, while the retailer makes no small amount of his profits on these very lines, so that he as well as the wholesaler will be a sufferer. This wholesale attack on one business seems hardly a fair distribution of burdens.

A Blow to Conservation

Moreover it has another and more serious aspect; that is the bulk of these goods restricted are foods, foods that have been grown for market, and to a certain extent for this market that has been closed against them. With one department of the government urging conservation and the consumption of perishable food, another department is forbidding the importation of this perishable food, and that at a time when Canada is producing practically no goods of her own of this nature. It will be months yet before Canadian vegetables and fruits will be on the market in suf-

ficient quantities to take care of the demand. The tomato crops, Mississippi, Tennessee, Arkansas, and New Jersey, have yet to be marketed before the Canadian tomato crop is available. Of necessity people must turn to some other kind of food. In these days the salad in many cases takes the place of meat, and one of the chief components is on the restricted list.

Manufacturers Affected

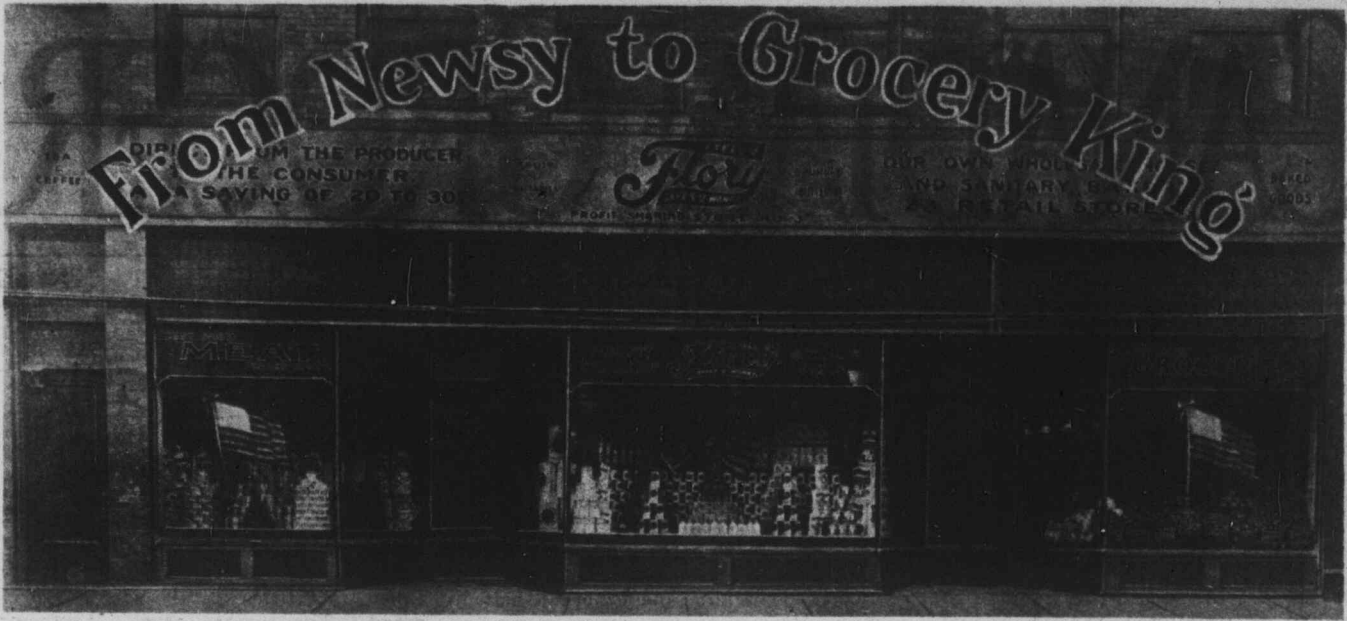
Moreover a good many manufacturers have been purchasing stocks in the United States for the manufacture of their products. Jams and canned fruits are in many cases made from American products, and their curtailment will mean a serious hardship.

Generally speaking the grocery trade has received a fairly serious blow. The restrictions on candied peels and fruit extracts will have a marked effect on the manufacture of many of the lines that are handled in the grocery store. None of the products restricted are of course essentials, but to describe them as non-essentials, while permitting the importation of many other lines of a decidedly less essential nature, seems scarcely just.

Food Too Often on Restricted Lists

As a general contention it might be urged that the less restrictions that are imposed on food and clothing the better, and the least essential food of all is of more importance at the present time to the country than the article that ministers only to the vanity or convenience of the public, as is the case with a multitude of goods that as yet remain unrestricted.

At the present moment only a rough draft of the regulations is available, and the customs offices have not been advised of the change, so it is quite possible that in actual operation these restrictions may turn out to be less burdensome than they at present appear. This will depend entirely on the interpretation of the licensing clause and on the question of how freely these licenses may be granted.



EIGHTEEN years ago a little bare-foot "newsy" could be found on the streets of Canton, Ohio, at all hours, selling the daily papers. The older business men of Canton still remember the bright-eyed lad, who was so alert, vigilant and anxious to please. Even at that early age, A. B. Flory was on the look-out for Opportunity. He saved his money, bought up one newspaper route after another, until in a surprisingly short time he was literally "newsboy king" of Canton.

But young Flory considered this merely a means to an end. Even then his mind was fixed upon larger ambitions. He possessed the first essential to real success—he wasted no time considering difficulties, he planned to overcome them. At sixteen he had accumulated a small capital and first attempted to realize his dream of getting into retail merchandising. He opened a small store while still running his newspaper business, but it did not prove a success.

Starting a Grocery Business at 22

Nothing daunted by this failure, he continued to save, until at the age of 22 his savings amounted to \$1,350. He then quit the newspaper business, purchased a store and embarked upon his life work. Before he had been in the business long, Mr. Flory realized that there was considerably more to the grocery business than merely buying and selling. He saw that one of the great evils of the grocery business was the abuse of the credit privilege. So he experimented by opening a second store and putting both upon a strictly cash basis. This venture, proved a moderate success but brought home to Flory more than ever the truth that he yet had many difficulties to overcome and problems to solve.

"I felt," said Mr. Flory, "that I knew enough about the grocery business to buy properly, and to handle it successfully as long as I was in the store, but no one man can run a business of any size now-

ON THE LOOKOUT FOR OPPORTUNITY

Seven years ago a "newsy" from the streets of Canton, Ohio, decided to start in the grocery business. He had saved \$1,350 and he thought he could put the deal across. To-day A. B. Flory owns and operates 22 stores, with a gross weekly turnover of \$36,000, and he was thirty years old on June last. This is, then, the story of the rise of Canton's newsboy grocer.

By John M. Field.

a-days, and I realized the difficulty of getting competent help. The average clerk, having no financial interest in a business beyond his pay, quite naturally lacks the incentive that spurs to alert attention and prevents errors. The proprietor has to carry the load alone.

"After being in business about a year and a half," continued Mr. Flory, "my health began to fail and I sold out. It was my intention to quit for good. But about ten weeks later, the wholesalers asked me to take back the business, stating that my successor had so run things down that, unless I again took over the business, they would be obliged to sell him out. I agreed, provided they would extend me a line of credit to stock two additional stores, and start out on a strictly cash basis. This they agreed to do.

His Middle Name Was Trouble

"The first week I took hold, the gross business amounted to \$121.81. Figuring on a 5 per cent. net profit basis, you can see what I made out of it that first week. My middle name was Trouble in those days, and folks spent their spare time

guessing as to how long I would last. Some of the wholesale houses put me on the C.O.D. list.

"But in 1912 all four stores were doing a fair business, although I could not seem to make the headway nor the profit to which I felt I was entitled. We bought in large quantities, usually direct from the producer and sold on a small margin of profit. By so doing we established a reputation that pulled trade, but we could not seem to realize on that small margin of profit. Theoretically we made it, but as a hard, cold fact, we did not get it. In fact, two of our stores, while doing a good business, only just cleared expenses. The only thing that carried us along was that I always believed in the square deal, and the public believed in me.

Finding Out Where the Money Was Going

"Something had to be done and I set out to do it. It was up to me to find out where my money was going to. First, I made a very thorough analysis of my entire business. My bookkeeping system I found was O.K. I had a complete set of books on each of my stores and could quickly determine the financial condition of each. I personally handled the buying, which eliminated that as an element of weakness. My selling prices were ample to afford me a reasonable margin of profit. My entire overhead expense was figured as low as I could see any way to get it without injuring my service. I was finally forced to the conclusion that the only possible weakness in my system must be in the actual handling of the cash and records at the time the sales were made. In other words, there was nothing that could prevent carelessness or other irregularities.

"A business friend strongly advised me to install receipt printing cash registers, claiming that they would insure me the protection I so evidently lacked. I made the change and in a very short time eased to worry over whether or not I was getting all my profits. Results spoke for

themselves. Our bank balances grew, we had more ready cash to discount bills and soon my finances improved to such an extent that I was enabled to open more stores. A noticeable change was in the entire absence of disputes between clerks and customers. Previously, I had often been involved in these disputes, and while I always took the attitude that the customer was right, yet there was bound to be some ill-feeling, and that means loss of business. I feel that this system has been largely instrumental in building up my business.

How the Business is Protected

"What do I consider the strongest protective feature of my present system? Well, I would say the cash register receipt. I not only insist that my clerks shall give these receipts to the customers, but I get the customers to ask for them by offering premiums for their return. You see, when a customer buys a dollar's worth of goods and gets a receipt for a dollar, I know that the dollar goes into my cash drawer, for the same operation that prints the receipt makes a record for me of the amount, date and initial of clerk, under lock and key. If

I don't find that dollar in the cash drawer I know who is responsible.

"Each day my managers send in their receipts for the day, after balancing the registers. Envelopes are used, the outside of which is ruled with spaces for the store number, register drawer number, date, time, hours on duty, numbers of customers waited on, number of sales made, total amount of sales, clerks, initials, amount of cash enclosed, cash receipts for money paid out, refunds, etc., together with the present register reading, the previous reading and the reading for the day. Most of this data is automatically compiled by the register and involves no detail work.

"These are some of the reasons why I have been enabled to build up my business from a weekly total of \$121.81, seven years ago, to \$35,400 weekly, which is the present average of our combined retail and wholesale business. It is my firm conviction that the two things most essential to success in any line are, first, to give the public a square deal all the time, and second, have some system that gives an absolutely accurate check on every dollar that is taken in or paid out.

Managers Paid on a Percentage Basis

Mr. Flory's store managers are paid on a basis of a certain percentage of the store receipts, excluding sales of sugar. From this they pay whatever help is necessary. This makes their income dependent upon their ability — they are practically in business for themselves. Semi-monthly meetings of his store managers and monthly meetings of his clerks are held, at which meetings complaints and suggestions are received and discussions held regarding advertising, window displays, salesmanship, etc. Recently his employees gave him a surprise dinner, and over the table a large sign was hung, reading, "We Will Help You Get 50 Stores by 1920."

DINNER

Our cousins are climbing to dinner,
Our larder is showing a lack,
So pass the kick under the table,
And signal the family "hold back."

You, mother, decline the potatoes;
And father, go light on the meat;
And sis, have a heart for the sugar;
And bub, skip the bread when you eat.

There—France, have some more, let us
beg you;

John Bull, let us fill up your plate;
And Belgium, another good helping—
Gee, folks, but to have you is great!
—McLandbrugh Wilson.

SIMPLER CODE

In olden days a gentleman used to call upon a lady with much formality and stately ceremony.

Well?
Now he merely drives up and honks for her to come out.



Below: Interior of one of the 22 stores owned and operated by A. B. Flory, Canton, Ohio. Above: His first store.

Where Weekly Half Holidays are Held

Days on Which Stores Are Closed in Various Centres of the Different Provinces of the Dominion, Also Some Information as to the Evening Closing of These Stores—A List Collected For the Benefit of Travelers

WITH a view of eliminating waste effort on the part of travelers in calling at towns on days when the stores are closed, a waste that can be ill afforded in these days of short staffs and limited train service, CANADIAN GROCER is publishing herewith a list of towns where half holidays are in force, and also the evenings on which the stores of the place are closed. An elaboration of this list will appear in next week's issue.

The list at present is as follows:

BRITISH COLUMBIA

CRANBROOK.—Stores close Wednesday noon and every evening except Saturday.

NELSON.—Stores close Wednesday 1 p.m. and every evening except Saturday.

NEW WESTMINSTER.—Stores close Wednesday 1 p.m.

KELOWNA.—Stores close Thursday noon and evenings except Saturday.

REVELSTOKE.—Stores close Wednesday 1 o'clock, and every evening except Saturday.

VANCOUVER.—Stores close Wednesday noon.

VERNON.—Stores close Wednesday 1 p.m., and every evening except Saturday.

ALBERTA

CALGARY.—Stores close Wednesday 1 p.m. June, July and August, and every evening except Saturday at 6 p.m.

LETHBRIDGE.—Stores close Wednesday 1 p.m., and every evening except Saturday.

SASKATCHEWAN

BATTLEFORD.—Stores close Thursday noon, and every evening but Saturday.

DODSLAND.—Stores close Monday, Wednesday and Friday evenings at 6 p.m.

MAPLE CREEK.—No half holiday. Stores close every evening except Saturday.

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

MOOSE JAW.—Stores close Wednesday noon.

REGINA.—Stores close Wednesday noon, and every evening except Saturday.

SWIFT CURRENT.—No half holiday. Stores close every evening except Saturday.

MANITOBA

BRANDON.—Stores close Thursday, 12.30 p.m. May, June, July and August, and every evening except Saturday.

DELORAIN.—Stores close Friday noon and every evening except Saturday.

SOURIS.—Stores close Thursday, June, July and August, and every evening except Saturday.

WINNIPEG.—Stores close Wednesday 1 p.m. May, June, July and August, and every evening but Saturday, when stores are open till 10 p.m.

ONTARIO

ALEXANDRIA.—No half holiday. Stores close Monday, Wednesday and Friday.

ALMONTE.—No half holiday. Stores close in evenings except Monday and Saturday.

ALLISTON.—No half holiday. Stores close every evening except Wednesday and Saturday.

AMHERSTBURG.—Stores close Thursday 1 p.m. June, July and August.

ARNPRIOR.—No half holiday. Stores open Tuesday and Saturday evenings from April to October, Saturdays only for balance of year.

AURORA.—Stores close Wednesday 12 p.m. Are open on Saturday evenings only.

AYLMER.—Stores close Wednesday 12 p.m. June, July and August, and on Wednesday and Friday evenings.

BELLEVILLE.—Stores close Wednesday noon June, July and August, and evenings except Saturday.

BALA.—No half holiday. Stores close every evening except Wednesday and Saturday.

BARRIE.—Wednesday 1 p.m. July and August. Closed every evening except Saturday.

BLENHEIM.—Stores close Wednesday 12 p.m. Stores open Tuesday and Saturday till 9 p.m., and closed other evenings at 6 p.m.

BOBCAYGEON.—No half holiday. Stores open Tuesday, Thursday and Saturday evenings. Close at 7 p.m. other evenings.

BOTHWELL.—No half holiday. Stores close Monday, Wednesday and Friday.

BRANTFORD.—Stores close Wednesday 1 p.m. Closed every evening except Saturday at 6.30 p.m.

BURKS FALLS.—Stores close Thursday afternoon, June, July and August. Open Saturday evening only.

BURLINGTON.—Stores close Wednesday noon, May, June, July and August. Are open in evenings.

CAMPBELLFORD.—Stores close Friday 12.30 June, July and August.

CARLETON PLACE.—No half holiday. Stores close Monday, Wednesday and Friday evenings.

CHAPLEAU.—Stores close Wednesday at 1 u.m. Monday, Wednesday and Friday evenings 6.15 p.m. Tuesday and Thursday 8.15 p.m., and Saturday 10.30 p.m.

CHESTERVILLE.—No half holiday. Stores close Monday, Wednesday and

Friday evenings, other nights open till 9.30; Saturday 11.

COLLINGWOOD.—Stores close Thursday 12.30 p.m. June, July and August, also close every evening at 6.30 except Saturday and day before a holiday.

COBALT.—Stores close all day Wednesday during June, July and August, and every evening except Saturday at 7.

COBOURG.—Stores close Wednesday 12.30 June to September inclusive, and every evening except Saturday.

COCHRANE.—No half holiday. Stores close Monday, Tuesday and Thursday 6 o'clock.

COPPERCLIFF.—Stores close Wednesday afternoon during June, July and August, and every evening except Saturday and before a holiday.

COBDEN.—No half holiday.

CREEMORE.—No half holiday. Stores open Monday and Saturday.

DUNVILLE.—Stores close Wednesday 12.30 May to August inclusive, and evenings except Saturday.

DUTTON.—Stores close Wednesday 12.30, and every evening except Saturday at 6.

DESERONTO.—Stores close Wednesday noon, and every evening except Monday and Saturday.

ELORA.—Stores close Wednesday noon and every evening except Saturdays.

ENGLEHART.—No half holiday. Stores close Mondays, Wednesdays and Fridays at 7 p.m.

EXETER.—Stores close Wednesday 12.30 and every evening except Saturday.

FINCH.—No half holiday. Stores closed Monday, Wednesday and Friday.

FENELON FALLS.—Stores close Wednesday afternoon till September 15, open evenings.

FORT FRANCIS.—No half holiday. Stores close every evening except Saturday.

FORT WILLIAM.—Stores close Wednesday 12.30 June, July, August and September, and every evening except Saturday.

GANANOQUE.—Stores close Wednesday noon, June 12 to September 18, and every evening except Saturday.

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

GUELPH.—Stores close Wednesday 12.30 May to October inclusive, and every evening except Saturday.

HAILEYBURY.—No half holiday. Stores close every evening except Saturdays.

HAMILTON.—Stores close Wednesday 1 p.m. and every evening except Saturday.

HAWKESBURY.—No half holiday. Stores close Tuesday and Friday evenings.

HUNTSVILLE.—Stores close Thursday at 1 p.m. June, July and August, and every evening except Saturday.

KEENE.—No half holiday. Closed every evening except Wednesday and Saturday.

KILLALOE STATION.—No half holiday.

KENORA.—Stores close Wednesday at 1 p.m. during June, July and August, and every evening except Saturday.

KINCARDINE.—Stores close Thursday 1 p.m. Open every evening.

KINGSTON.—No half holiday. Stores close every evening except Saturdays.

KINMOUNT.—No half holiday. Stores close every evening except Saturday.

LANSDOWNE.—No half holiday. Stores open Tuesday, Thursday and Saturday.

LEAMINGTON.—Stores close Friday noon May to September inclusive, and Monday, Wednesday and Friday evenings.

LINDSAY.—Stores close Wednesday afternoon June, July and August, and every evening except Saturdays.

LONDON.—Stores close Wednesday 1 p.m. during May, June, July and August, and every evening except Saturday.

LUCAN.—No half holiday. Stores close every evening except Saturday.

MAGNETAWAN.—No half holiday. Stores close every evening except Wednesday and Saturday.

MATTAWA.—Stores close Wednesday noon, open every evening.

MEAFORD.—Stores close Thursday 12.30 from May 1 to September 15, and every evening but Saturday.

MIDLAND.—No half holiday. Stores close every evening but Saturday.

MILDMAY.—No half holiday. Stores close every evening except Saturday.

MILTON.—Stores close Wednesday noon starting June 15. Most stores close Monday, Wednesday and Friday evenings.

MORRISBURG.—No half holiday. Most stores close Monday, Wednesday and Friday.

NAPANEE.—Stores close Wednesday noon July and August, and every evening except Saturday.

NEW LISKEARD.—Closing day not set, probably Wednesday.

NEWMARKET.—Stores close Wednesday noon, June to September, inclusive and evenings except Saturday.

NIAGARA-ON-THE-LAKE.—Stores close Wednesday afternoon, July and August. Stores open every evening until 9 p.m.

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

NORWICH.—Stores close Wednesday May 1 to September 25, and every evening except Saturday.

NEWMARKET.—Stores close Wednesday noon and every evening except Saturday.

ORANGEVILLE.—Stores close Wed-

nesday noon, June, July, August and September, and every evening except Saturday.

OSHAWA.—Stores close Wednesday 1 p.m., May to October inclusive, and every evening except Saturday.

OWEN SOUND.—Stores close Wednesday noon, July and August, and every evening except Saturday.

PAISLEY.—No half holiday. Stores close every evening except Wednesdays and Saturdays.

PALMERSTON.—No half holiday. Stores close every evening except Saturday.

PARIS.—Stores close Wednesday 1 p.m. May, June, July, August, and Friday evenings at 9 p.m. Saturdays at 10 p.m. Other evenings at 6.30.

PARKHILL.—Stores close Wednesday noon, June, July and August, and evenings except Saturday.

PARRY SOUND.—No half holiday, stores close every evening except Saturday.

PEMBROKE.—No half holiday. Stores close every evening except Saturday.

PENETANG.—No half holiday. Stores close every evening except Mondays and Saturdays.

PETERBORO.—Stores close Thursday afternoons during July and August, and every evening except Saturday.

PICTON.—Stores close Thursday afternoons during June, July and August, and every evening except Saturday.

PORT ARTHUR.—Butcher stores only, close Wednesday afternoon. Stores close every evening except Saturday.

PORT COLBORNE.—Stores close Wednesday afternoon, during June, July and August. Stores close every evening except Saturdays.

PORT DOVER.—Stores close Thursday noon, June, July and August, and every evening except Wednesdays and Saturdays.

PORT ELGIN.—Stores close Thursday 12.30, May 1 to October 1, and every evening except Wednesday and Saturday.

PORT HOPE.—Stores close Wednesday noon, May 1 to October 1, and every evening except Saturday.

PRESTON.—Stores close Wednesday 12.30, and every evening except Saturday.

RICHMOND.—No half holiday. Stores close every evening except Wednesday and Saturday, from May 1 till October 1, and every evening except Saturday balance of year.

RIDGETOWN.—Stores close Wednesday noon, from May till September 15 inclusive, also Monday, Wednesday and Friday nights.

SARNIA.—Time of half holiday not decided. Stores close every evening except Saturday.

SAULT STE. MARIE.—Stores close Wednesday noon and every evening except Saturday.

SEAFORTH.—Stores close Wednesday at 12.30, June, July and August, and every evening except Saturday.

SHELBURNE.—Stores close Thursday noon, are open every evening during Summer.

Smiths Falls.—No half holiday. Stores close every evening except Saturday, and the 5th and 20th of each month, which are C.P.R. pay days.

SPRINGFIELD.—No half holiday. Stores close Monday and Wednesday evenings.

noon. Are open Saturday evening, and evening of the Algoma Steel Company's pay day.

STRATFORD.—No half holiday.

ST. CATHARINES.—Stores close Wednesday noon, and every evening except Saturday.

ST. MARYS.—Stores close Wednesday 12.30, June, July and August, and every evening except Saturdays at 6.30.

ST. THOMAS.—Stores close Wednesday noon, May to September inclusive, and every evening except Saturday at 7 p.m.

STURGEON FALLS.—No half holiday. Stores close every evening except Monday and Saturday.

SUDBURY.—Stores close Wednesday 1 p.m., and every evening except Saturday.

STEELTON.—Stores close Wednesday noon, June, July and August, and evenings except Saturday.

TIVERTON.—Stores close Thursday at 12.30, and on Tuesday and Thursday evenings.

TROUT CREEK.—No half holiday. Stores close every evening except Saturday.

WALKERTON.—No half holiday. Stores close nightly, except Saturday at 6 p.m.

WELLAND.—Stores close Wednesday 1 p.m., June to September inclusive.

WHITBY.—Stores close Wednesday 1 p.m., from May until October, and every evening except Saturday.

WINDSOR.—Stores close Thursday afternoon, during summer months, and every evening except Saturday.

QUEBEC

COATICOOKE.—No half holiday. Stores open Thursday and Saturday evenings.

COOKSHIRE.—No half holiday. Stores close Tuesday and Thursday evenings.

GRANBY.—No half holiday. Stores close Tuesday, Wednesday and Thursday.

GRAND MERE.—No half holiday. Stores close evenings, except Saturday.

LAKE MEGANTIC.—No half holiday. Stores close Tuesday and Thursday 7 p.m.

LACHUTE.—No half holiday. Stores close Monday and Thursday evenings.

MANIWAKI.—No half holiday. Stores close every evening except Saturday. Open till 9 p.m. Saturday, and open nightly till 8 p.m., and 9 p.m. Saturdays December 15 to January 15.

QUEBEC CITY.—No half holiday. Stores close every evening but Saturday.

RICHMOND.—No half holiday. Stores open Tuesday, Thursday and Saturday evenings.

SCOTTSTOWN,—No half holiday. Stores close Wednesday and Friday.

ST. CHRYSOTOME,—No half holiday. Stores close Tuesday and Thursday 6 p.m.

VICTORIAVILLE,—No half holiday. Stores close Mondays, Tuesdays and Thursdays.

WATERLOO,—No half holiday. Stores close Tuesdays, Thursdays and Fridays.

NEW BRUNSWICK

FREDERICKTOWN,—Stores close Thursday at 1 p.m. Stores closed every evening except Saturday.

SACKVILLE,—Stores close Thursday 1 p.m., and evenings, except Wednesday and Saturday.

ST. JOHN,—Stores close Thursday 1 p.m., June, July, August and September

SUSSEX,—No half holiday.

CHATHAM,—No half holiday.

PRINCE EDWARD ISLAND
CHARLOTTETOWN,—Stores close Wednesday 1 p.m., and every evening but Saturday.

NOVA SCOTIA

KENTVILLE,—Stores close Wednesday noon May to September inclusive.
NEW GLASGOW,—Stores close Wednesday noon, from June 15 to September 15.

SPRING HILL,—Stores close Wednesday non and evenings, except Monday and Saturday.

AMHERST,—Stores close Wednesday afternoon, June, July and August.

GLACE BAY,—Stores close Wednesday 1 p.m., June, July, August and September.

Further information relative to this matter will be published in next weeks issue.

TO CONTROL AMERICAN RICE CONSUMPTION

At a recent meeting of the Millers' Association, Houston, Texas, the proposal for a Government control of the rice market was agreed to.

The agreement provides that the distribution of the 1918 crop shall be controlled by two representatives of the Southern Rice Growers' Association, and one member of the Rice Millers' Association, who shall be appointed by Food Administrator Hoover, and whose decision as to grades shall be finally subject to review only by the Food Administration.

LONDON, ONT. MERCHANTS FAVOR CASH SYSTEM

The Retail Grocers' Association of London, Ont., has asked the Canada Food Board, as a war measure, to make it compulsory that all purchases of groceries and other foods handled by grocers be on a cash basis. Reasons advanced in support of the request are: "1. The public make more extravagant purchases under the credit system. 2. The credit system makes it convenient to purchase luxuries, but if required to pay cash many people would not make such purchases. 3. It is not fair that cash customers should have to pay a share of the losses sustained by merchants doing business on a credit basis. 4. Goods sold for cash could be handled by the merchant on a smaller percentage of profit thereby making a substantial saving to the consumer."

LOUISIANA'S SUGAR AND SYRUP OUTPUT

The production of cane sugar in Louisiana for the season beginning in the fall of 1917 was 487,200,000 lbs., as compared with 607,800,000 pounds in 1916, and 275,000,000 in 1915. The cane crushed for sugar amounted to 3,813,000 tons in 1917, or an average of 128 pounds of sugar per ton of cane. The average yield of cane per acre in 1917 was 15.6 tons, and the estimated area harvested for sugar making was 244,000 acres.

The first annual report of the Bureau of Crop Estimates on cane syrup in Louisiana shows a production in 1917 of 5,652,000 gallons. The production in 1916, according to the Louisiana Cane Growers' Association, was 4,133,274 gallons. The cane used for syrup in 1917 was 257,000 tons.

CLERKS IN SWIFT CURRENT, SASK., FORM ASSOCIATION

An association of the clerks of Swift Current, has been formed with the following officers:—President, Mr. McMahon; vice-president, J. MacKay, and Secretary-treasurer, N. E. Petch. It was decided to approach the retail merchants of the city with a view to securing a weekly half-holiday.

The Stayner flour mill, Stayner, Ont., has been sold to the Georgian Bay Milling Company, of Meaford, who are installing new machinery and preparing for an increased output.

Farmers May Keep Stocks of Flour and Sugar

Amendments to the Recent Hoarding Regulations Permit Bona Fide Farmers to Retain Stocks of Sugar and Flour on Hand, on Notifying the Dealer From Whom Purchased Prior to June 15

THE recent order prohibiting the hoarding of flour and sugar has been found to occasion such widespread inconvenience to the farming communities, who have been accustomed to lay in stocks of these goods at certain times of the year, that the Food Control Board has been led to modify the order as it applies to bona-fide farmers.

The Amendments

The amendments are in the form of two additional subsections to section No. 1, reading as follows:

"C—A bona fide farmer shall be permitted to hold, subject to the order of the Canada Food Board, the amount of flour made wholly or in part from wheat he may have in his possession in excess of the amount prescribed by the above order (No. 31) if on or before June 15, 1918, he reports to the miller or dealer from whom it was purchased or by whom it was manufactured the excess amount held by him. It shall then be the duty of such miller or dealer to report all such holdings to the Canada Board on forms to be supplied and at such times as he is directed.

"D—Any person holding or having in his possession not more than 25 pounds of flour made wholly or in part from wheat, or who holds or has in his possession at the date hereof part only of one original package in which such flour was purchased, though the amount exceed 25 pounds, shall be permitted to hold the same."

Merchants Spared Much Inconvenience

These amendments relieve a situation that was to say the least of it inconvenient. Many general store keepers were accustomed to purchase cars of sugar and flour at certain periods and sell to their customers among the farm-

ers in large quantities. Many of the farmers were heavily stocked, and the return of these supplies would have occasioned great inconvenience to the farmers, and still greater inconvenience, and incidentally financial loss to the general merchant. The farmer can now keep the stocks he has on hand, and the storekeeper is saved the necessity of receiving these back and of finding means of disposing of this exceptional flood of returned orders.

HEAVY SUGAR LOSS

One hundred tons of sugar consigned to Western dealers from Montreal was totally destroyed through water leaking into the hold of the steamer Oatland, the carrier of the sugar. The extent of the damage was discovered when the steamer docked at Fort William.

SOME FACTS ABOUT SUGAR

Canada's consumption of sugar for the year ending March 31, was 352,200 tons. The consumption of France for 1916 was 570,621 tons; the consumption of the United Kingdom was 1,656,599 tons, and the consumption of Italy was 276,953 tons.

The total consumption of sugar for the four countries was 2,765,373 tons—the total cost of which was \$736,884,703, or an average cost per ton for all sugar consumed in the four allied countries of \$266.47 per ton. Had the sugar consumption of the United States for the past year been paid for at this price, the total would have been \$1,095,002,772. The cost of the sugar consumption for the United States for one year at the prevailing price of \$146 per ton will amount to \$599,956,486.

A Record Tomato Pack in Prospect

Prince Edward County Plants 3,000 Acres—Will Have Huge Production Under Favorable Circumstances—Other Sections Also Show Satisfactory Conditions

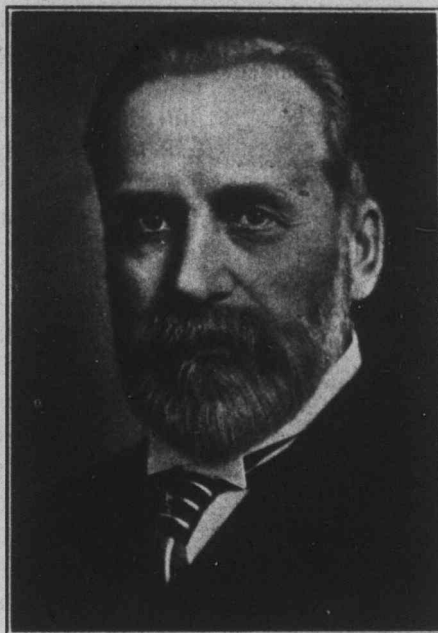
REPORTS from Prince Edward County, Ontario, indicate a very satisfactory state of affairs. It is roughly estimated that there are 3,000 acres of tomatoes under cultivation on the island. That is a bumper production for that section and gives promise of some remarkable packing results, if no untoward circumstances intervene to injure the prospects. At a rough computation an acre of tomatoes, at conservative figures, should yield 300 cases of packed tomatoes, or a total of 900,000 cases from the county alone. Last year the total pack of the county was 1,250,000 cases, and that represented a very heavy pack of other lines as well as tomatoes, this section being about the only one that came through last season with a creditable showing for production. This year's tomato production bids fair to come very close to last year's total pack, while there is every indication that other commodities grown in the district, corn and peas and apples, will be almost equally satisfactory. It looks like a record year for Ontario's record canning section.

The only thing that can intervene is bad weather and scarcity of labor. The former is of course problematical, though Prince Edward county has been fortunate in this regard when other sections of the country were badly affected by weather conditions. The labor problem however, is going to be one of the serious factors. If labor is available to look after the crop there is every indication of an unprecedented pack. Not only is this the case in this county. Western Ontario reports a very satisfactory prospect in regard to peas. The Niagara district and the Essex peninsula will also show a big yield, it is expected.

Every Effort Turned Toward Production

There is one thing sure, and that is that every factory where labor can be procured for operation will be working this year. That will bring into operation a good number of canneries that have been lying dormant for some little time. Every effort in fact will be made to assure a record production. Moreover, with the rumored embargo against early fresh fruits and vegetables there will be a greater incentive than ever for a heavy pack. Such action would unquestionably foster a much greater demand for present stocks of canned goods, and would ensure a clean-up of these goods before the new pack was available. With 25 per cent. of the United States pack under option to the army and navy departments of the United States, Canadian canners have little to fear from American competition and there is a possibility that they may be able to find a market for Canadian canned goods on the other side of the line.

Altogether the canning prospects at the moment are anything but dark



SIR HORMISDAS LAPORTE
President of Laporte, Martin & Co., Montreal,
who was honored in the King's Birthday list.
—British & Colonial Press Photo.

WHOLESALE GROCER HONORED

Among the King's birthday honors is that of knighthood for Sir Hormisdas

Increased U.S. Freight Rate Will Affect Canadian Trade

Increase of Twenty-five Per Cent. Will in Part at Least be Charged Against the Retailer—Some Lines That Will be Affected

THE recent increase in freight rates on all American roads approximating 25 per cent. on all class rates will entail an advance on the goods handled. Of course, this advance will not be on the delivered price of the goods but only on the freight charges, and in many instances it will not amount to a serious item, in some instances it will hardly be noticeable. In others, however, it will be of some importance. Take oranges and lemons from California for instance, the freight rate on these goods will be somewhere around \$1.00 per box so that the increased freight rate on these goods will add 25 cents a box to the delivered costs. That may or may not have the effect of increasing the cost of these goods to the retailer. In the first place these are usually sold on a delivered basis, that naturally takes in the freight costs. It may be, however, that the shippers taking into account the high prices already existing and the restrictive effect of increased prices may decide to absorb at least a part of these extra charges. If they do not, the charge of course falls upon the retailer eventu-

Laporte, president of Laporte, Martin & Co., wholesale grocers. Sir Hormisdas Laporte is one of the outstanding figures in Montreal's commercial life and as chairman of the War Purchasing Commission he has given great assistance to the Government and the Empire. In recognition of this he was some time ago made a Privy Councillor.

At different times Sir Hormisdas has held many important positions in the gift of this community. Among these he held a seat on the city council and from 1904 to 1906 was mayor of the city of Montreal. He was once president of the Chambre du Commerce, a body he was largely instrumental in forming. He served on the harbor commission and is a director of several financial institutions and a governor of the General and Notre Dame Hospitals.

NO-VARY AVIATION INSTRUCTOR

E. B. Dunsworth, who has held an important position with the No-Vary Products Co. at their office, has accepted a position as instructor in the new aviation school recently established at Minneapolis. This firm has branches throughout Saskatchewan, Alberta and Manitoba, and this information will interest the trade, Mr. Dunsworth having been for years editor of the above firm's house organ, "Vim."

TEA PRICE FIXED IN BRITAIN

Baron Rhondda, the British Food Controller, has fixed the retail price of all Indian or Ceylon tea at 2s. 8d. (\$0.65) per pound, with reduction of 2d. per pound to hospitals, asylums, etc.

ally. The increase in cost, however, may have the effect of slowing up the retailers' buying which in effect would have a tendency to moderate prices.

Advance will Fall on Retailer

It is probable, however, that the retailer must be prepared to accept a slight advance in these and other lines. Part of this increase may be absorbed, but a part of it at least will be passed on, which means that the grocer is the actual one to pay, as it is impossible with oranges selling around 70 and 75 cents a dozen to add a cent or two to the charge.

The same argument applies to another important item of trade-dried fruits. One authority on the subject states that the added freight will entail an increase in cost of between $\frac{1}{4}$ and $\frac{1}{2}$ cent a pound.

On all other lines of course the grocer handles he will be affected in a greater or less degree, but probably these are the most important items on the list. In regard to sugar, it is not thought that the change will have any effect. In any event the increase would be so slight an element that it would have no effect on distributing prices.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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PUBLISHED EVERY FRIDAY

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

Vol. XXXII. TORONTO, JUNE 7, 1918 No. 23

LARGE VOLUME A WINNING FACTOR

THE recent report of the Cost of Living Commission on the milling industry was not a very weighty document, and bristled with omissions, but it made one point clear, and that was that a 25 cents a barrel profit on flour for a mill doing a million barrel business meant very large profits indeed. When that business was cut in half, it meant a living profit, while a mill turning out only 100,000 barrels a year could not exist on that margin. The conclusion reached by the report does not matter, but the statement of the fact is interesting because it exemplifies the great principle of the importance of volume of sales on business success. Merchants are inclined to lay stress on the item of large profits. That is a good safe policy, of course. But where large profits are not obtainable large sales may make up the deficit. The milling report is a proof of this fact.

ENTER THE CLERKS' CONTEST

THERE are two kinds of salesmanship, one active and the other passive. Passive salesmanship consists in supplying the needs suggested by the customer. To do this graciously and skilfully is in itself an art beyond any shadow of question, but it is a limited art that demands no creative ability on the part of the salesman. The real salesman, the active salesman, is the one who can foster and create demand, and who can then satisfy that demand. The difference is of course a matter of value. The passive salesman may be a good servant, but is not likely to go further, the aggressive, active salesman may reach

any goal, for all life is salesmanship, and every man has his own services to sell, and it rests with him to create the demand, or to remain in the limited sphere where circumstances may have thrust him.

We are anxious to encourage the idea of active salesmanship among clerks. For that reason we are asking clerks everywhere to give us some definite instances of how they have sold goods, definite goods, and the methods they adopted in the selling. This will be of benefit to the clerk himself, and to everyone who may read these items. For that reason we are urging a hearty response to the contest, the terms of which appear on another page of this issue.

FRAUDULENT USE OF WORD "COMPOUND"

AN interesting case was recently tried in the United States Supreme Court when they reversed the decision of a lower court in the case of Jos. L. Schider & Co., New York, charged with selling an imitation grape juice under the representation that it was grape. The defendant sold the product under the label "Compound Ess. Grape."

"They were indicted on six counts, which averred that the product was an imitation of grape essence artificially prepared from alcohol, water and imitation oils and contained no product of the grape. The Federal Food Department contended that the word 'imitation' should have been used on the label; that the product was not a compound at all, but a straight imitation.

"When the case came up in New York State the defendants raised the technical point that the Federal Food and Drugs Act did not apply to what they were doing, because they labeled their product compound. In the contention they were sustained."

In reviewing the case the Supreme Court judge stated:

"We are unable to conclude that by simply using 'compound' upon his label a dishonest manufacturer exempts his wares from all inhibitions of the statute and obtains full license to befool the public. Such a construction would defeat the highly beneficent end which Congress had in view.

"The stuff put into commerce by defendant was an 'imitation,' and, if so labeled, purchasers would have had some notice. To call it 'compound essence of grape' certainly did not suggest a mere imitation, but, on the contrary, falsely indicated that it contained something derived from grapes."

The original case sustaining the defendants' contention was reversed and the case sent again for trial.

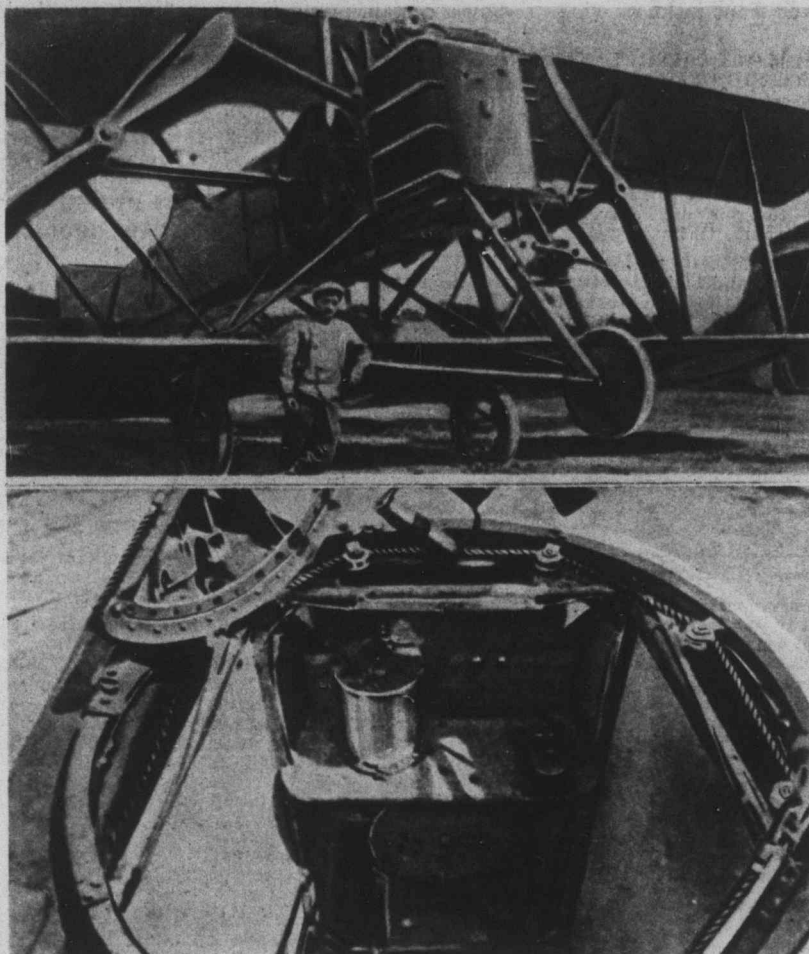
This case is worthy of comment because it is one other step in the protection of the public against misrepresentation in food products. It would unquestionably have some bearing on any similar case that might be under consideration in Canada.

Current Events in Photograph—No. 23

THE EYES OF THE GUNS IN FRANCE

The accompanying photographs represent one of the type of large aeroplanes used for registering the effect of gunfire. These aeroplanes are equipped with wireless that is supplied with power generated by a small fan that is shown in the top photo, just below the engine.

The lower photo gives some idea of the interior of one of these planes, showing the handle of the machine gun. The wireless post is shown directly in front of the aviator; on the left is the antenna coil, and on the right the key.



CHANGE IN WEYBURN FRUIT CO.

Intimation is given this week that a change in the management of the wholesale establishment of the Walker Fruit Co., Weyburn, will take place at the end of this month and that A. J. McKay, who has been in charge here for some years will go to Regina where he will be connected with the Mutual Brokers, Limited. Mr. McKay will be succeeded by A. G. Halstead, of Moose Jaw.

EAST PETERBORO MERCHANTS ELECT OFFICERS

As was stated in CANADIAN GROCER some time ago the merchants of East Peterboro representing the towns of Havelock, Norwood, Keene, Hastings, Warsaw and Indian River have organized a Retail Merchants' Association. The following officers were elected:

President—W. H. Kidd, Indian River.
Vice-President—G. T. Gall, Keene.

Secretary-Treasurer—Harrison Wing, Havelock.

Committee—W. J. McBurney, Havelock; Thos. Burkill, Norwood; A. D. Anderson, Keene; Mr. Baker, Hastings; Chas. Calder, Warsaw.

HERMAN SULLIVAN, OF T. H. ESTABROOKS CO., ST. JOHN, DIES

The death of Herman Sullivan, of T. H. Estabrooks, Limited, St. John, occurred recently after a short illness of pneumonia. Mr. Sullivan, who was fifty-two years of age, entered the employ of Mr. Estabrooks as accountant when the latter founded the business which since then has grown to national proportions, and aided in achieving this result. He became a member of the firm about six years ago. He was held in the highest esteem in the business community and throughout the city generally. He is survived by his wife and three sons, one of whom is on his way overseas to join the Royal Air Service.

SERVE SELF MAKES RECORD BUSINESS

So large has been the growth in the grocery business of the Regina Trading Company since adopting the serve-yourself-cash-and-carry system that the department has been found to be too small to cope with the trade, and arrangements have been made to provide more accommodation. Alterations are now under

way to extend the department. An increase of 104 per cent. in the grocery business of the firm is recorded by the returns for the first week of operation, according to a statement made by the management.

HORSE CREATES A LIVELY SITUATION IN GROCERY STORE

A runaway horse recently created considerable excitement and did a good deal of damage to the store of R. J. Edwards, Lee Avenue and Queen Street, Toronto. The horse took fright at something and dashed through the large plate-glass window of the store, where it fell on the floor and proceeded to kick the glass out of the front door. The animal was very seriously cut, and a veterinary surgeon who was called decided that it would have to be destroyed. After firing one shot into the animal, however, it jumped up and crashed through the two large plate-glass windows on the Queen Street side of the shop, where a second shot killed it.

About \$100 worth of groceries were destroyed as a result of the horse's escapade. The total damage will amount to about \$500, but the glass is covered by insurance.

Enquiry Department

WHEN you become a subscriber to **CANADIAN GROCER** this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

FISH FOR STOCKING LAKES AND TRAFFIC OFFICER C.N.R.

Kindly give me the name of the proper department to apply to for fish for stocking lakes. Also the name of the C.N.R. official to approach for securing special train service or to have train held over for two hours for one day only.—Gordon D. Lake, Gooderham, Ont.

Answer.—Hon. C. C. Ballantyne, Department of Marine and Fisheries, Ottawa. 2. If for freight only, Guy Tombs, Asst. Freight Traffic Mgr., C.N.R., Montreal, Que.; if for passenger, R. L. Fairbairn, General Passenger Agent, C.N.R., Toronto.

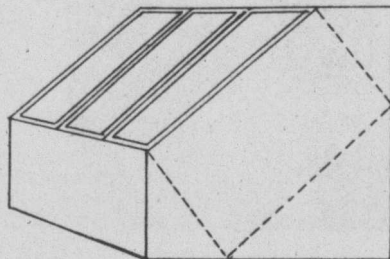
DO TEA AND TOBACCO REQUIRE STAMPS?

Will tea and tobacco unsold on July 1 require stamps?—P. R. English Co., Plattsville, Ont.

Answer.—No stamps required on these commodities.

STAND FOR ORANGE BOXES.

In an issue of **CANADIAN GROCER** about a year ago there was an idea of a home-made fixture for holding oranges in boxes. I was not interested then but I am now; could you give me particulars?—Dollar for Dollar Store, Regina, Sask.



Answer.—The drawing which accompanies this item will give some idea of the construction of the case. The cases are held at an angle that provides the very best display, while the shelf at the top is useful for display purposes.

ARE LICENSE NUMBERS NECESSARY ON COUNTER CHECKS?

Is it necessary for the grocer to stamp license number on counter checks, or is the monthly statement sufficient?—H. L. Garraher, Saskatoon, Sask.

Answer.—If counter check is used as statement, that is, if the amounts charged against the customer are carried forward upon it, then it must bear the license number. If on the other hand it is used only as a record of the individual purchase no license is necessary. The monthly statement must, of course, bear the dealer's license number.

ACCOUNTING FOR RETAIL GROCER.

I have run across some articles in **CANADIAN GROCER**, Jan. 17, on accounting for retail grocer and would like a complete set of them if procurable. Can they be had in this form?—Geo. Loomes, Vancouver, B.C.

Answer.—We regret to state that this series of articles written by Henry Johnson, Jr., has never appeared in permanent form, and the copies of **CANADIAN GROCER** containing them are out of print. Similar articles will, however, appear from time to time.

MANUFACTURERS OF RUBBER STAMPS.

Will you give me the names of some people who manufacture rubber stamps?—A. M. McCormick & Son, Pelee Island, Ont.

Answer.—Stamps can be obtained from the following firms: W. E. Irons & Co., 30 Temperance Street, Toronto; C. W. Mack, Adelaide Street West, Toronto; Superior Manufacturing Co., 93 Church Street, Toronto; Wilson Stationery and Printing Co., 118 King Street West, Toronto; Hamilton Stamp and Stencil Co., Hamilton.

MANUFACTURERS OF BOY SCOUT UNIFORMS.

Please give me the name and address of some manufacturer of boy scout uniforms, breeches, khaki uniforms, etc., in Toronto and Montreal.—J. A. Morrison, Tarbot, C.B.

Answer.—Miller & Co., Ltd., 44 York St., Toronto, are manufacturers of these uniforms, breeches, etc. Khaki uniforms for officers are made by practically all the manufacturing tailors.

CORK MANUFACTURERS

Could you supply me with the name of a cork manufacturer?

G. A. Coheen, Dalhousie St., Peterboro.
 Ans.—Alfred J. Cox, Hamilton; Freysing Cork Co., Toronto; Robinson Bros. Cork Co., Toronto; Willson & Warden, Toronto; Canadian Cork Cutting Co., Montreal; the Anchor Cap and Closure Corporation, Davenport Road, Toronto, manufacture other forms of bottle and jar covers.

NAMES OF SOME JOBBERS IN TEA

Would you please advise me as to the following addresses: The head office of the Castle Blend Tea Co., The "O" "T" Company, and any company in this section who puts up package tea for jobbers.

Walter Ruthman, 384 Valler Street, Quebec City.

Ans.—The address of the Castle Blend Tea Company is 126 St. Maurice Street, Montreal; of the "O" "T" Company is Hamilton, Ont. Among those putting up tea for jobbers might be noted in your territory; the John Duncan Co., 296 St. Paul Street, Montreal; Kearney Bros., 33 St. Paul Street West, Montreal; the Meigi Trading Co., Ltd., 55 St. Francis Xavier St., Montreal, and the Castle Blend Tea Company.

HANDLERS OF TRESS CAPS

Would you advise us where we could get connections with the agents of the "Tress" cap made in London, England.

Freedman General Store, Ponteix, Sask.

Ans.—Wreyford & Co., 85 King St. W., Toronto, Ont., are the Canadian agents for the "Tress" cap.

WATERMAN GASOLINE ENGINES

Please give me the address of the Waterman gasoline engine manufacturers?

Ans.—The Waterman Gasoline Engine is manufactured by the Arrow Motor Co., 30 Church Street, New York City. Walter Dean, foot of York Street, Toronto, is the Canadian representative of the company.

ABOUT THE CONSUMERS' ASSOCIATION, WINDSOR, ONT.

Do you know anything about the Consumers' Association, Windsor, Ont? How can they sell goods at such prices?—James D. Bird, Riley Brook, N.B.

Answer.—This Association makes a heavy cut on two or three lines, but makes up the difference by selling inferior goods at high prices. You cannot buy the cheap goods without also buying the ones that show a profit to them. They also charge a membership fee that shows them a profit. That is how they make this offer. We would strongly advise every merchant to let their customers know the true inwardness of this Association. A complete discussion of the matter appeared in **CANADIAN GROCER** issue of Feb. 22 and further reference was made to it in the issue of March 26.

CANADIAN GROCER,
 143-153 University Avenue,
 Toronto.

For Subscribers
INFORMATION WANTED

Date.....191...

Please give me information on the following:.....

Name.....

Address.....

CURRENT NEWS OF THE WEEK

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

Maritime

P. F. McKenna, general store, St. Stephen, N.B., is dead.

The city council of Moncton, in view of the increased prices of agricultural products, are revising the schedule of tolls for the city market, considerably increasing the rates.

G. E. Barbour, president of the G. E. Barbour Co., Ltd., has been elected president of the St. John Y.M.C.A. W. C. Cross, president of Hall & Fairweather, Ltd., was elected chairman of the boys' work department.

J. Owen LeBlanc and Wilfrid LeBlanc who conducted a grocery and provision business at College Bridge, N.B., have enlisted in the 9th Siege Battery and the 65th Field Battery, respectively. During their absence the business will be carried on by their brother, Emery.

At a meeting of the creditors of Cheyne & Company, who operate two retail grocery stores in St. John, K. A. Wilson was confirmed as assignee, and F. K. Stewart and Percy B. Evans were appointed inspectors. Mr. Cheyne's offer of thirty cents on the dollar was approved by creditors present, subject to approval by those not represented.

The Retail Merchants' Association of St. John have invited F. W. Stewart and Mr. Abraham of the Canada Food Board to visit St. John to aid in giving publicity to the new food regulations. The invitation has been accepted and at a supper which will be given an effort will be made to assemble all business men interested in the sale of food products. A public meeting for the benefit of the citizens will be held later in the evening.

The horticultural department of the Provincial Government reports that in the apple growing district in the vicinity of Fredericton, trees of such hardy varieties as the Duchess, Wealthy, Alexander, Dudley, Fameuse and McIntosh are making a good show of blossoms. The Ben Davis, Gano and similar varieties have been winter killed to a considerable extent. From the Gagetown section good prospects for the apple crop are reported. Prospects for strawberries are considered fair.

Quebec

Park Provision Co., Montreal, has dissolved.

Royal George Grocery, Montreal, has dissolved.

F. G. Roy, general store, Scotstown, is selling out.

Strong & Strong, grocers, Montreal, are selling out.

L. Kert, general store, Calumet, has suffered fire loss.

E. D. Chantel, general store, Calumet, has suffered fire loss.

Hebert & Guertin, general store, St. Charles, have dissolved.

Graham & Hunter, grocers, St. Lambert, Que., have dissolved partnership.

Tougas & Frere, grocers, Montreal, Que., have dissolved partnership.

R. A. Lovelace, manager of Harrisons & Crosfield (Montreal branch), is spending some time at Long Island.

Jas. Dalrymple & Son are making alterations which will afford them increased and more commodious quarters for office purposes.

J. S. Porter of the Department of Agriculture, Ottawa, was a visitor to Montreal last week, spending two days here and calling on some of the produce men.

J. A. Kennedy, manager of Gunn's, Limited, St. John, N.B., was in Montreal on Saturday. Mr. Kennedy also spent some time at the Toronto office of his company.

The Montreal Nut and Brokerage Co. have opened new offices at 30 Jurors St. The new manager and owner is Walter Christmas, late with the Walter Christmas Company.

The Chambre de Commerce of Montreal is holding its quarterly meeting this week at Bout de l'Isle, where a dinner will be given and members of the executive and the council will meet for the usual discussion of important matters. An address on commercial law will be delivered by Mr. Beaulieu, K.C.

Capt. F. W. Wallace of the fish section of the Canada Food Board has just returned from a trip to the Pacific Coast. Before returning to Ottawa he conferred with Mr. A. H. Brittain and Mr. J. A. Paulhus on matters pertaining to the fish industry.

Ontario

R. Puckering, grocer, Toronto, has sold out.

G. A. McDonald & Son, grocers, Richmond Hill, Ont., have sold out.

Merchants of Blenheim, Ont., have decided to go on a cash basis after November of this year.

Merchants of Havelock, Ont., are to close all stores at 7 p.m. each evening, except Tuesday and Saturday and the evening before a public holiday.

The Imperial Tobacco Company has purchased a property on Oak street, Leamington, and are preparing to erect a factory for the handling of tobacco.

Border Cities Retailers' Association, Windsor, Ont., has decided as a war measure to eliminate all foods containing fats from luncheons of the organization.

Frederick Richards, formerly of London, Ont., and one of the largest wholesale and manufacturing confectioners in the New England State, died at Boston, Mass. News of his death was received by

his father Mr. O. Richards, of the McCormick Mfg. Co., London, Ont.

Arthur Allen, president and manager of the Frankford Canning Company, was in Port Hope this week arranging for the erection of a canning factory in that town on the property known as the old car works north of the Ontario street bridge and west of the Midland tracks.

Peter Kearns, one of the pioneer merchants of Barrie, Ont., died recently in that city. He was born in Wicklow county, Ireland, seventy-eight years ago, and had been a resident of this town for nearly sixty years. Since 1870 he had been in the grocery business and was widely known and greatly esteemed.

Western

J. W. Bone, grocer, Paynton, Sask., has sold out.

R. C. Black, grocer, Calgary, Alta., has discontinued.

Sundin Bros., general store, Kinistine, Sask., has sold out.

MacFarland Co., grocers, Edmonton, Alta., have discontinued.

W. S. Lowe, general store, Calgary, Alta., has discontinued.

Radville Trading Co., general store, Radville, Sask., has sold stock.

J. Weismiller, general store, Beverley, Sask., has sold to J. Hughes.

J. W. Harman, general store, Herbert, Sask., has discontinued business.

The White Store, general store, Stoughton, Sask., has discontinued.

S. Bookhalter, general store, Eyebrow, Sask., has sold hardware business.

Haff & Juckes, general store, Carievale, Sask., have suffered fire loss.

Duck Lake Flour Mills, Ltd., Duck Lake, Sask., has been incorporated.

E. E. Horner, general store, Asquith, Sask., has moved to Perdue, Sask.

The Elsie Bruce Co., general store, Entwistle, Alta., has suffered fire loss.

Arran Cash Store, general store, Arran, Sask., has been sold to S. Tax.

E. Hoffman, general store, Muenster, Sask., has been succeeded by L. Rabinevitch.

Zagins & Schacter, general store, Readlyn, Sask., have dissolved partnership.

Chicurly & Rolach, general store, Buchanan, Sask., have been succeeded by P. Rolach.

F. J. Reinhart, general store, Guernsey, Sask., has sold to Guernsey Co-operative Association.

J. A. Kalbfleish, general store, Mista-wasis, Sask., has been succeeded by W. McKenzie.

Parks & Silverman, general store, Tiny, Sask., has changed style to Parks & Schwartzman.

T. A. Spafford, pioneer merchant of Rainston, Sask., has sold his store and gone to Regina to reside.

F. B. Chudleigh, grocer, Bird's Hill, Man., has been succeeded by B. H. McCracken.

Pysyk & Kopnowickie, general store, Brudenheim, Alta., have been succeeded by the Russian Trading Co.

F. E. Raymon, secretary of the Saskatchewan branch of the Retail Merchants' Association, has received a ruling from the Canada Food Board to the effect that pork tenderloin and spare ribs are not offal. Intimation to this effect was received through E. M. Trowern, Dominion secretary of the retailers.

The MacDonald-Crawford Co., wholesale grocers and fruit merchants, are negotiating for a property in Prince Albert, at the corner of Twelfth street and Second avenue, and will conduct business in the Kidd mill until they erect a building. A. W. Forsythe, who is the Prince Albert manager of this company, has recently taken up residence in the city.

News was received recently that a new shipment of oil is on the way for the Young Thomas Soap factory, Regina, and consequently the factory will not have to close down, such action having been feared owing to the difficulty of getting raw material. The firm now has sufficient material to keep the factory running for six months. The work on some lines of soap, it is learned, had been stopped owing to the fact that oil could not be secured.

Construction commenced last week on a modern creamery at Swift Current, being erected by the Saskatchewan Creamery Company. The cost of the plant complete will be \$10,000, and it is expected to be ready for the business of butter making in six weeks' time. A. F. Slipp will have charge of the Swift Current Creamery. The company has head offices at Moose Jaw, but have been purchasing cream at Swift Current for several years.

SYDNEY, N.S., DOES BIG FISH BUSINESS

Herring amounting to 2,646,460 pounds valued at \$178,230, was invoiced at the American consulate at Sydney, N.S., for the United States during the first three months of 1918.

NOVA SCOTIA APPLE PROSPECTS DARK

Reports from different sections of Nova Scotia indicate that this year's crop of apples from that section will be far below that of recent years. For some reason the blossom has been very light, and at the best only a fractional crop is expected, while some authorities predict almost a complete failure. Recent frosts have caught some of the blossoms and added to the seriousness of the outlook. It is reported that many growers have stopped spraying, as they do not figure that the crop will be worth the outlay.



Pte. Frank Watson, of Winnipeg, formerly manager of Gordon Ironsides & Fares branch at Kenora, Ont., has recently returned from the front. He went overseas with the Strathcona Horse over two years ago.

PROMINENT DRIED FRUIT OPERATOR DIES

Among recent deaths among the trade is that recorded of David J. Guggenheimer president of Guggenheimer and Co. Inc., San Francisco, Cal. Mr. Guggenheimer was a very widely known figure in the dried fruit trade and died at the age of 49 years on May 15th after a somewhat extended illness. He really applied himself most strenuously to his work and a nervous breakdown ensued. His early commercial career was begun in La Porte, Indiana, and later he started the company of which he was the head and guiding spirit for many years. His philanthropic tendencies endeared him to a wide acquaintance.

LARGE LOT ONIONS ROT

In a news dispatch last week it was stated that a lot of 500 bags of onions had rotted in the warehouse of Joseph Ward & Co. These onions were reported to be the property of the Ward Co. but in a statement made to CANADIAN GROCER Thos. Ward stated that they were simply stored by them for one Beaudoin who had asked accommodation

for them last fall. They were damaged through handling in transit by one of the railway companies and the owner had several times been asked to remove them. Full investigation of the matter was made by the Food Controller's department and after all particulars were obtained the onions were disposed of by being carted to the dump. Sale could not have been effected as their damaged condition made them unsalable with good onions available at a low price.

RAISIN AND ALMOND PROSPECTS

Malaga, Spain.—The prospects for the growing crop are excellent; if present weather conditions continue the yields of Jordans and Valencias will be far in excess of last year's output.

Some slight reduction of the area planted in raisin grapes is reported. The present outlook for Muscatel raisins appears to be for a production of about 1,000,000 boxes. This is a good average crop.

The fig trees are in excellent condition and production may reach the high level set last year. However, the most critical period for the fig crop is the month before the harvest, when there should be no rain.

The abundant rains have had a very favorable effect on the grape vines. Present prospects indicate that the yield should be quite up to the average.

CIGARETTE CONSUMPTION INCREASES

According to figures compiled by the Department of Inland Revenue, last year's consumption numbered over a billion. The total was 1,664,709,937, compared with 1,307,276,758 in the previous fiscal year. Likewise, manufactured tobacco increased from 20,735,080 to 21,087,821 pounds and cigars from 239,752,252 to 254,445,945. There has been more smoking all along the line.

THE CLERK SHOULD ADVERTISE

Last week we called attention to a contest inaugurated for the clerks that was formulated with the idea of proving to the clerk himself and to others that the clerk, the wide-awake aggressive clerk, is one of the very real factors in business.

We are giving the clerk a chance to speak for himself. Most clerks believe in advertising, and it never hurts to advertise either a product or a person so long as the person has the real goods behind him.

CANADIAN GROCER is anxious that this contest should produce real results. Already replies are coming in, good replies, but there are many clerks that should be heard from that have not yet responded. Don't let this matter slip your attention, the time is short.

The June 28th issue of CANADIAN GROCER will be devoted particularly to matters of interest and moment to the clerk. It is the intention to publish a number of these replies in that issue. Let us hear from you at once.

These are the only conditions of the contest:

- 1.—That the contestant shall refer to sale of some definite line of goods.
- 2.—That these goods shall have been sold at regular and not cut prices.
- 3.—That there shall be stated the amount or value, or both, of goods sold within a certain specified time.

The contest closes June 22, 1918.

For the best answer to this question, based on a definite experience, CANADIAN GROCER is offering a prize of \$10. For the second best answer a prize of \$5. That no clerk may think that this is wasted effort, we will pay \$1 for every reply that we are able to use in our news pages.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

LIKE a bolt from the blue came the Order-in-Council on goods classed as non-essentials, which include many lines of nuts, blackberries, gooseberries, raspberries, cherries, strawberries, peaches, plums, apricots and other lines of fresh or green fruits, in addition to many other lines. At the time CANADIAN GROCER went to press there had been scarcely time to determine the extent to which this will affect business, but with fresh fruits named it will likely mean an almost immediate cessation of business on the items listed.

The restrictions placed on the shipment of straight carloads of sugar to retailers have been lifted, though retailers are not expected to buy more than they can sell within the time limit set for this commodity.

Country business from all sources is reported very good, whereas city business is rather dull. This is a natural condition at this time of year.

MONTREAL—In considering the difficulties that jobbers have in maintaining stocks, it is remarkable that trade keeps so active. This is better from the country than from inside the city—with some jobbers at least. There have been advances in castile soap, powdered ammonia, brooms, cheese and bath bricks. One line of soup has declined, and this is probably attributable to the entrance of a competitive line. The sugar situation is very materially improved. Canned goods will probably not be at all restricted in the matter of sale this year. One nut importer stated to CANADIAN GROCER this week that he never had such large business as came through in May. Cereal markets are easier, as applying to cornmeal, and while oat products are ruling easier, there are no definite price changes. Flour sales are light, while fruit and vegetables are in good demand.

TORONTO—Interest has been centered around June 1 as the date set for naming prices on new crop dried fruits, but another postponement has occurred until July 15. The trade generally does not expect that prices will be arrived at until definite crop figures are available and Government requirements known. That the Government will set prices is considered possible, though whether these will extend to export trade, in which the Canadian markets can be classed, is uncertain.

There is some talk that the United States Government may prohibit the import of teas, more particularly as it applies to India and Ceylon

production. Ocean space is at a premium and short hauls will be taken advantage of where possible, which may mean that the balance of Java teas available may be brought forward. The future on practically all teas looks much higher.

White peppers are reported very scarce, and the market is firming up materially, with higher price levels possible. Spot stocks are only fair, and the future on all spices is very uncertain. This feature is accentuated undoubtedly through the bringing of the sub. campaign to American waters, and a general advance all along the line, in view of the present conditions, seems possible at United States distributing points, and this must eventually be felt here.

Declines in cereals are noted during the week, rolled oats, oatmeal, cornmeal and corn flour and barley undergoing revision downward. The grain market on oats has dropped considerably, which has undoubtedly affected oat products, and the position of corn seems one of uncertainty, the market being influenced to some extent by local conditions.

WINNIPEG—The period of stress attendant on getting strike matters amicably settled is over, and is now followed by efforts on the part of jobbers and the railways to speed up deliveries of accumulated freight so that stocks throughout the country may be replenished. It is expected to have matters running smoothly in a couple of weeks' time, and it will take that period at least to adjust matters satisfactorily.

Millers are endeavoring to push the sale of white corn flour to save wheat, and have agreed with the Western representative of the Food Control Board to stock the corn flour at all the principal distributing centers between Fort William and the coast. The millers have agreed to handle this on a profit of only 2 per cent. over the purchase price in order to bring the price down in line with wheat flour.

The sugar situation during the week has eased up wonderfully, and supplies are reaching here in liberal quantities. Jobbers seem to feel now that they will be able to take care of sugar business during coming preserving season.

A splendid demand for all lines of canned goods is noticeable, the trade intimating their greatest trouble is to get the orders away fast enough. Supplies are being brought forward from the East to take care of the heavy demand.

QUEBEC MARKETS

MONTREAL, June 5.—Markets here are without marked change for the week. The general expression is that of difficulties which arise from the securing of stocks. In many cases lines are running short and some have to be cancelled for the time being. Price changes are several and are referred to in the summary elsewhere. Trading in the country is seasonably good.

Some Soups Lower; Castile Soap Higher

Montreal.
SOUPS AND SOAP.—Canadian-made castile soap put up in cases of forty bars and weighing 14 ounces to the bar has advanced from \$5.75 to \$6 per case. This is effective at once. There also is a decline of ten cents per dozen in the price of Campbell's soups by one jobber and this is now quoted at \$1.65 per dozen.

Ammonia and Brooms are Marked Higher

Montreal.
AMMONIA, BROOMS.—Among the changes this week is that of ammonia in powdered form. As showing the advance the three dozen case formerly jobbed at \$1.35 is now \$1.70 and the change is at once effective. Bamboo handled brooms are marked up also. The four string grade are advanced from \$7.25 per doz. to \$9 and the five string from \$8.50 to \$10.00 per dozen.

Special Cheese Up; Also Bath Brick

Montreal.
CHEESE, BATH BRICKS.—Considerable cheese of a special nature and sold in 20 pounds weight has been advanced. The former price was 24 to 24½c and this is now 25 to 25½c per lb. Bath bricks also are higher. Unwrapped are quoted at 60c per doz. and wrapped at 65c. The powdered style are selling at \$1.25 per doz. This advance is small, being only 5c per dozen.

More Refined Sugars; Raws More Plentiful

Montreal.
SUGAR.—While it is obvious that figures of actual receipts cannot be given, CANADIAN GROCER is assured on high authority that supplies of raw sugar are coming to hand in such quantities as to ensure a better supply for some weeks and probably through July at least. Much improvement has been afforded recently and as an indication of the betterment one of the refineries stated that there was a less insistent demand for refined sugar noticeable already. Allocations as made have enabled the various refiners to increase their output materially and they

have thus been able to maintain a better working schedule. Prices are maintained without change.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	8 90
Acadia Sugar Refinery, extra granulated	8 80
St. Lawrence Sugar Refinery	8 80
Canada Sugar Refinery	8 65
Dominion Sugar Co., Ltd., crystal granulated	8 80
Special icing, barrels	8 70-9 05
Icing (25-lb. boxes)	9 10-9 50
Icing (50-lb. boxes)	8 90-9 30
Diamond icing	9 10
Yellow, No. 1	8 10 8 40
Yellow, No. 2 (or Golden)	8 00-8 80
Yellow, No. 3	7 90-8 30
Powdered, barrels	8 60-9 00
Paris lumps, barrels	9 10
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	9 55
Crystal diamonds (boxes 100 lbs.)	9 80
Cut loaf (50-lb. boxes)	9 30-9 65
Cut loaf (25-lb. boxes)	9 50-9 85

No Restrictions re Canned Vegetables

Montreal.
CANNED GOODS.—The statement was made by a leading jobber here to CANADIAN GROCER that there would very probably be no restriction this year against the sale of canned vegetables as there was for several weeks last season. It is generally realized that the greater the consumption of this class of food the better resultant condition there will be with regard to the more needed foods so desirable for the Allies overseas. For general canned goods trading has kept up well and sales through the regular outlets have been maintained on a satisfactory basis. There are no changes of price for the week but some lines are being gradually absorbed.

Salmon Sockeye—		
"Clover Leaf," ½-lb flats	2 40	2 45
1 lb. flat		4 00
1 lb. talls, cases 4 doz., per doz.	3 75	
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	1 80	
Pinks, 1-lb. talls	2 40	
Cohoos, 1-lb. talls	2 65	
Red Springs, 1-lb. talls	2 70	
Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.		2 25
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"		20 00

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1's		1 20
Tomatoes, 3s	2 50	2 75
Tomatoes, U.S. pack (2s)	1 90	2 12½
Tomatoes, 2½s	2 40	2 60
Peas, standards		1 75
Peas, early June		1 90
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s		3 00
Do., (U.S.), gallons		10 00
Corn (on cob, gal. cans), doz.		8 50
Red raspberries, 2s		2 90
Simcoes		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s		3 00
Blueberries, 2s, doz.		1 85
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Carrots, sliced, 2s		1 45
Apples (gallons)		5 00
Peaches, 2s (heavy syrup)		2 00
Pears, 3s (heavy syrup)		2 45
Pineapples, 1½s		2 25
Greengage plums (light syrup)		1 90
Lombard plums (heavy syrup), 2s		1 70

Little Interest in Bean Markets

Montreal.
BEANS.—No feature of interest is showing in the bean situation. With the exception of certain districts from which there always is a fair demand throughout the season the volume of business is small. Supplies of various varieties and of different grades are still available, some of them in large amounts. Prices are quite unchanged and the market range is shown quite fully in the following list.

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

Rice Distributed to Meet Requirements

Montreal.
RICE, TAPIOCA.—There is fair business for rice. Stocks of some grades are reported to be very good and distribution is being effected as between some of the jobbing interests. Prices are very fully maintained because all the surrounding conditions are such as to make the near future outlook somewhat unsettled. Notwithstanding this importers have stated to CANADIAN GROCER that they expect the rice supply to be ample and obtainable as the demand may later require. Conditions at import points across the line are rather quiet, but firm.

Snow (Japanese)	10 25
Ice Drips	11 25
Carolina	11 50 12 50
"Texas," per 100 lbs.	9 50
Patna (good)	8 90 9 40
Siam, No. 3	8 50 9 00
Siam (fancy)	10 25 11 00
Rangoon "B"	8 50 9 50
Rangoon "B," 200-lb. lpts	7 70
Rangoon OC	8 20 9 25
Mandarin	8 90 10 00
Pickling rice	7 70 8 40
Tapioca, per lb.	0 15 0 16
Tapioca (Pearl)	9 15' 0 16

Syrup Sales Continue; Molasses Firm

Montreal.
SYRUP AND MOLASSES.—The sale of cane and of corn syrups continues to be active and one sugar refiner stated that they were able to dispose of their product quite as fast as it was produced. Another jobber reported corn syrup sales very good. There has doubtless been somewhat better sale for both of these because of the high molasses price and difficulty of procuring this. Supplies of molasses are naturally not heavy for the delivery is erratic and absorption of what comes to hand is readily affected. All around prices are fully maintained but without change.

Corn Syrup—		
Barrels, about 700 lbs.		9 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.		

Kegs	0 07 1/2
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, 1/2 doz. in case, case	4 95
20-lb. tins, 1/4 doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38 1/2-lb. pails, each	3 25
5-gal. 65-lb. pails, each	5 25
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	5 50
Barrels, per 100 lbs.	8 00
Half barrels, per 100 lbs.	8 25

Prices for	
Barbadoes Molasses—	Island of Montreal
Punchoons	0 97 1 00
Barrels	1 00 1 03
Half barrels	1 02 1 05

For outside territories prices range about 3c lower.
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

New Muscatels Arrive; Dried Fruit Sells

Montreal.
DRIED FRUIT.—One jobber received a shipment of two crown muscatels and is offering these at \$10.50 per 50 pound box. This is a fair price under present market conditions. There exists at present a very good condition of trading and for apricots, peaches and prunes sales continue on a satisfactory basis. Evaporated apples are held in various grades and for these somewhat open prices have obtained with various jobbers from time to time. Various estimates of the prune crop are being made, some indicating a probable yield of 150,000,000 pounds as against an actual crop last year of 200,000,000 pounds.

Apricots—	
Choice	0 28
Fancy	0 30
Apples (evaporated)	
	0 20
Peaches (fancy)—	
Faced	0 19
Choice	0 17
12 oz., per pkge.	0 16
Pears	0 16
Drained Peels—	
Citron	
Lemon	0 27 1/2 0 32
Orange	0 28 1/2 0 34

Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.	
Muscats, loose, 2-crown	0 10 1/2 0 11
Muscats, loose, 3-crown, lb.	0 11 1/2
Muscats, 4-crown, lb.	0 12
Cal. seedless, 16 oz.	0 14
Cal. seedless (new)	0 16 0 16 1/2
Fancy seeded, 16 oz. pkgs.	0 13
Choice seeded, 16 oz. pkgs.	0 12
Valencias, selected	0 11
Valencias, 4-crown layers	0 11 1/2
Currents, old	0 24
Do., new	0 32
Dates, Excelsior, per case	6 84
Do., Dromedary	7 92
Figs (new), 100 to case	11 00
Figs (layer), 10-lb. boxes	1 90 2 75
Figs, Spanish (mats)	0 12
Figs, Portuguese (mats)	0 13
Figs, Fancy Cal. White (Choice)—	
Pkgs. 16 oz. (10 pkgs.)	1 75
Pkgs. 10 oz. 12 pkgs.	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00 2 60
Pkgs. 6 oz. (50 pkgs.)	3 60 4 75
Pkgs. 4 oz. (70 pkgs.)	3 70 5 00

Prunes—	
30-40	0 17
California, 40-50s	0 13 1/2
25-lb. cases, 50-60s	0 13
60-70s	0 12 1/2 0 13 1/2
70-80s	0 12 0 12 1/2
80-90s	0 11 0 12
90-100s	0 10 0 10
Oregon, 30-40s	0 15 1/2
40-50s	0 15 1/2
50-60s	0 12 1/2

Sale of Nuts Establish Record

Montreal.
NUTS.—The month of May was a very active one for those who had nuts for

sale. Speaking with one of the Montreal importers this week **CANADIAN GROCER** was informed that this firm had done more actual business last month than ever before in its history, covering many seasons. And repeat orders have come in at this. There is not the slightest promise now of an easier situation with regard to all lines of imported nuts. The French Government's embargo is reported to have been hard and fast as from June 1st and the almost prohibitive freight rate of 5 1/2c per pound on Spanish export nuts is a big factor against trading. As a consequence of all the surrounding difficulties which have been fully outlined in these columns before trading now must be done quite largely on the spot stocks in jobbers' and importers' hands and these are gradually becoming depleted. The markets are decidedly firm all through.

Almonds (Tara), per lb.	0 20	0 24
Almonds (shelled)	0 44	0 46
Almonds (Jordan)		0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22 1/2	0 23 1/2
Brazil nuts (new)	0 18	0 19
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 19	0 21
Filberts, Barcelona	0 17 1/2	0 18 1/2
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18 1/2	0 19 1/2
Shelled, No. 1 Virginia	0 19 1/2	0 20 1/2
Do., No. 2		0 14
Pecans (new Jumbo), per lb.	0 21	0 25
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo		0 40
Pecans (shelled)		0 80
Walnuts (Grenobie)		0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 70	0 72
Walnuts (Marbots), in bags	0 22	0 24

Cornmeal is Easier; Oat Products Easy

Montreal.
CEREALS.—The cereals are somewhat changed this week insofar as cornmeal and oat products are concerned. Thus gold dust grade of cornmeal is quoted as low as \$6.75 and is somewhat easier all through in sympathy with the general trend of the corn markets. While there are no actual reductions on rolled oats and oatmeals the undertone is quite considerably a weaker one and revisions would not be at all a surprise if made during the week. Rye flour is on a firmer basis and trading is done on a price of \$8.75 per 98 pound sack. The flour substitute demand is still maintained.

Cornmeal, Pure Gold	7 00
Cornmeal (Gold Dust)	6 75 7 00
Barley, pearl	7 75 8 75
Barley, pot. 98 lbs.	6 50 6 75
Buckwheat flour, 98 lbs.	7 25
Corn flour, 98 lbs.	5 65 6 50
Rice Four	9 00
Hominy grits, 98 lbs.	6 75 8 00
Hominy, pearl, 98 lbs.	7 50 7 75
Oatmeal (standard-granulated and fine)	
	6 25 6 40
Peas, Canadian, boiling, bush.	5 00 5 50
Split peas	9 50 11 25
Rollod oats, 90-lb. bags	5 35 5 80
Rollod oats (family pack.), case	5 50 5 75
Rollod oats (small size), case	2 07 1/2 2 12 1/2
Rollod wheat (100-lb. bbls.)	6 75
Rye flour, small lots, 98 lbs.	8 75
Self-rising flour—	
3-lb. pkgs., doz.	2 80
6-lb. pkgs., doz.	5 50

Light Flour Demand; Feeds Steadier

Montreal.
FLOUR AND FEEDS.—The flour trade is really quiet now and business from a general trade standpoint much confined. No changes of any nature have occurred and the interest of the miller is naturally confined in large measure to the export trade. For feeds a good demand still rules and while there is an improvement in supply this does not yet begin to meet the trade requirements. There are no price changes.

War Standard, Graham and Whole	
Wheat Flours—	
Car lots (on track)	10 95
Car lots (delivered), Bakers	11 05
Small lots (delivered)	11 15
Bran, per ton	35 00
Shorts	40 00
Crushed oats	64 00 73 00
Barley chop	73 00 76 00
Barley meal	73 00 77 40
Feed oats, per bushel	1 06

With Futures High Tea Trade Steadier

Montreal.
TEA.—Better conditions than were expected by some are now prevailing in the tea trade. This is probably the natural result of a careful survey of the whole situation by the jobbing and retail trade. It is now established that markets will be higher for Japans in the fall and that there is little to be gained by deferring needed buying. At any rate there is a better feeling and trading operations are maintained on a more normal basis than for some weeks. The absorption of large tonnage of tea from India and Ceylon by the British Government is taken to mean that there will be a steadying of production in the Orient and probably a steady maintenance of trading operations through such action. Prices here are fully maintained on the following basis:

Ceylon and Indias—	
Pekoe, Souchongs, per lb.	0 47 0 49
Pekoes, per lb.	0 49 0 52
Orange Pekoes	0 53 0 55
Javas—	
Pekoes	0 41 0 43
Broken Orange Pekoes	0 43 0 45
Orange Pekoes	0 46 0 49
Inferior grades of broken teas may be had from jobbers on request at favorable prices.	

Coffee Steady; Future Trading Quiet

Montreal.
COFFEE.—Aside from regular trade wants which are fully supplied there is very little change from last week's position. Prices are maintained and there seems no reason for expecting much definite change in the immediate future as to supply or price. Outside conditions are reported quiet in so far as trading in futures goes. Some shipments are on the way from South America, and it is understood that the matter of freight rates on their cargoes will be the subject of special consideration by the Shipping and Food Boards of the United States, the limited freight rate of \$1.70 having been set after they had sailed. Very fair sale of cocoa continues to be made and prices

hold without change. Outside conditions are easy with markets weaker under large stocks.

Coffee, Roasted—

Bogotas, lb.	0 23½	0 32
Jamaica, lb.	0 24	0 28
Java, lb.	0 38	0 41
Maracaibo, lb.	0 27½	0 30
Mexican, lb.	0 24	0 28
Mocha, lb., types	0 33	0 37
Mochas (genuine)	.....	.....
Rio, lb.	0 22	0 26
Santos, Bourbon, lb.	0 27	0 30
Santos, lb.	0 26	0 29

Cocoa—

Bulk cocoa (pure)	0 30	0 35
Bulk cocoa (sweet)	.....	0 25

*Prices Maintained
for Sugar and Syrup*

Montreal.
MAPLE PRODUCTS.—There is little abatement of the demand for maple sugar and syrup. Supplies are not large on spot, but shipments are forthcoming from the rural points from time to time. Sugar is selling at around 22c per pound and maple syrup at \$1.35 to \$2 per tin according to quantity. While the supply is favorable trading will very probably be conducted on a fully maintained price basis.

Maple Product—

Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	.....	1 85
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 21	0 22

*Steady Conditions
Rule for Spices*

Montreal.
SPICES.—Markets rule with a general firmness of undertone. Trading is not heavy, but there is some demand for limited quantities and it might be stated that this is normal and seasonable. In view of the position on peppers, both black and white, revisions are forecast and may be made any day. Outside conditions are firm also although there is but a limited amount of trading.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	.....	0 35
Cassia (pure)	.....	0 35
Cayenne pepper	0 28	0 35
Cloves	.....	0 75
Cream of tartar	0 80	0 90
Ginger, pure	0 25	0 35
Ginger, Cochin	.....	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 50
Pepper, black	0 38	0 42
Pepper, white	0 42	0 45
Pepper (Cayenne)	0 30	0 35
Pickling spice	.....	0 25
Paprika	0 45	0 50
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk	.....	2 00
Carraway, Dutch, nominal	.....	0 75
Cinnamon, China, lb.	0 25	0 30
Cinnamon, per lb.	.....	0 35
Mustard seed, bulk	.....	0 25
Celery seed, bulk	.....	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 12	0 14

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

*Fruit Prices Hold;
Trade is Good*

Montreal.
FRUITS.—There is less change in quotations this week although for citrus fruits the undertone is firm, particularly

as applying to lemons and grapefruit. If the hot weather continues lemons may go higher as the heavy demand would soon have this result, the available stocks not being over heavy. Oranges, strawberries, pineapples and bananas are in good demand although the latter are so high that their sale is naturally restricted. Some lines of apples are growing short in supply and this applies particularly to Starks and Pewaukee.

Apples—

Ben Davis	3 25	4 00
Russets	4 50	5 00
Nonpareil	5 00	5 50

Ontario Apples—

Spys, No. 1, per bbl.	8 00	8 50
Do., No. 3 (special), bbl.	5 50	.....
Do., No. 3, bbl.	4 50	.....
Boxed apples (all sizes)	2 75	3 00
Bananas (fancy large), bunch	5 00	5 50
Cherries (California), box	.....	3 75
Cocoanuts, sack	7 25	8 50
Grape fruit (fancy Jamaicas)	3 25	3 75
Grape fruit (fancy Porto Ricos)	.....	.....
80, 96, 112	.....	5 00
Grape fruit (fancy Porto Ricos)	.....	.....
54, 46	.....	4 75
Lemons (fancy new Messina)	7 50	8 00
Lemons (choice)	7 00	.....
Lemons (California seedless)	5 00	.....
Oranges, Valencia lates	6 50	7 25
Oranges, Porto Ricos	.....	5 50
Oranges, California navels	6 00	7 50
Oranges, Jamaica	.....	6 50
Oranges (bitter)	4 00	5 00
Oranges (Seville, bitter)	.....	5 50
Oranges (Sorrentoes), 200 size	.....	5 00
Pineapples, Cuban (crate)	5 50	6 00
Pineapples, Florida	5 50	6 00
Pears, eating (doz.)	0 30	0 60
Strawberries (box) (quarts)	0 18	0 25
Watermelons (each)	.....	0 50

*Beans Drop to \$3.00;
Tomatoes Scarce, High*

Montreal.
VEGETABLES.—There are quite a number of revisions in the vegetable price list this week. This is due to the advance of the season which makes many lines less costly and some higher because of their scarcity and close of season for

them. Thus, red onions are this week up to \$2 per bag and Montreal cabbage is higher too. Cucumbers and tomatoes are both higher and this is due to difficulty of procuring them. Among the reductions for the week are the following:—String beans from \$4 to \$3 per hamper; Montreal head lettuce from \$1.50 to \$1.25, parsnips from \$1 to 75c bag; radishes from \$1 dozen bunches to 40 cents. The demand is good.

Asparagus (doz. bunches)	.....	3 00
Asparagus, Western Grass (bask.)	.....	1 00
Beans, new string (25-lb. basket)	.....	3 00
Beets (60-lb. bag)	.....	0 75
Beets, new (hamper)	.....	2 25
Cauliflower (California), crate,	.....	.....
2 doz.	4 50	5 00
1 doz. crate	2 00	3 00
Cabbage, Montreal, per bbl.	2 50	3 75
Cabbage (new), hamper	.....	1 50
Cabbage (New Florida), crate	.....	3 00
Carrots (bag)	.....	1 25
Carrots (new) hamper	.....	2 25
Celery (Wash.) doz.	.....	2 00
Cucumbers (Boston), doz.	2 00	2 50
Cucumbers (hamper)	.....	6 00
Endive (Can.)	.....	4 00
Endive (American)	.....	0 40
Lettuce, curly (doz.)	0 50	0 75
Lettuce, Montreal, head (doz.)	.....	1 25
Lettuce, Montreal (box)	.....	3 50
Leeks	.....	2 50
Mint	.....	0 60
Mushrooms, lb.	.....	0 90
Onions, red (100-lb. bag)	.....	2 00
Onions, spring, doz.	.....	1 50
Onions (Texas), No. 1 yellow, etc.	.....	2 75
Do., No. 2 white wax (crate)	.....	2 75
Do., Silver and Red (crate)	.....	3 50
Oyster plant	.....	0 75
Parsnips (60-lb. bag)	.....	0 75
Parsley (American)	.....	1 00
Parsley (Canadian)	.....	0 40
Peas (in hampers)	.....	4 00
Potatoes (sweet), per hamper, as	.....	.....
to size	2 50	4 00
Potatoes, bag	.....	1 40
Potatoes (New Brunswick), bag	.....	1 65
Potatoes, new, Florida	.....	5 50
Romane	.....	0 50
Radishes (doz.)	.....	0 40
Rhubarb, doz. (Montreal)	0 20	0 50
Spinach (bushel)	.....	1 00
Turnips (Montreal), bag	.....	1 50
Tomatoes (hothouse), lb.	.....	0 40
Tomatoes, Florida, fancy (crate)	.....	9 00
Tomatoes, choice (crate)	.....	8 00
Watercress (Can.)	.....	0 40
Watercress (Amer.)	.....	1 00

ONTARIO MARKETS

TORONTO, June 5.—Prices generally have held firm during the week though some important changes are provided for in lists which follow. Supplies of sugar show decided improvement and restrictions against retailers securing full carload shipments have been lifted. Prices on dried fruits have not yet been named, and no orders are being accepted by the growers. Business from country points is reported very good while city business shows a falling off.

*Sugar Supplies Better;
Restrictions Lifted*

Toronto.
SUGAR.—Locally the sugar situation as regards supplies is much better, and wholesalers are now permitted to accept orders for straight carload shipments to retailers from the refiners, the restrictions curtailing more than small local shipments having been lifted. Retailers are not expected, however, to carry more than they can sell within regulated 30

days. Reports from Cuba indicate a large movement of supplies to United States Atlantic ports, sufficient for present requirements, though no accumulation in refiners' hands greater than a week's supply. Receipts at shipping points are given as 2,596,704 tons, and it is estimated the amount held is 350,000 tons for a total production of 2,946,704 tons up to May 25. For the corresponding period last year the figures reached 2,686,000 tons, while the total outturn reached 3,023,720 tons. With another 300,000 tons' production this year, which is probable, figures will slightly exceed Willett and Gray estimate made last October of an outturn of 3,200,000 tons. Prices locally are unchanged as follows:

Atlantic, extra granulated	9 07
St. Lawrence, extra granulated	8 97
Acadia Sugar Refinery, extra granulated	9 07
Can. Sugar Refinery, extra granulated	8 82
Dom. Sugar Refinery, extra granulated	8 97
Icing sugar, barrels	9 27
Powdered, barrels	9 17
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c ad-	

vance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 40c per 100 lbs. under granulated, No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Lye, Soda And Baking Powder Advance

Toronto.

LYE, SODA, BAKING POWDER.—Many miscellaneous lines have come in for revision during the week, included in which are to be noted lye, caustic soda, sal soda, cream of tartar, and baking powder. Wash boards are also higher, the advance amounting to from 25c to 65c per dozen.

Magic Baking Powder.—6 dozen 2 oz., 80c doz.; 4 doz. 4 oz., \$1.25; 4 doz. 6 oz., \$1.70; 4 doz. 8 oz., \$2.25; 4 doz., 12 oz., \$2.75; 2 doz. 16 oz., \$3.60.
Gillett's Lye.—Single boxes, \$5.55 box.
Gillett's Cream of Tartar.—¼-lb. paper pkgs., \$3.25 doz.; ½ lb., \$6.35; ½-lb. tins, \$6.95; 5-lb. tins, \$1.09½ lb.
Clark's Prepared Foods.—Lunch Ham, Size No. 1, \$6.45 doz.; Ready Lunch, Asst. Loaves, No. 1, \$4.50 doz.; Roast Beef, Size No. 2, \$9.25; Corned Beef Hash, No. 1, \$3.70; Jellied Hocks, No. 2, \$9.95; Ox Tongue, No. 1, \$7.95; Mince Meat, No. 1, \$2.95; Mince Meat, bulk, 10-lb. pail, 22c lb.; 25-lb. pail, 21c lb.

Peanut Butter—5-lb. pail, 33c lb.; 12-lb. pail, 31c lb.; 24-lb. pail, 30c lb.; 50-lb. pail, 30c lb.
A. & H. package Sal Soda, \$2.25 case; caustic soda, 5-lb. tins, 15½c lb.; Magic soda, 60/1 lb., \$4.20 case; Simplex shoe dressing, 12/4 oz. bottles, \$1.10 dozen.

Molasses Seems Slightly Easier

Toronto.

MOLASSES, SYRUPS.—A somewhat easier tone is reported in molasses, though this is not shown in quotations locally which remain unchanged. The demand at present is none too heavy, but a good sale is expected to materialize during the fall months. No change in syrups is reported, prices holding firm and unchanged, with the demand seasonal.

Corn Syrups—		
Barrels, per lb.	0 07	
Cases, 2-lb. tins, 2 doz. in case	5 50	
Cases, 5-lb. tins, 1 doz. in case 5 20	5 70	
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb... ..	0 06	0 08
Cases, 2-lb. tins, 2 doz. in case	5 05	5 25
Molasses—		
Fancy, Barbadoes, barrels	1 00	
Choice Barbadoes, barrels	0 90	
West India, ½ bbls., gal.	0 56	
West India, No. 10, kegs.	6 50	
West India, No. 5, kegs.	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	3 50	
Tins, 3-lb., baking grade, case of 2 doz.	4 60	
Tins, 5-lb., baking grade, case of 1 doz.	3 90	
Tins, 10-lb., baking grade, case of ½ doz.	3 75	
West Indies, 1½, 42s	5 00	
West Indies, 2s, 36s	4 00	4 25

Canned Goods Are Moving Westward

Toronto.

CANNED GOODS.—There has been a very fair movement of canned vegetables towards Western points during the past couple of weeks and reports indicate that stocks locally are down to a comparatively small figure for this time of year, though it is thought sufficient supplies are available to take care of requirements till new pack is marketed. No change in price is noted in quotations herewith.

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

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 85	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoos, ¼-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 15	3 65
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 00	3 25

CONTAINERS TO BE STANDARDIZED

It is stated here that the standardization of certain sizes of containers will be arranged so that it will be unnecessary hereafter to mark on these certain containers the actual contents of the cans. Thus what are known to the trade as 2's, 2½'s, 3's and 10's, will be made standard sizes.
On the other hand it will be essential that sizes other than these must have provision made either on the can or on the label for the weight or contents of such container as may be used.

Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 65	2 75
Peas, standard	1 95	2 00
Peas, early June	2 00	2 10
Beans, golden wax, doz.	1 85	2 10
Beans, Midget, doz.	2 25	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2s, doz.	2 45	2 69
Pumpkins, 2½s	1 80	2 00
Pumpkin, No. 1, doz.	2 00	2 35
Pineapples, 2s	2 50	3 25
Cherries, 2s	2 60	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 75	1 95
Plums, Green Gaze	1 80	1 95
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Raspberries, 2s, H.S.	3 00	3 25
Do., raspberry, 4-lb. tin.	0 82	0 85
Do., black currant, 4-lb. tin.	0 75	0 83
Do., strawberry, 4-lb. tin.	0 83	0 87
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Greengage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 90
Black currants, doz.	3 45	
Red currants, doz.	3 45	
Raspberries, doz.	3 40	3 60
Strawberries	3 60	4 40

Prices Dried Fruits Not Yet Issued

Toronto.

DRIED FRUITS.—The date now set for naming prices on dried fruits is July 15, though the feeling exists that

the United States Government will restrain growers from setting prices until outturn is really known. As outlined elsewhere, factors to be considered more largely in local prices this year will be increased boxing charged and increased freight rates. Crop reports on prunes indicate a much smaller production than last year. In the meantime conditions generally remain unchanged.

Apples, evaporated, Ontario	0 20	0 21
Do., da., Nova Scotia	0 17	0 18
Apricots, unpitted	0 16	0 16
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 26	0 30
Orange	0 28	0 30
Citron	0 35	0 36
Currants—		
Grecian, per lb.	0 29	0 32½
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mata, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case.		1 80
Cal., 10 oz., 12s, case		1 40
Prunes—		
30-40s, per lb., 25's, faced.	0 18	0 18
40-50s, per lb., 25's, faced.	0 17	0 17½
50-60s, per lb., 25's, faced.	0 16	0 16½
60-70s, per lb., 25's, faced.	0 14	0 15
70-80s, per lb., 25's, faced.	0 13	0 14
80-90s, per lb., 25's, unfaced.	0 12½	0 13½
90-100s, per lb., 25's, faced.	0 12	0 12
Peaches—		
Standard, 25-lb. box	0 15½	0 17
Choice, 25-lb. boxes	0 13½	0 19
Fancy, 25-lb. boxes		0 22
Raisins—		
California bleached, lb.	0 14	0 14
Valencia, Cal.	0 10½	0 10½
Valencia, Spanish		
Seeded, fancy, 1-lb. packets.	0 11½	0 13½
Seedless, 12-oz. packets	0 11	0 12
Seedless, 16-oz. packets	0 14½	0 15
Seedless, bakers, Thompsons, 50s	0 14	0 15½

Future Teas Look High and Supplies Uncertain

Toronto.

TEAS.—There are indications that the United States Government may prohibit the import of teas, more particularly India and Ceylon, taking only the balance of Java stocks. This would overcome long hauls, large hauls, and with ocean space at more or less of a premium such action would not be altogether unexpected. This, with the announcement of higher prices on Japan teas would indicate a very firm outlook with prospects of considerably higher levels being reached by fall. The demand locally shows some activity, and though not heavy, improvement is expected to materialize. Prices are unchanged as follows:

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

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

Licenses Not Coming Through Quickly

Toronto.
COFFEE.—Licenses for the import of coffee are not being granted very freely, and whereas present stocks are equal to demands a slight uneasiness is apparent as to when the licenses may be granted. Business is fair and prices unchanged.

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

Pepper Scarce and Very Firm

Toronto.
SPICES.—Spot stocks of pepper are only fair, and it may be said that a scarcity is developing. Price on white is very firm and a further revision upward may be made. The future on all spices as regards supplies remains uncertain, and a factor developing during the week is the bringing of the sub campaign to American waters. Business locally is reported fair.

Allspice		
.....	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 70	0 85
Ginger	0 25	0 35
Herbs—sage, thyme, parsley, mint, savory		
.....	0 40	0 60
Mace	0 90	1 10
Pastry	0 28	0 40
Picking spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 47	0 49
Paprika, lb.	.....	0 55
Nutmegs, select, whole, 100s.	0 45	0 48
Do., 80s	.....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 55	0 65
Coriander, whole	0 28	0 35
Caraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 90	1 00 0
American high test	.....	.....
2-oz. packages, doz.	.....	1 40
4-oz. packages, doz.	2 60	.....
8-oz. packages, doz.	.....	5 45
8-oz. tins, doz.	.....	6 00
Tartarine, barrels, lb.		
Do., kegs, lb.	.....	0 23
Do., pails, lb.	.....	0 25
Do., 4 oz., doz.	.....	0 90
Do., 8 oz., doz.	.....	1 75
Do., 16 oz., doz.	.....	3 25

Uncertainty as Regards Future Supplies Nuts

Toronto.
NUTS.—There is some uncertainty apparent as regards future supplies of nuts. Prices at United States distributing points are very high, and in some cases considered almost prohibitive. A review of the situation appears elsewhere in this issue. No change in prices locally is reported though primary points have advanced on walnuts and almonds.

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 23
Walnuts, Bordeaux	0 25	0 28

Walnuts, Grenobles, lb.	.....	.....
Walnuts, Manchurian, lb.	.....	.....
Filberts, lb.	0 18	0 22
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 23	0 25
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 15	0 17
Cocoanuts, 100s	7 00	7 50
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 70	0 75
Peanuts, Spanish, lb.	0 18	0 19
Do., Chinese, Japanese, lb.	.....	.....
Brazil nuts, lb.	0 66	0 68

No New Developments Mark Bean Market

Toronto.
BEANS.—There have been no new developments to lend variation to the bean market during the week, conditions holding on a par with the past few weeks—quiet and unchanged as regards demand and price.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 00	8 50
Do., hand-picked	9 00	9 25
Can. white kidney beans, bush.	.....	9 00
Rangoons, per bush.	6 25	7 00
Yellow eyes, per bushel	.....	.....
Japanese Kotonashi, per bush.	.....	8 00
Limas, per pound	0 18½	0 22

PEPPERS AND CREAM OF TARTAR UP

Since the report went to press on the spice markets' CANADIAN GROCER was given changes on peppers and also on cream of tartar. Black peppers are marked up to 40c per lb. minimum and whites to 45c. Cream of tartar is quoted at from 90c to \$1 per pound and is very scarce at this.

These advances, especially that applying to peppers, have been very definitely predicted in CANADIAN GROCER during the last two issues.

Rices Hold Firm; Fair Demand Exists

Toronto.
RICES.—The market remains firm with the demand reported very good. There is some fear expressed that the embargo on tapioca into the United States may be extended to Canada, though no action towards this end is reported as yet. Prices are unchanged as follows:

Texas, fancy, per 100 lbs.	11 50	12 00
Blue Rose Texas, per 100 lbs.	11 75	12 50
Andalus, fancy, per 100 lbs.	.....	13 00
Siam, fancy, per 100 lbs.	.....	9 75
Siam, second, per 100 lbs.	.....	9 50
Japans, fancy, per 100 lbs.	10 75	11 75
Japans, second, per 100 lbs.	9 50	9 75
Chinese XX, per 100 lbs.	9 00	10 00
Do., Simiu	.....	11 50
Do., Mujin, No. 1	.....	10 75
Do., Pakling	.....	10 25
Tapioca, per lb.	0 14½	0 15

Rolled Oats Easier; Demand Light

Toronto.
PACKAGE GOODS.—An easier tone in the rolled oats situation is reported during the week, and quotations on round 20's are being made at \$5.25 in some quarters. Other lines show no change with the demand reported only fair throughout.

Cornflakes, per case	3 90	4 25
Rolled oats, round, family size, 20s	5 25	6 00
Rolled oats, round, regular 18s, case	2 13	2 30
Rolled oats, square, 20s	.....	5 85
Shredded wheat, case	.....	4 25
Cornstarch, No. 1, pound cartons	.....	0 11½
No. 2, pound cartons	.....	0 10½
Starch, in 1-lb. cartons	.....	0 11½
Laundry starch, in 1-lb. cartons	0 10	0 11½
Do., in 6-lb. tins	.....	0 13
Do., in 6-lb. boxes	.....	0 13
Do., in 100-lb. kegs	.....	0 11

Maple Syrup Unchanged; Little Honey to Offer

Toronto.
MAPLE SYRUP, HONEY.—There has been no change in the maple syrup market during the week, prices holding firm and only a fair amount moving. Supplies of honey are very light and there is little moving.

Honey—		
Clover, 5 and 10-lb tins	.....	0 28
Do., 54s, case	.....	.....
60-lb. tins	.....	.....
Buckwheat, 60-lb. tins	0 17	0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	.....	.....
Do., 10oz., doz.	.....	.....
Do., 12-oz., doz.	.....	.....
Do., 16-oz.	.....	.....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	.....	15 10
No. 2, 5-lb. tins, 12 to case	.....	17 10
No. 3, 2½-lb. tins, 24 to case	.....	18 50
No. 3, 32-oz. bottles, 24 to case	.....	16 70
Gallon tins, Imperial, per gal.	2 00	2 25
5-gallon tins, Imperial, per tin	.....	10 50
Barrels, 25 or 40 Imp. gals., gal	.....	2 00

Lemons Very High; Oranges, Bananas up

Toronto.
FRUIT.—Lemons continue on the upward trend and Californians to arrive will likely reach a \$9.00 or \$10.00 price, with further supplies going to even higher levels. Messinas are up to \$7.50 box but prices on future arrivals must depend on condition of goods on arrival. A somewhat firmer tone locally is noticed in oranges with outlook somewhat uncertain at present. Bananas are up to 7½c per pound, representing an advance of ½c over last week's figure. Cuban pineapple is arriving and prices range from \$5.00 to \$6.00 per case. Grapefruit is getting cleaned up fairly well and uncertainty exists regarding further shipments of strawberries as heavy rains in producing areas may have an unfavorable effect.

Apples—		
Winesaps, box	3 75	4 00
Ontario—		
Baldwins, No. 1, bbl.	.....	.....
Do., No. 2, bbl.	.....	6 00
Do., No. 3, bbl.	.....	.....
Starks, No. 1, bbl.	.....	.....
Do., No. 2	.....	6 50
Ben Davis, No. 1, bbl.	.....	6 50
Do., No. 3, bbl.	.....	5 50
Spy, No. 3, bbl.	.....	.....
Bananas, yellow, bunch	4 00	4 50
Do., per lb. (crates extra)	.....	0 07½
Cherries, Cal., box	4 00	4 50
Grapefruit—		
Floridas, 36s, 46s, case	.....	6 00
Do., 54s, 64s, 80s, 96s	6 25	6 50
Oranges—		
Valencias—		
96s	.....	6 50
100s	.....	6 50
126s	6 50	7 50
150s, 176s, 200s, 216s	8 00	8 25
250s	7 50	8 00
288s	.....	7 50
324s, 360s	6 75	7 00

Lemons, Cal. case.....	9 00	10 00
Do., Messinas, box.....	7 50	
Peaches, Georgia, 6 bask. crate..	4 25	4 50
Pears, Cal., box.....		
Pineapples—		
Do., Cuban, cs. 24-30s.....	5 00	6 00
Strawberries—		
Do., quarts.....	0 25	0 30

Free Movement Fresh Vegetables; Potatoes Easier

Toronto.
VEGETABLES.—A very free movement of fresh vegetables is noted. Supplies are coming along quite freely and a good demand is reported. A decline in potatoes is noted, Ontario selling at \$1.50-\$1.60 bag and N. B. Delawares at \$1.75. New Carolina potatoes are selling at \$7.50 bbl. Cabbage is somewhat easier locally though an advance in Mississippi at producing points is recorded. Mississippi tomatoes are offering, 4-basket crate selling at \$3.25-\$3.50. The range of quotations on all lines follows:

Asparagus, Canadian, basket....	1 50	1 75
Artichokes, Cal., doz.....		1 25
Beans, wax, hamper.....	2 75	3 00
Do., green, hamper.....	2 50	2 75
Beets, new, hamper.....	1 75	2 00
Brussel sprouts, quart.....		
Cabbage, Canadian, barrel.....		
Do., Florida, crates.....	2 50	3 00
Do., Carolina, crate.....	2 50	3 00
Do., Mississippi, crate.....	3 00	3 25
Carrots, bag.....		
Do., new, hamper.....	1 25	1 75
Cucumbers, hothouse, basket.....		3 25
Do., North Carolina, crate.....	5 00	5 50
Lettuce, leaf, doz. bunches.....	0 25	0 40
Do., head, doz.....	1 25	1 50
Mushrooms, basket.....		3 25
Onions—		
Texas, 50-lb. crate.....	2 00	2 25
Parsley, doz. bunches.....	0 85	0 90
Parsley, doz. bunches.....		0 85
Peas, green, new, hamper.....		3 75
Parsnips, bag.....		1 00
Peppers, green, doz.....	0 75	0 90
Potatoes—		
Ontario, bag.....	1 50	1 60
N.B. Delawares.....		1 75
New Carolina, bbls.....		7 50
Do., bushel basket.....		2 75
Spinach, Canadian, bushel.....	1 00	1 75
Rhubarb, dozen bunches.....	0 20	0 40
Tomatoes—		
Mississippi, 4 bask. crate.....	3 25	3 50
Hothouse, fancy, lb.....	0 35	0 40
Turnips, bag.....		0 65

Flour Market Steady; Light Demand

Toronto.
FLOUR.—The flour market is unchanged, with a light demand in evidence. This would indicate that fairly good stocks of flour are in retailers' and consumers' hands throughout the country. There has been a considerable amount returned to dealers from all reports and some millers have accepted returned flour.

War Grade—		
Manitoba spring wheat.....	10 95	
Ontario winter wheat.....	10 95	11 10
Blended, spring and winter.....		10 95

Mill Feeds Still Moving Quite Freely

Toronto.
MILL FEEDS.—There has been a slackening in demand for feeds since pasture has been available, but nevertheless a very free movement continues

and there is little surplus accumulating as yet. Prices are unchanged.

Mill Feeds—	Mixed ears	Small lots
Bran.....	ton \$35 40	ton \$37 40
Shorts.....	40 40	42 40

Cereals Decline Still Further; only Fair Demand

Toronto.
CEREALS.—Further declines have been registered in many lines of cereals during the week, the weakness of the oats market undoubtedly influencing some changes, while corn apparently

a bone of contention just now, somewhat easier prices are to be noted. Quotations now ruling follow:

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

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, June 5.—Our readers will have read full reports in the newspapers about the big strike which occurred in Winnipeg recently. They also would read about the settlement brought about in the case of street car employees and telephone girls. They may have jumped to the conclusion that these also included freight handlers, which was not the case. Freight handlers went back to work early last week on all railways except the C.P.R.; on the latter line they remained out until Thursday, May 30, resulting in a tie-up for nearly two weeks of all freight handled by the C.P.R. This has undoubtedly resulted in losses running into thousands of dollars to jobbers and large departmental stores. However, the strike is over, and dealers can now look forward to receiving goods which have been held up so long. It is easier said than done, however, and some dealers will not get their orders completed for ten days or more.

Freight rates have advanced in the United States 25 per cent., which has had the effect of jobbers requesting that goods on order be shipped immediately so as to avoid paying increased cost.

Big Improvement to Sugar Situation

Winnipeg.
SUGAR.—The situation eased up wonderfully last week. Western Canada seems to be especially favored as every refiner is offering in this market, including the British Columbia refiner. It is understood the latter have secured large stocks of raws, and are now able to take care of their trade, even as far east as Winnipeg, although the offerings there are limited. British Columbia Sugar Refinery Co., Ltd., are quoting \$9.80; other refiners quote from \$9.70 down to as low as \$9.50. Jobbers are not buying very freely now, as supplies they have had on order for some time are just beginning to come in. Jobbers state from now on they should be able to ship orders in full, and there is every indication that there will be enough sugar to take care of the preserving season. The trade do not think that prices will be any lower, although they say that you never can tell.

Line of Corn Syrup Likely to be Withdrawn

Winnipeg.
SYRUPS.—Although the British Columbia Sugar Refinery Co., Ltd., are offering sugar for sale in this market, they are not accepting orders for Rogers' syrup. There is a good demand for corn syrup in this market, and the market will continue firm. The trade do not expect any lower prices, in fact it is stated that one line of corn syrup is liable to be discontinued altogether at the request of the government.

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	4 85
5-lb. tins, 1 doz. case, per case.....	5 50
10-lb. tins, 1/2 doz. case, per case.....	5 25
20-lb. tins, 1/4 doz. case, per case.....	5 25
Barbadoes Molasses—	
In half barrels, per gal.....	1 15
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.	0 63

Sale of Dried Fruits Postponed Until July 15

Winnipeg.
DRIED FRUITS.—The market for dried fruits lacks interest owing to the fact that the United States government have given orders that no sales in futures shall be made before July 15. The date originally fixed by the government was June 1, then it was changed to June 15, and now it is extended to July 15. The reason for this is that the government is anxious to eliminate high prices, and with that idea in mind is prohibiting sales of futures.

Difficulty Getting Coffee Shipments into Canada

Winnipeg.
COFFEE.—The market continues about the same. The big difficulty experienced is to get shipments into the country.

White Bean Market Shows Weak Tendency

Winnipeg.
BEANS.—There is a weak tendency to this market although it is very slight. The reason for this seems to be that the public are not buying beans to anywhere

Continued on page 47.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, June 4.—Wholesale grocers have settled their strike with warehousemen, but warehousemen of wholesale fruit and produce dealers are out and were joined to-day by the teamsters. Grocers will have to haul their own purchases of fruit and vegetables. Business is only slightly demoralized as yet. Eggs have advanced to 46c and 51c, and butter 49c to 55c. Potatoes \$30 to \$45; the cheaper grades are of very poor quality. Oranges have gone up to \$8 and lemons to \$9 a box. Local strawberries are commencing. Dealers here are dubious about new suggestion from Ottawa regarding the embargo on importation of berries, apples, peaches, apricots, plums, cherries, etc. from United States. They state that it is possible to get along with the exception of plums, peaches, apricots, but British Columbia cannot supply home market with these without curtailing shipments to the prairies.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton	1 85 1 90
Do., Siam, No. 2	1 90 1 95
Do., No. 2	1 75 1 89
Do., Japanese	2 10 2 15
Beans, Japanese, per lb.	0 09 0 15
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	30 00 45 00
Lard, pure, in 400-lb. tierces, lb.	0 33
Lard, compound	0 29½
Butter, fresh made creamery, lb.	0 49 0 55
Cheese, Canadian	0 25¾
Margarine	0 34
Eggs, new-laid, in cartons, doz.	0 46 0 51
Oranges, box	8 00
Lemons	9 00
Salmon—	
Sockeye, halves, flat case	16 50
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 4.—A price on new pack British Columbia jams has been named: Strawberry, raspberry, blackberry is quoted at eleven fifty a dozen for four's. Salt all sizes, has made slight advance. Magic Baking Powder has advanced twenty cents a dozen on the twelve ounce size, other sizes in proportion. Royal Yeast Cakes

are ten cents case higher while Gillet's Lye has advanced ten cents. Cream of Tartar quarters forty five cents a dozen. Cow brand soda fifteen cents a case. Rolled Oats have declined twenty-five cents. One brand of creamery butter is down three cents, while dairy is quoted at thirty-five to forty cents. Prunes are stiffening. Cheese is easier, from twenty-four and a half up. Eggs are quoted ten fifty to eleven twenty five. Crossed Fish Sardines are now twenty-five dollars.

CALGARY:

Beans, small, Burmah, lb.	0 10	0 11
Flour, 98s, per bbl.	10 35	
Molasses, extra fancy, gal.	1 15	4 60
Rolled oats, 80s	4 45	4 60
Rice, Siam, cwt.	9 50	
Rice, Japan	10 50	
Rice, China, per mat, No. 1.	4 50	
Do., No. 2	4 15	
Tapioca, lb.	0 15	
Sago, lb.	0 15	
Sugar, pure cane, granulated, cwt.	10 60	
Cheese, No. 1, Ontario, large.	0 24½	0 26½
Butter, creamery, lb.	0 50	0 40
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	19 80	
Eggs, new-laid, case	10 50	11 25
Candied peel, lemon, lb.	0 30	
Tomatoes, 2½s, standard case	4 95	5 90
Corn, 2s, standard case	5 60	5 90
Peas, 2s, standard case	4 00	
Apples, gals., Ontario, case	2 80	3 00
Strawberries, 2s, Ontario, case	6 50	6 80
Raspberries, 2s, Ontario, case	6 80	
Apples, evaporated, 50s, lb.	0 24	
Apricots, evaporated, lb.	0 26½	
Peaches, evaporated, lb.	0 14½	0 17
Peaches, 2s, Ontario, case	4 75	
Salmon, pink, tall, case	9 50	
Salmon, Sockeye, tall, case	16 25	18 25
Do., halves	17 00	18 25
Potatoes, per ton	33 00	
Oranges, Valencias, case	7 50	8 00
Lemons, case	7 50	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., June 4.—The market staples on the local market show little change. Fresh fruits are coming in. Pineapples are quoted at \$6.50 per case and tomatoes at \$7.50, and case water-melons are expected on the market next week. Some lines of blue have advanced about 2c a pound. Pepper is 44c, an advance of 5c. Gillet's goods are up 10c a case. Baking powder shows 40c case advance, cream of tartar is up 50c. Eggs stand at 35c dozen.

REGINA—

Beans, small white Japans, bu.	7 75
Beans, Lima, per lb.	5 20
Flour, standard, 98s	10 70
Molasses, extra fancy, gal.	4 70
Rolled oats, 80s	9 25
Rice, Siam, cwt.	0 15½
Sago and tapioca, lb.	11 25
Sugar, pure cane, gran., cwt.	0 25½
Cheese, No. 1 Ontario, large.	0 50
Butter, creamery	19 10
Lard, pure, 3s, per case	0 47½
Bacon, lb.	

Eggs, new-laid	0 35
Pineapples, case	5 75
Tomatoes, 3s, standard case	5 35
Corn, 2s, standard case	4 25 4 95
Peas, 2s, standard case	4 20 4 25
Apples, gal., Ontario	2 90 3 50
Apples, evaporated, per lb.	0 22½
Strawberries, 2s, Ont., case	6 30
Raspberries, 2s, Ont., case	6 85
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest sockeye, tall, case	15 50
Salmon, pink, tall, case	9 00
Pork, American clear, per bbl.	40 75 41 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 4.—What is ordinarily a quiet season in maritime trade is keeping well in line with former years in volume of business owing to the retailers buying for immediate requirements only. The market generally is quiet, few changes are noted. The demand for eggs for storage reflected in increased prices which have now reached 35 to 36c. The potato market is dull with little demand in evidence; price however remains firm in larger centres, producers not being offered enough to stimulate sales. Onions easier; Bermudas \$2.50; Texas \$2.75 to \$3.00. Lemons firmer at \$9.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 05
Ontario	11 95
Cornmeal, gran., bbls.	14 50
Cornmeal, ordinary, bags	4 50
Molasses, extra fancy, gal.	0 89
Rolled oats, bbl.	12 00
Beans, yellow-eyed	10 00
Beans, Canadian, white	9 50
Rice, Siam, cwt.	10 25 10 35
Sago and tapioca, lb.	0 18 0 19
Sugar—	
Standard, granulated	9 15 9 20
No. 1 yellow	8 65 8 70
Cheese, N.B., twins	0 25
Eggs, case	0 35 0 36
Breakfast bacon	0 40
Butter, creamery, per lb.	0 47
Butter, dairy, per lb.	0 43 0 44
Butter, tub	0 40 0 42
Margarine	0 32½ 0 33
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27½
American clear pork	61 00 64 00
Beef, corned, 1s	4 25
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont., case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 00
Peas, standard, case	4 00
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 19
Peaches, per lb.	0 19
Potatoes—	
Native, barrel	2 80 3 00
Onion, Bermuda	2 50
Do., Texas	2 75 3 00
Lemons, Cal., Messina, case	9 00
Oranges, California, case	6 00 9 00
Grapefruit, case	6 50 7 00
Pineapples	7 00 8 00
Bananas, per lb.	0 08 0 08½



PRODUCE AND PROVISIONS

Merchants Favor Eggs by Weight

Consensus of Opinion of Merchants From All Sections is That the Pound is the Most Satisfactory Unit For Selling Goods—Would Appreciate Government Action to Make it Compulsory to Sell by the Pound—Some Contrary Opinions

THE introduction of Government bill No. 19 to amend the Inspections and Salts Act, one of the provisions of which is the setting of a standard for a dozen eggs, but they shall weigh not less than a pound and a half, has given new interests to the question of the best methods of handling eggs. This regulation is unquestionably a step in the right direction, and in a measure safeguards the consumers' interests. On the other hand there are many merchants who think that the only way to sell goods is by the standard of the pound.

In order that some idea as to how the merchants of the country stood on the matter of selling eggs by the pound enquiries were sent to many merchants in different provinces of the Dominion; their answers are appended.

B. C. Merchants Favor Change

Charles Warren, Golden, B.C., is of the opinion that handling eggs by the pound instead of the dozen would be quite feasible. He has found that his customers often complain of the injustice of paying as much for small eggs as for large. With the modern computing scale he believes that it would be possible to change the system without difficulty and without loss and to the satisfaction of the customer. Mr. Warren notes in this connection that in that section almost everything is sold by weight, neither peck nor bushel being used.

Ashwell and Co., Chilliwack, B.C., are also convinced that the system would be an improvement and can see no difficulties in the way. "We think," they state, "that our customers both buying and selling would be satisfied."

Elsie Bruce Co., Entwistle, Alta., state that they make no difference between the price of large and of small eggs, but they believe that such a difference should be made. They think, too, that it would be quite a feasible practice, and that after a little their customers would be pleased with the change.

"Some would be very pleased, others doubtless would change the breed of poultry they were keeping. We consider there is ample grounds for making a

change and think buying by weight would be a step in the right direction."

Weight of Shell Would Make a Difference

Cahoon Bros., Cardstone, Alta., do not find that their customers object to small eggs, but they agree that eggs by weight would probably please their customers when they got used to the system, though they fear that the change would mean a loss to them. In commenting further on the matter they call attention to the fact that "Eggs differ. Some have a thin light shell while others have heavier ones. People want to buy the inside of the egg and not the shell. We find here that we have more trouble from large eggs than we do from small ones. Sometimes get them too large for egg carriers. We have always," they note, "sold bananas and potatoes by the pound and find it the best way."

A Contrary Opinion

James R. Kelly, Moosejaw, Sask., does not find any difficulty with small eggs, and he believes that the practice of weighing eggs would be neither convenient nor worth the trouble.

"I do not favor weighing eggs at all," he states. "Many of my customers buy them by the case of thirty dozen and they would think it a fool business. It is only a fad and it would be very expensive to handle. Customers are interested in getting eggs of good quality, as near new laid as possible. That is what a customer is interested in more than the weight."

Thinks Little to Be Gained

S. Whittaker, Briercrest, Sask., thought that with modern scales it would be quite possible to adopt the system, though with old fashioned scales it would be difficult.

"I can't see," states Mr. Whittaker, "that there is much to be gained in selling eggs by the pound. Undoubtedly it is the fairest way, but the customers seem well satisfied with the present method. The greatest objection would be the trouble in weighing them. If you attempted to weigh them in the scoop of your scale it would necessitate an extra handling which would cause more break-

age, or if you weighed basket and all, you would have to keep track of this weight until you emptied them and then deduct the tare. This would mean a lot of extra figuring, and more chance for errors. In selling eggs the way we do now I try to mix some large and small eggs in the dozen to even up, and the customers seem satisfied.

With bananas it is different, and in my opinion the only way to sell them is by the pound. As with the eggs I try to assort them, but it is more difficult, as there is such a difference in sizes on the same bunch. As a rule the customer is standing right there watching you and if she catches you putting in small bananas she will call you. Then a merchant never knows whether he is making money on bananas or not with the present method.

Bananas are the only things in which I would welcome the change from the dozen to the pound.

If All Merchants Governed by Same Rules

Schill and Ivens, Tramping Lake, Sask., find that their customers object to small eggs though they attempt to assort them so that everyone gets a fair treatment as possible. The system of weighing they consider would be quite satisfactory if eggs were bought by computing scale weight and sold by the case. Continuing they state: "We believe buying eggs or selling eggs by weight would be the proper way, providing all merchants had to follow this rule, otherwise your competitor may buy by the dozen, which would be more satisfactory in the eyes of some farmers.

The above argument would also apply to bananas."

Rorstein Bros., Mossbank, Sask., think that the selling by weight is the only equitable method of sale, for so the customers get what they pay for. "Such a system," they state, "if adopted all over the country would work out very satisfactorily and the customers would get value for their money."

Dixon Bros., Maple Creek, Sask., urge that the change to this system would take up more time, and that help being

scarce at the present time it is a change that should be left for more normal times, especially as the customer at present appears satisfied.

Must Be Inaugurated by Government Action

J. D. McArthur Co., Lac du Bonnet, Man., think that the scheme would be satisfactory if inaugurated by Government regulation, especially for the retail trade, but for buying in quantities they believe it would require special equipment.

Henry Cutfield, Gargrave, Man., does not think that his customers would favor such a change, though he believes that they might become accustomed to it.

Abram Honsberger, Beamsville, Ont., thinks that selling by weight is the only fair way. He thinks that his customers would take kindly to the change once they became accustomed to it.

R. B. Galbraith, Milton, Ont., is not in favor of the scheme. "The advantages gained, if any," he states, "would not pay for the extra trouble. The customer, he urges, under this system would be entirely in the dark as to what they would get for their money. He favors instead the maintaining of a standard weight for eggs and of then selling them by the dozen.

"Eggs coming into our store," Mr. Galbraith continues, "are of a standard size except possibly at some seasons of the year when a few pullets' eggs are offered. These certainly should be weighed and paid for as per standard weight per dozen."

F. C. Barkey, Toronto, does not know how his customers would take to the idea of buying eggs by weight but thinks that they would be satisfied. "I think," he continues, "that a law for the sale of such articles by weight would be of advantage to all concerned."

I. Brubacher, Elmira, states the case succinctly. There would be a difference of opinion, he states; the small egg man would kick, the others would be pleased.

Takes Twice as Long to Handle

Gorman & Co., Caledonia, Ont., favors the selling of eggs by weight, but urges the difficulty of buying in the same way.

"If eggs did not break it might be done, but it will cost twice as much to handle them by weight as by the dozen. To-day I weighed in to see how it would work. It took twice as long to put the eggs away as before."

E. A. MacDonald, Toronto, states that he does not think much of such a system.

W. H. Stodgill, Sutton West, Ont., states that he thinks it is the proper way to handle these goods. The consumer would get better value for his money, though the producer would probably do some kicking.

Three Reasons for the Change

E. F. Mason, Peterborough, Ont., strongly favors the system of eggs by weight. There are three good selling reasons:

1. Time saved in receiving a quantity of eggs.
2. No room for argument as to count, which is frequently the case.

3. There would be no culling over by the farmer or merchant, to the disadvantage of some.

James L. Hewson, Oakville, Ont., thinks that his customers would be tickled to death to adopt the system of eggs by weight. It is a system that should have been established long ago, he thinks.

T. Bowman, Ottawa, Ont., states: "I

think the present way of handling eggs is the best way. I think that in most cases the consumer gets the best of the bargain. I have sometimes weighed a dozen eggs for my own satisfaction and invariably find that they weigh two or three ounces over the standard."

A. E. Pickard, Bronte, Ont., considers that the change would be very satisfactory.

U.S. Packing Industry Under Regulation

Some Further Enlargements of the Regulations Receive Assent —Arrangements to Keep Prices Staple so That Production May Not Decline

The Special Committee appointed to investigate the United States meat packing industry has reported, and their report has been approved by the president. It provides in part as follows:

1. We recommend the continuation of regulation of the meat-packing industry by the Food Administration and do not favor governmental operation of the industry unless it should be found impossible to enforce regulatory measures.

2. The auditing of the packers' bi-monthly profit returns to the Food Administration and the installation of uniform phases of accounts by the Federal Trade Commission. The present regulation by the Food Administration as to maximum profits should be continued to July 1.

The Regulations

3. The packers should be required to report wholesale prices received for meat products, and the transfer value of the principal by-products from their meat departments should be furnished by the packers to the Department of Agriculture for publication in their market reports as the department may require.

4. The reports showing the wholesale prices of food dealers, now being made to the Food Administration, which includes the wholesale prices made by packers' branch houses, should be given local publicity to consumers.

5. The stockyards should be placed under license and regulation by the Department of Agriculture.

1. The Food Purchase Board should extend its activities to the co-ordination of the purchase of packing-house products by all official agencies.

Price Must be High Enough to Ensure Production

2. It must be recognized that the meat purchases thus co-ordinated through the Food Purchase Board during periods of sparse marketing or during periods of extreme production broadly influence market levels in meat and in animals, and at such times as they do influence prices they should be made in accordance with economic conditions as they affect both producers and consumers, and at prices on one hand sufficiently stimulative to insure production at a point neces-

sary to furnish supplies of meat during the war period, and, on the other hand, at such ranges as will prevent extortionate prices to the consumer. The packers' profits should be controlled so as to prevent excessive charges.

In Regard to the Retailer

1. It is desirable, however, that an investigation should be made of the conditions of the retail trade with view to determination of some constructive effort that may be made in retail distribution, and it is recommended that a committee should be created for thorough investigation of and recommendation upon the subject.

MACKEREL AS A TIMELY FISH

The "schools" of mackerel are just about due to arrive off the Nova Scotia coast and these will be available by the trade for the next several weeks. They come to the schooling grounds much the same as do sardines, herring, etc.

Last year there was a good run of these and the supply was large. The Canadian demand for them was indeed not equal to the supplies available and large lots were salted and exported. This season it is expected that there will be a good catch and CANADIAN GROCER was informed this week that if the trade would ask for these they would be able to supply their customers with a most palatable and nutritious fish which would be acceptable to the consumer and generally appreciated.

"Mackerel is a fish the food value of which is not fully appreciated in Canada. In the United States it is different. There the trade has been cultivated and for mackerel there is a large outlet, the consuming public enjoying it and more fully realizing its value. For with its use the consumer gets a wholesome food, the fats found in only certain parts of other fish now popular being distributed throughout the flesh of the mackerel in a different manner. This makes it desirable and the food value is large."

Mackerel, while making a pleasant change in the dietary can be laid down and sold to the trade at around 15c per pound, CANADIAN GROCER was informed. In some instances it might be sold even for less.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

FEATURING otherwise rather quiet markets during the week is the decline registered in live hogs of \$1 per cwt., with the possibility of even lower levels being reached before the week is out. The market in the United States has declined and buyers are endeavoring to more nearly equalize prices. There has been little revision in dressed meats, and the demand is reported light.

Butter has held unchanged, and whereas an easier tone was noticeable early last week, the tendency was towards a stiffer market later, and the outlook for the present week seems somewhat uncertain. Very good quantities are coming to hand and sales are quite satisfactory.

The egg situation is considered weak. This is not revealed in prices to the trade but is a general feeling in respect to prevailing conditions. Storing operations will, it is thought, be practically completed in another week's time. The consuming demand is good, and very good supplies are reaching the markets.

A very free movement of fish is reported from all sources. Stocks have been coming along a little more liberally, and declines are noted in trout and whitefish. Mackerel has also registered a substantial drop. Pike, mullets and shad are among the new arrivals.

Hog Markets Easy; Cured Meats Up

Montreal.

PROVISIONS.—The weaker tendencies of the hog market as reported from various points prevail here. As stated to CANADIAN GROCER by one of the large abattoirs: "If the demand for hogs was large there would be a very short supply, but the trading is very light." So, as this indicates, it is not because supplies have improved that prices are ruling with a weaker undertone, but rather because for pork there is a limited trade just now. On the other hand there is a good volume of business for cured meats and prices have firmed, all boiled and roast lines advancing here two cents per pound. Live hogs still are selling at \$20 to \$21 live weight according to weight and quality.

Hogs, dressed—		
Abattoir killed, small, 65-99 lbs.	29 50	30 00
Do., heavy, 225-275 lbs.		28 00
Hogs, live	20 00	21 00
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Backs—		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 27½	0 29½
Long clear bacon, small lots.	0 29	0 30
Fat backs, lb.	0 29½	0 28½
Cooked Meats—		
Hams, boiled, per lb.	0 50	0 52
Hams, roast, per lb.		0 50
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		\$60 00
Clear fat backs (bbl.)		61 00
Short cut clear pork (bbl.)		60 00
Bean pork (bbl.)		54 00
Heavy mess pork (bbl.)		55 00

Normal Conditions Prevail for Lard

Montreal.

LARD.—There is very little change in the position on lard. Sales are made on an unchanged basis. Demand from the usual sources is maintained on a normal basis and is of a routine character. The receipts for the past week were only 1,799 packages as compared with 4,307 packages received a year ago.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 32
Tubs, 60 lbs.	0 32½
Pails	0 32¾
Bricks, 1 lb., per lb.	0 34

Shortening Sales Somewhat Restricted

Montreal.

SHORTENING.—While there is probably no abatement of the demand for shortening there is notwithstanding a feeling that consumption is already less and will be so because of the newly-imposed restrictions as to its use by the confectioners and bakers. At the moment there is ample stock for trade needs which are being supplied at unchanged prices.

Shortening—	
Tierces, 400 lbs., per lb.	0 26½
Tubs, 60 lbs.	0 26¾
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 28

Margarine Supply is Bought Oftener

Montreal.

MARGARINE.—In view of the warmer weather conditions now prevalent everywhere there is more care in the selection of margarine stocks. Some are depend-

ing upon their jobbers' stock and as his facilities for handling are of the best orders are placed more frequently by the trade but in smaller volume. Prices have been held without change although the feeling is somewhat easier, if anything.

Margarine—

Prints, according to quality, lb.	0 29½	0 31½	0 34
Bulk, according to quality, lb.	0 28½	0 30½	0 31½

Generally Believed Butter will be High

Montreal.

BUTTER.—The butter situation indicates a probable maintenance of its present price. This has developed through the past week or ten days for there was a feeling that with such heavy production there would be even lower prices. The demand for export is heavy and a great deal of the supply is thus utilized. The home demand is large too and in view of these two factors some are of the opinion there will be little reduction in to-day's quotations. As much as 43¼c was paid in the country last week. When offers are made there is a general picking up of quantities so that the conditions are healthy and point to a steady market for the immediate future at least.

Butter—

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

Ordinary Demand for Cheese is Good

Montreal.

CHEESE.—There is much activity throughout the country at producing points and deliveries are now being made freely. Sales were made in many sections at higher prices and the tendencies are quite firm. The season has gotten away now to a good start and the receipts show improvement when comparisons are made. Thus the number of boxes received at Montreal for the week ending June 1, 47,033, are 2,907 more than they were for the comparative week last year and 19,303 greater than for the week preceding, this year. For the present trading in general is good at full prices, but these are without any change.

Cheese—

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

Eggs Are Easier; Demand Healthy

Montreal.

EGGS.—As has been consistently pointed out in the columns of CANADIAN GROCER for several weeks the egg market is easier and prices as low

as 32c were named at Prince Edward Island shipping points during last week. The general country buying price now is 34c. Production seems to have been quite well maintained although there has been some falling off reported from a few points. Some storing is still going on here. Little encouragement has been given to export trade to date owing to lack of shipping, but recent enquiries from abroad for quotations would seem to indicate that some space may be available for this purpose in the near future. Receipts at Montreal are still very good, those for the week ending June 1 being 16,746 cases and the same for the comparative week last year being 17,409. Local demand is maintained on a healthy basis.

Eggs—	
Selects	0 45
No. 1, candled	0 40
New-laid	0 42
No. 2	0 38

Broilers On Market, Also Some Ducklings

Montreal.
POULTRY.—The feature of the week was the arrival of some broilers and also of some ducklings. The broilers were very small and weighed from one to one and one-half pounds, selling at around 60c. The ducklings were very choice in some cases and those eight weeks old sold at from 48c to 50c each. The market in live poultry is somewhat easier but this is not marked as yet because the general demand for all the poultry which can be secured is good. No frozen ducks are now to be had and it is much the same with regard to frozen poultry, the demand having pretty well absorbed stocks.

	Live	Dressed
Young ducks, lb.	0 45-0 50	
Turkeys (old toms), lb.	0 28-0 38	
Turkeys (young)	0 40	
Geese	0 30	
Old fowls	0 30-0 32	0 35-0 36
Chickens (milk-fed)	0 39-0 40	
Roasting chicken		0 37

Lobster Demand Good; Fish Prices Easier

Montreal.
FISH.—There is much relief with regard to the delivery of certain fish both from sea and lake points. This has had the effect of reducing prices and many revisions are made downward. Haddock and codfish are now to be had freely and prices are favorable. Mackerel is freer and the tendencies indicate a freer movement of this and other fish for some time. Gaspereaux are available but prices are still high. Halibut from both western and eastern points are not over plentiful but the stocks arriving are quite ample for the existing demand. The lobster season is very active and has been a very good one, owing to prices prevailing being reasonable.

SMOKED FISH.		
Haddies (fresh cured)	0 12	0 13
Haddies (frozen)	0 12	0 13
Haddies, fillet	0 16	0 18
Smoked herrings (med.) per box	0 23	0 24
Smoked cod	0 12	
Blosters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 15

SALTED AND PICKLED FISH.

Haddock (per bbl.)	10 00	
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), 1/2 bbls.		6 75
Herring, No. 1 lake (100-lb. keg)		5 25
Salmon (Labrador) per bbl.		24 00
Do., tierces		33 00
Salmon (B.C. Red)		25 00
Sea Trout, red and pale, per bbl.	18 00	20 00
Sea trout (1/2 bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)		14 00
Green Cod (large bbl.)		15 00
Green Cod (small), lb.		0 06 1/2
Mackerel, No. 1, per bbl.		22 00
Mackerel (1/2 bbls.)		15 00
Codfish (skinless), 100-lb. box		12 50
Codfish, 2-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.		0 15
Codfish, boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box		2 20
Eels, salted		0 12
Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 00	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (80-lb. boxes)		0 16
Cod, dry (bundles)		10 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 25
Lobsters (boiled), lb.	0 18
Prawns, lb.	0 30
Shrimps, lb.	0 26
Scallops	3 50

REGULATIONS COVERING SECURING SUPPLIES ONTARIO GOVERNMENT FISH

The Ontario Government Department of Game and Fisheries, sales branch, has asked the different cities, towns and villages throughout the province to appoint dealers to act as distributors for the Ontario Government fresh water fish. The local council may appoint as many dealers as they see fit, the appointments being ratified by the Department. Only dealers so appointed can secure supplies from the wholesale distributors of government fish.

The prices named elsewhere on government fish are for goods delivered to local station. Express charges are paid by dealer receiving same, but when remitting to wholesale distributor express voucher may be included as part payment.

The selling prices to the consumer are for whitefish, trout and pickerel, 15c per lb.; for pike, 12c per lb.; for herring, 11c per lb.; for mullets, 8c per lb.; for sturgeon, 30c per lb. If fish are delivered or cleaned local dealer has option of adding 2c per lb.

OYSTERS—	
Ordinary, gal.	2 25
Malpeque oysters, choice, bbl.	10 00
Malpeque oysters (med.) bbl.	9 00
Cape Cod shell oysters, bbl.	14 00
CAPE COD SHELL OYSTERS—	
5 gal. (wine) cans	10 50
3gal. (wine) cans	6 50
1 gal. (wine) cans	2 25
Oyster pails (pints), 100	1 50
Oyster pails (quarts), 100	2 10
Clams, med., bbl.	9 00
Clams (med.), per bbl.	9 00

FRESH FROZEN SEA FISH.

Herring, large sea, lb.	0 09
Herring, frozen lake, lb.	0 06
Halibut	18 19
Halibut (medium)	20
Haddock	08 09
Mackerel	0 14 0 18
Cod—Toms	3 00
Cod steak, fancy, lb.	09 1/2 10
Salmon, Red	18 1/2 20
Salmon, pale	14 1/2 15
Salmon, Gaspereaux	26

FRESH FROZEN LAKE FISH.

Pike, lb.	0 09 1/2 0 11
Perch	0 12 1/2 0 13
Whitefish, lb.	0 12 1/2 0 13

Whitefish (small)	0 09 1/2	0 12 1/2
Lake trout	0 18	0 19
Eels, lb.		0 12
Doree	0 12 1/2	0 13

FRESH FISH

Barbotte	0 14	0 15
Haddock	0 07	0 08
Steak cod	0 10	0 11
Market cod		0 06 1/2
Carp	0 09	0 10
Dore	0 16	0 17
Lake trout	0 19	0 20
Brook trout	0 35	0 37
Pike	0 12	0 13
B. C. Salmon	0 26	0 28
Salmon (Qualla)		0 13
Gaspereaux, lb.		0 06
Gaspereaux, each		0 04 1/2
Gaspereaux herring (100)		3 50
Western Halibut	0 23	0 24
Eastern Halibut (chicken)		0 18
Eastern Halibut (med.)		0 22
Flounders	0 08	0 10
Perch		0 09
Bullheads		0 15
Whitefish	0 18	0 19
Whitefish (small)	0 09	0 09 1/2
Eels		0 14
Mackerel, lb.		0 15
Smeits, No. 1	0 18	0 19
Smeits, No. 2	0 11	0 12
Smeits, No. 1 large		0 24

Hogs Record Big Decline

Toronto.
PROVISIONS.—A decline of \$1.02 per cwt. in live hogs, with indications of further declines featured the situation early in the week. Quotations nominally may be given at \$19.00 with \$18.75 and even \$18.50 per cwt. in sight. The run is rather inclined to be light and this is reflected in other lines as well. Dressed meats show little change over last week's quotations as will be noted in prices shown below.

HAMS—		
Medium	0 37	0 38
Large, per lb.	0 29	0 33
BACKS—		
Plain	0 43	0 48
Boneless, per lb.	0 46	0 50
BACON—		
Breakfast, per lb.	0 39	0 43
Roll, per lb.	0 33	0 36
Wiltshire (smoked sides), lb.	0 37 1/2	0 42 1/2
DRY SALT MEATS—		
Log clear bacon, lb.	0 29 1/2	0 30 1/2
Fat backs		0 32
COOKED MEATS—		
Hams, boiled, per lb.	0 48	0 50
Hams, roast, without dressing, per lb.	0 48	0 51
Shoulders, roast, without dressing, per lb.	0 43	0 45
BARREL PORK—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	61 00	63 00
Pickled rolls, bbl., 200 lbs.	56 00	58 00
HOGS—		
Dressed, 70-100 lbs. weight.	28 00	29 50
Live, off cars		19 25
Live, fed and watered		19 00
Live, f.o.b.		18 25

Quiet Prevails in Shortening Market

Toronto.
SHORTENING.—In line with the season, a rather quiet tone is to be noted during the week. Supplies are reaching the local market in sufficient quantities to take care of the demand, but there is little surplus accumulating. Prices have held firm and unchanged.

Shortening, tierces, 400 lb., lb. 0 26 0 26 1/2
In 60-lb. tubs, 1/2-1/2c per lb. higher than tierces; pails, 1/2-1/2c higher than tierces, and 1-lb. prints, 1 1/2-1 1/2c higher than tierces.

Lard Shows Little Movement; Easier

Toronto.
LARD.—As far as demand is concerned, there is little apparent at present, and the run of hogs being light, there is practically no surplus being provided. Prices show a slightly easier tendency and quotations below are 1/2c below figures of last week.

Lard, pure, tierces, 50 lbs., lb... 0 30 0 31 1/2
 In 60-lb. tubs, 1/4-1/2c higher than tierces;
 pails 1/4-1/2c higher than tierces, and 1-lb. prints,
 1 1/4-1 1/2c higher than tierces.

Demand Only Fair for Margarine

Toronto.
MARGARINE.—Little that is new has developed in the situation during the week. Only a fair movement is reported and no change in prices has been noted.

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

Butter Seems Rather Uncertain; Holds Firm

Toronto.
BUTTER.—There is rather an unsettled tone to this market. Prices which showed signs of easing early last week stiffened again and there seems rather an element of uncertainty ruling just at present. Fresh made is coming to hand in fairly liberal quantities. Dairy butter is still scarce, comparatively little being offered and prices holding firm. Prices generally are unchanged on the following basis.

Creamery prints, fresh made.... 0 44 0 47
 Creamery solids, fresh made.... 0 43 0 46
 Dairy prints, choice, lb. 0 38 0 40
 Dairy prints, lb. 0 34 0 36

Eggs Show No Change; Tone Weak

Toronto.
EGGS.—The tone is rather weak though this has not revealed itself to any extent in the actual marketing of these to the trade. Receipts continue in fairly liberal quantities and all surplus are being put into storage. It is expected another week or ten days will practically complete storing operations. Quotations follow:

Eggs—
 New-laid, in cartons 0 40 0 44
 Do., loose, doz. 0 39 0 40

Normal Conditions Prevail in Cheese

Toronto.
CHEESE.—The situation is normal, and new developments are not looked for in this commodity. Some local boards throughout the country show a little higher buying price but the export price of 23c holds, with prices to the trade in line with this figure.

Cheese—
 New, large 0 23 0 24
 Old, large 0 24 0 25
 Stilton (new) 0 26 0 27
 Twins, 1/4c lb. higher than large cheese. Trip-
 lets 1/2c lb. higher than large cheese.

Poultry in Fair Demand; Receipts Light

Toronto.
POULTRY.—Prices hold firm and unchanged during the week with nothing new otherwise to report. A very good demand for both fresh and storage stocks is apparent though receipts of live fowl continue light.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$.....\$0 30	\$.....\$.....
Turkeys	0 25-0 28	0 30-0 35
Roosters	0 20-0 25	0 22-0 24
Hens, over 5 lbs.....	0 28-0 30	0 29-0 30
Hens, under 5 lbs.....	0 25-0 28	0 25-0 30
Chickens, Spring	0 04-0 50	.....0 50
Squabs, dozen	4 50	.....

Prices quoted to retail trade:

Hens	0 28	0 37
Chickens, Spring	0 60	0 70
Ducks	0 30	0 34
Turkeys	0 36	0 40

Trout and Whitefish Easier; Demand Good

Toronto.
FISH.—Very good supplies of all lines of fish are reaching the local market and a splendid demand is reported. A somewhat easier tone is noted in mackerel now selling at 12-14c per pound, steak cod at 9-10c; herring at 8-9c; and whitefish and trout are each down 1c per pound. Fresh shad are now being offered and pike and mullets are two other lines now selling. Prices range as follows for all lines.

SMOKED FISH.

Haddies, per lb., new cured.....	0 12	0 13
Chicken haddies, lb.	0 11	0 12
Haddies, fillets, per lb.	0 15	0 17
Finnan haddies, lb.	0 12 1/2	0 13
Kippered herrings, per box.....	1 75	2 00
Digby herring, skinless, 10-lb....	2 25	.....

PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks.....	3 40	.....
Acadia cod, 12-2-lb. blocks	4 25	4 50
Strip cod, lb.	0 12	0 16
Quail on toast, 24 1-lb. blocks, lb.	0 12 1/2	0 13
Skinless cod, 100-lb. boxes, lb.	0 11	0 12
Halifax shredded cod, 24s.....	2 20	.....
Salt Mackerel, kits, 20 lbs.	3 00	.....
Labrador salt herring, barrels....	.....	.....
Do., half barrels	5 50	6 00
Herring, pickled, keg 100 lbs....	6 00	.....

FRESH SEA FISH

Brills, dressed, lb.	0 10	.....
Cod, steak, lb.	0 09	0 10
Do., market, headless, lb.	0 09	.....
Flounders, lb.	0 08	0 10
Flukes	0 15	.....
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, lb.	0 07	0 08
Herring, lb.	0 05 1/2	0 06
Mackerel	0 12	0 14
Plaice, dressed, lb.	0 10	.....
Sea Bass	0 18	.....

SHAD—

Bucks	0 20	.....
Roes	0 25	.....
Soles, dressed, lb.	0 10	.....
Salmon, Red Spring, lb.	0 25	.....

FRESH LAKE FISH

Herring, lb.	0 08	0 09
Trout, lb.	0 14	0 15
Whitefish, lb.	0 15	0 16

Ontario Government Fish

Herring	0 08 1/2	.....
Mullets	0 05	.....
Pickrel	0 11 1/2	.....
Pike	0 09	.....
Sturgeon	0 20	.....
Trout	0 11 1/2	.....
Whitefish	0 11 1/2	.....

WEEKLY MARKET REPORTS

Continued from Page 41.
 near the extent they formerly did, and jobbers have rather big stocks that were bought away back.

Barley—
 Pearl, 98-lb. bags, per bag..... 7 25

Pot, 98-lb. bags, per bag	5 15
Beans—	.....
Lima, Manchurian	0 17
Fancy white, bushel	6 50
Peas—	.....
Split, 98-lb. bags, per bag	10 55
Whole, yellow, soup, 2 bush.	.....
bags, bush.	4 50 5 00
Whole, green, lb.	0 11 1/2

Another Advance in Price of Matches

Winnipeg.
MATCHES.—The second advance to take place within a very short time occurred this week, amounting to about 10 per cent. above the new prices.

Canned Goods Selling in Western Canada

Winnipeg.
CANNED GOODS.—There is a splendid demand for all lines of canned goods, and the only trouble is getting them out to the trade fast enough.

Jobbers Warn That Rice is Advancing Again

Winnipeg.
RICE.—The market continues very firm, and the retail trade are warned that prices are bound to be higher before very long. Jobbers are to-day quoting prices as low as rice is costing them to buy. Tapioca and sago also continue firm.

Mills Now Pushing White Corn Flour

Winnipeg.
FLOUR AND FEED.—There is no change in the price of flour. The mills are endeavoring to curb shipments of wheat flour as far as possible. They have agreed with the Western representative of the Food Controller to stock white corn flour at all the principal distributing centres from Fort William to the coast. They will advertise corn flour as a substitute for wheat, not only for bake shops, but also for the homes. In order to keep down the price of corn flour to as near the price of wheat flour as possible, the mills have agreed to handle this on a profit of only 2 per cent. over the purchase price.

ROLLED OATS.—The demand for rolled oats is still very small, and the supply of oats on hand continues to increase. The price of bulk oats now varies from \$4 to \$4.30. Packages still remain at \$5.65. Price of cornmeal is now down to \$5.65.

Govt. Standard Flour—

Cash carload price	10 50
To bakers and flour and feed dealers	10 50
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots.....	10 70

Cereals—

Rolled oats, 80s	4 00 4 30
Rolled oats, pkgs., family size	5 65
Cornmeal, 98s	5 60
Oatmeal, 98s	5 50

Feeds—

Bran, per ton	30 80
Shorts, per ton	35 80

AGENCIES WANTED.

SALESMAN COVERING QUEBEC CITY AND
 District is open to book several side lines, visiting grocers, butchers, druggists, restaurants.
 S. G. G., 384 Valier St., Quebec.

Back Bacon

Skinned Backs
 Boned Backs
 Backs in Casings
 Sugar Cured, Mild and
 Sweet.

These furnish a delightful change from Ham and Bacon.

F. W. FEARMAN CO.
 Limited
 HAMILTON

More Fish, Less Meat

Save the Meat for our Soldier
 Boys in the Trenches

Encourage the Government in the good work of solving the food question. This can only be done by installing a good FISH BOX for storage of same.

FREEMAN'S FISH BOX



Complies with the Government requirements. Easily moved and an attractive fixture, finished in WHITE ENAMELLED or MISSION. Built on the same STANDARD as our REFRIGERATORS. We can build them CHEAPER, but we won't. We would build them BETTER, but we can't.

Do not neglect to write to-day for C A T A LOGUE showing F I S H BOXES, sent free.

Manufactured by

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

MONTREAL — David H. H. Neil, 16 Notre Dame St. E.
 Uptown 8547

TORONTO—114 York Street, near King

Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

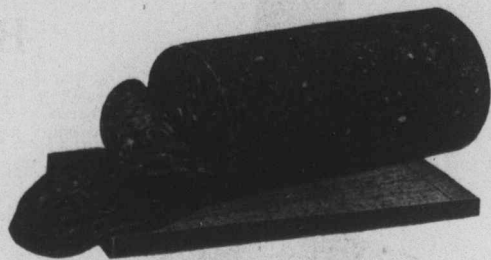
Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue
 TORONTO

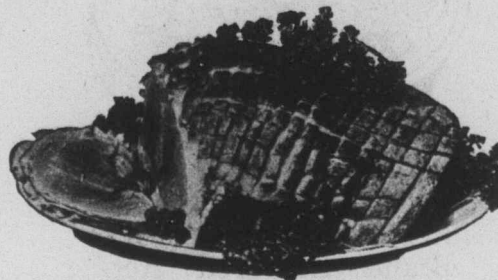
Summer days call for products like these—

HERE are delicious cold-luncheon treats for Summer days that will especially appeal to your customers just now. For the table or for the picnic basket they are equally suitable, and you will find them good sellers. No occasion to complain of dull times if you feature these trade-building lines in your store.



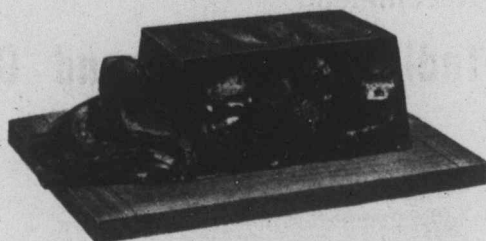
Davies Cooked Pressed Pork

Made from tender, lean trimmings (the choicest products of the hog), delicately seasoned and cooked in cylinder form. A good, steady trade-bringer to the dealer.



Davies Roast Pork

Savory roasts of choice pork (shoulders and hams), with or without dressing; cooked to perfection. A genuine quality line suitable for cold lunches or sandwiches. Very popular with the trade.



Davies Jellied Lunch Tongue

Made from tender pork tongues, mild cured and seasoned just enough to tempt the palate. Sells at a reasonable price, and shows a just profit to the dealer.



Davies Pork and Tongue

This product possesses the tastiness and appetizing qualities of tongue, while selling at the low price of other jellied meats. A splendid seller and every slice saleable.

We carry a full line of Cooked and Jellied Meats and shall be glad to quote you prices, either by mail or through our travelling representatives.

THE DAVIES COMPANY LIMITED

Montreal

TORONTO

Hamilton

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

BRUNSWICK BRAND KIPPERED HERRINGS



Recommend Brunswick Brand Kippered Herring confident that the unstinted good quality of this delightful sea food will win instant favor with the most particular.

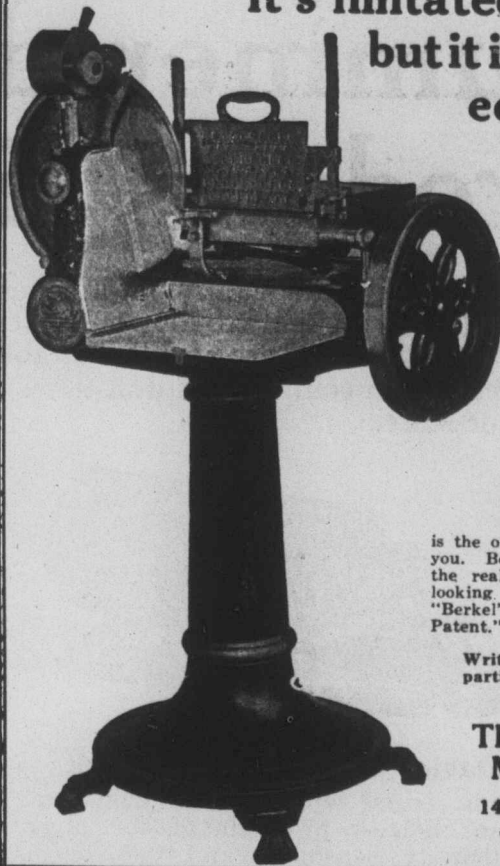
Brunswick Brand Kippered Herrings come to you in cases of 4 doz. No. 1 tins.

Before ordering look over the appended list of other Brunswick Brand lines and see which particular one you are short of.

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

Connors Brothers
Limited
BLACK'S HARBOR, N.B.

It's imitated—yes,
but it is never
equalled



Mr. Dealer, you want a meat slicer. Why not instal one that you can depend upon for efficient service and one that will add to the dignity of your store besides.

**The
Van
Berkel**

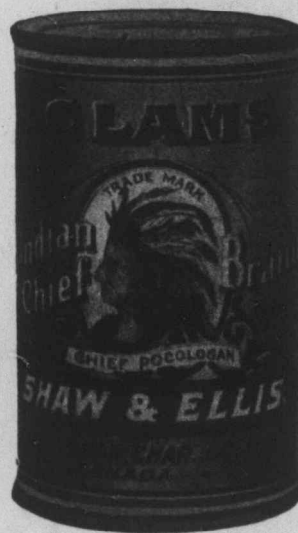
is the one best slicer for you. Be sure you've got the real Van Berkel by looking for the name "Berkel's Improved Patent."

Write to-day for particulars.

**The Hobart
Mfg. Co.**
149 Church St.
TORONTO

Recommend

Indian Chief Brand Clams



They merit your recommendation.

They are sweet, pure and wholesome; put up and sealed without solder or acid the very day they are taken from the beds.

Discriminating people prefer Indian Chief Brand to any other. Grocers who sell quality first always find it worth while to push this delicious line.

The profits are worth getting. Are you showing Indian Chief Clams?

SHAW & ELLIS
POCOLOGAN, N. B.



Save Food! We can Help You
Do not let Food Spoil This Summer

Food represents Life and Money—two main essentials in the world's present struggle. Employ every available means of conserving food. It is our supreme duty at home to feed our heroic Armies in the Field—and feed them well.

We are now in a position to co-operate with you in conserving perishable food in the most effective way. We invite every merchant to take full advantage of our offer to install one Refrigerator only, in every retail store in the Dominion, **ON TERMS TO SUIT THE PURCHASER.**

Our large new plant enables us to make this offer. Our equipment is equal to the undertaking. This offer will last only during the early summer months while needed conservation can be effected.

The Eureka Refrigerator needs no introduction, having been in use for over 30 years from coast to coast. It has a nationwide reputation for economy of ice, preservation of perishable food, and will keep meats longer (in an unfrozen state) than any discovery known to science.

EUREKA REFRIGERATORS are made all sizes for all purposes.

Write, telephone or call upon us for catalog and full information.

Yours truly,

EUREKA REFRIGERATOR CO., LTD.,
 per General Sales Manager.

11 Colborne St. Phone Main 556 Toronto

Branches: Jas. Rutledge, 2608 Waverley St., Montreal; J. H. Galloway, 194 Main St. E., Hamilton; Geo. Bonnycastle, Winnipeg; Walter Woods & Co., Winnipeg, Man.

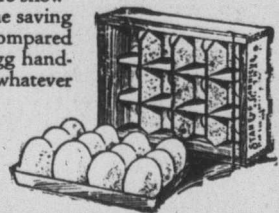


Then in order to secure the greatest profit, save most in time and trouble, you need

The Star System for Safe Egg Handling

63% of your Brother Grocers unhesitatingly recommend it as the most satisfactory system of egg delivery ever devised. Why not let us show you the extra profit it will effect when applied to your business?

FREE—A survey of your store showing you in dollars and cents the saving the *Star System* will effect as compared with your present method of egg handling. There is no obligation whatever and incidentally it may save you hundreds of dollars yearly.



STAR EGG CARRIER & TRAY MFG. CO.
 1620 Jay St., Rochester, N.Y.

Do you need a good man?

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

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

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

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

Send along your ad. to-day.

The Canadian Grocer
 143-153 University Ave., Toronto

It
Repeats!
Holbrook's
Imported
Worcestershire
Sauce

Its quality appeals to particular people.

You can still procure your supplies at pre-war prices.

Here are some other first-rate lines we offer:

Imported English Malt Vinegar, Sardines, French Olive Oil and Custard Powders.

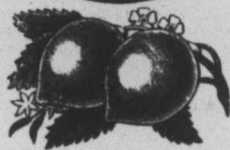
A big
Summer Seller—

ROSE'S
LIME JUICE

Just as popular now as it was fifty years ago when it set the quality standard in good temperance drinks.

Once your customers know you sell Rose's Lime Juice your stocks will keep moving maker.

Rose's is a good profit-briskly.



Dominion
Agents

Holbrooks, Ltd.

Toronto and Vancouver

Canada's Food Board License No. 5-468

Manager Wanted
\$50,000 Salary

A STRONG man—a tactful man—a man who will create sympathy and respect and support for the greatest factor in the upbuilding of Canada. A man who will curb the few selfish, the grafters, and the offensive combines which exact exorbitant profits, and bring the 95 per cent. decent Canadian manufacturers into disrepute, subjecting them to unfair and confiscatory legislation. A man who will work in unity with the press of the country, with the farmers, trade unions, and various journals, and finally and most important of all—a man who will organize Canadian industry for the greatest possible output of the best quality goods. Such a man can do more than any other to make Canada permanently prosperous. Such a man, says THE FINANCIAL POST of June 1st, should be secured as Manager of the Canadian Manufacturers' Association. You will find the article containing this and other powerfully constructive thoughts on page 1 of THE POST now on sale.

Know Canadian Affairs

News of Canadian Securities forms an important feature of THE FINANCIAL POST every week. In addition to the fifteen columns of the June 1st issue devoted to this department the following up-to-the-minute business articles appear:

- Policy.
- Milling Company Report Not Made on Business Basis.
- Banks Prepare for Abnormal Domestic Needs.
- Maintenance of Foreign Trade a Necessity.
- Canadian Merchants Current Loans Millions Higher.
- Effect of Victory Loan on Canadian Banks.
- Facts From Experts as to Frost Scare in West.
- Outlook for Record Crop Not Impaired.
- Bank Clearings Show Big Falling Off.
- Drain on Bank Staffs Continues.
- Housing Question Acute in East: Remove Restrictions?
- A Brighter War Outlook and Why. (By Lt.-Col. J. B. Maclean.)
- How the Farmer Looks on High Tariff

These are only a few of the headlines. THE POST is packed full of valuable business information as you will find if you send for a sample copy, or better still a trial subscription using this form:

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price (\$3.00 per year, or \$1.00 for four months' trial subscription) on receipt of bill.

Name

Address

C.G. 6A.



As Food and Dessert

Junket Tablets have a ready sale, both for making food for the little ones and for making delicious desserts for grown-ups. Junket is served plain or with fruit, berries, nuts, etc., and it also make better, smoother ice cream.

Junket
MADE with MILK

Known and used by physicians and nurses everywhere and recommended by them for many years.

Sold in packages of 10 Tablets. Retail at 12c, with a substantial profit.

Advertised in leading Canadian magazines that cover the Dominion.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada





Keep *Sani-Flush* before the eyes of your customers. Many of them have been convinced by the manufacturer's advertising that they need

Sani-Flush

They will buy it as soon as you let them know you handle it.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul Street, Toronto, Ontario

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



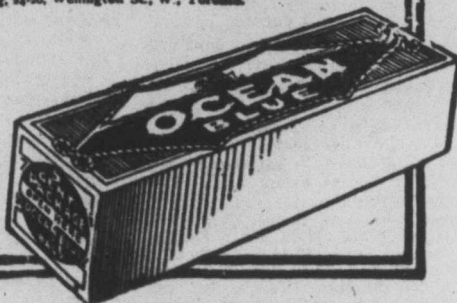
We are offering the best value in Rice on the Canadian market to-day.

OCEAN BLUE

stands for all that is implied in the word "QUALITY." And quality too at a popular price. No Grocer has regretted stocking OCEAN BLUE since his customers came to know the 5c. "OCEAN" quality.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Geay Building, 24-26, Wellington St., W., Toronto.



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

CENTURY SALT



---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

THE DOMINION SALT CO LIMITED
SARNIA, ONT.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. - - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

Y & S

STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

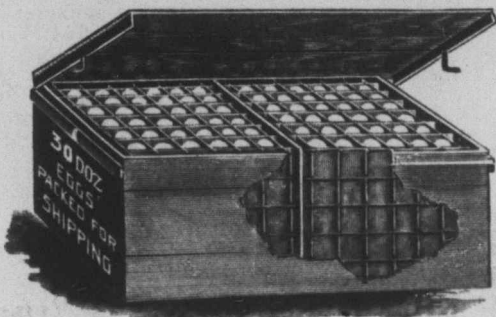
in any form.

Made in Canada by

National Licorice Company

MONTREAL

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - - - MONTREAL, CANADA

QUOTATIONS FOR

PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65

PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

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

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

JAMS

DOMINION CANNERS, LTD.

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

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

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

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

BAKE DBEANS WITH PORK

Brands—Canada First, Simcoe Quaker

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

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 65
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 10
80's Tin or Wood, one pail crate, per lb.	0 10

BLUE

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

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

COCOA—	
Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, 1/4-lb. tins, doz.	2 45
Perfection, 1/2-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb. (Unsweetened Chocolate)	87
Supreme Chocolate, 12-lb. boxes, per lb.	36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	90

SWEET CHOCOLATE— Per lb.

Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 40
Diamond Chocolate, 7's, 4-lb. boxes	1 --
Diamond, 6-lb. boxes	30
Diamond, 1/4's, 6-lb. boxes	0 30

CHOCOLATE CONFECTIONS—

	Per doz.
Milk medallions, 5-lb. boxes	0 30
Nonpareil wafers, 5-lb. boxes	0 28
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 80
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

Lowering the Cost of Getting Orders

THEY were talking about the high cost of getting orders—were Brown and Jones. They were agreed on some things: train service was interfering with ability of salesmen to call on as many as formerly; hotel bills were adding heavily to the weekly expenses of salesmen; congested freight and express service was interfering with quick deliveries; salaries of men were going up; labor of all sorts, as well as materials, was becoming higher-priced.

Then Brown said: "I am giving a good deal of thought to the training of my salesmen. I am endeavoring to make them produce more business—to sell more goods, and to reduce the number of futile calls. I notice that they are giving much attention to this subject in the United States, and that in Canada some firms are paying serious attention to this matter of better salesmanship."

"What are you doing?" said Jones.

"Well, I haven't done a great deal so far, for I am in the initial stages of my studies. But one thing I have learned: it is that my men haven't been analyzing the causes of their failures to make sales. I can't blame them, for I myself haven't troubled myself to dig into this phase of the selling game. Now I am asking myself and my men—Why the failure to get the order?"

"I have discovered a good deal. One thing is that my men haven't known enough about the goods they took out to demonstrate them convincingly. This is largely our fault. So we are using time and printed matter to make our men know exactly what they have to offer.

"Another thing we have had impressed on us is that our men haven't been approaching their prospects always in the best way. They have been too keen to sell rather than to serve.

"I saw a thing the other day that is good—by a man named Casson. He said the average salesman's method was 'Talk—Argue—Compel.' As against this, he recommended: Listen—Agree—Oblige.

"What he means is that the salesman must get on the side of the buyer if he is to have best results. And so I am doing something to get my men trained to acquire the point of view of the man they canvass—this first. When a salesman postpones his sales talk until he has won the interest and attention of the prospect, he is in a much more favorable position to put across his proposal.

"I read recently an advertisement of the FINANCIAL POST in which it told of Frank Mutton, President of the International Business Machines Company, in which he said that he has subscribed to THE POST for each of his salesmen in order that they may be well informed about business conditions and affairs in Canada—this as an aid in making sales. The idea, I infer, is to make his men quick to get the point of view of the men they are to canvass—to become possessed of a kind and

amount of information which will enable them to make themselves interesting to prospective buyers of time-recording machines.

"Now, I have known Mutton for many years—known him to be a super-salesman. In subscribing to THE POST for his salesmen, I saw one of his methods—secrets, if you like. So I got THE POST myself to see how my men could make use of it for the same objects.

"I have subscribed to THE POST for 4 months at the cost of a dollar per salesman, and I have been having my men report to me in writing just how they are finding THE POST useful to them. They read THE POST with one question uppermost: What item or article in this issue can be used by me to help me make sales?"

"I want to tell you, Jones, that I am delighted with the experiment. The minds of my men have been stimulated. They are 'cashing in' on what they read. They relate certain items or articles to certain prospects, and they are approaching their customers with greater confidence, greater art, and with more persistency, born of a surer knowledge of how our product is worth the other man's consideration and purchase.

"My men are bringing in more business, and this offsets the increasing costs of going after business."

* * *

A VERY suggestive conversation, is it not? The point of its reproduction here: If you think the idea put into operation by Brown (and Mutton who is paying for 50 subscriptions for men in his employ) is worth your consideration, then investigate THE POST for yourself. Instruct us to send THE POST to you that you may investigate it from the angle—What is there in this paper that my men can use to help them "get next" their prospects with a view to making more sales and in quicker time?

So we suggest to you that you sign the coupon below.

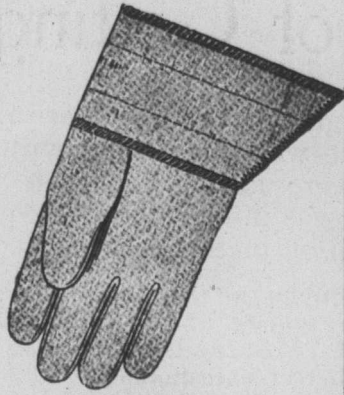
Just what does THE FINANCIAL POST aim to do? The answer is: It gives business men information about every important happening in every part of Canada as this happening relates to Business. It follows the various listed and unlisted securities, and gives each week clear and accurate and up-to-the-minute information about them. It tells about the movements and influences affecting such groups of investment interests as Iron and Steel, Textiles, Milling, Pulp and Paper, Transportation, and so on. It has numerous contributed articles of first-class interest and importance. It contains much personal matter—notes and sketches about men of influence or position in the public eye whose doings or sayings have relation to Business. Withal, THE POST is extremely readable. It is edited and prepared by trained journalists—the highest-priced staff of men on any publication in Canada. All this makes THE POST a "different" paper, and a good one. The subscription price is \$3.00 (52 issues — Saturdays); or 4 months for one dollar.

The MacLean Publishing Company, Ltd.,
Dept. F.M. 143-153 University Avenue, Toronto.

Send me THE FINANCIAL POST (weekly, every Saturday). Subscription price of \$3 will be remitted on receipt of invoice in the usual way. Have it addressed to

Every Man
In Your
Town

is a good prospect when you display the comfortable, carefully made TAPATCO Glove line.



TAPATCO
REGISTERED BRAND TRADE MARK



Ask Your Jobber
TAPATCO Gloves are made in many styles and weights to meet the requirements of the many. See how well they'll sell in your store.

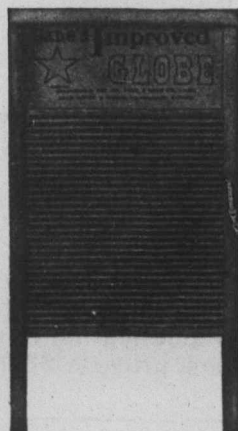
The American Pad and
Textile Company
Chatham, Ontario

Sell Cane's Zinc, Tin and Glass Washboards

They're easily sold because both in appearance and value they are far ahead of the ordinary washboard.

The Zinc, Tin or Glass used is the very best obtainable for the purpose and the Basswood frames besides being better looking than the darker woods are entirely free from splinters and splinters.

A little showing of these washboards in your store will prove profitable. Order your supply to-day.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

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

YUBA BRAND

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

BORDEN MILK CO., LTD., CONDENSED MILK

- Terms, net, 30 days.
Eagle Brand, each, 48 cans...\$8 75
Reindeer Brand each 48 cans. 8 45
Silver Cow, each 48 cans.... 7 90
Gold Seal, Purity, each 48 cans 7 75
Mayflower Brand, each 48 cans 7 75
Challenge Clover Brand, each 48 cans 7 25

EVAPORATED MILK

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

CONDENSED COFFEE

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

CARNATION MILK PRODUCTS CO., LTD.

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

EVAPORATED MILK.

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

GELATINE

- Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 35
Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. 1 85

W. CLARK, LIMITED, MONTREAL.

- Assorted meats—1s, \$4.45.
Compressed Corn Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.
Lunch Ham—1s, \$4.25; 2s, \$8.
Ready Lunch Beef—1s, \$4.45; 2s \$9.
English Brawn—½s, \$2.90; 1s, \$4.95; 2s, \$9.25.
Boneless Pig's Feet—½s, \$2.90; 1s, 4.95; 2s, \$9.25.
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Asst. Loaves—½s, \$2.40; 1s, \$4.45.
Geneva Sausage—1s, \$4.95; 2s, \$9.45

- Roast Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9; 6s, \$34.75.
Jellied Veal—½s, \$2.90; 1s, \$4.35; 2s, \$9.

- Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.50; 2s, \$4.50.
Stewed Kidney—1s, \$3.95; 2s, \$7.75.
Mince Collops—½s, \$1.95; 1s, \$3.70; 2s, \$6.45.

- Sausage Meat—1s, \$4; 2s, \$7.75.
Corn Beef Hash—½s, \$1.95; 1s, \$3.45; 2s, \$5.45.
Beef Steak and Onion—½s, \$2.90; 1s, \$4.45; 2s, \$8.45.
Jellied Hocks—2s, \$8.75; 6s, \$26.
Irish Stew—1s, \$3.45; 2s, \$5.45.
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.

- Boneless Chicken—½s, \$5.90; 1s, \$8.95.
Boneless Turkey — ½s, \$5.90; 1s, \$8.95.
Ox Tongue—½s, \$3.75; 1s, \$7.50; 1½s, \$12; 2s, \$15.15; 2½s, \$17.50; 3s, \$19; 3½s, \$20.50; 6s, \$45.
Lunch Tongue—½s, \$4; 1s, \$8; 2s, \$15.50.

- Tongue Lunch—1s, \$6.75.
Mince Meat (Tins)—1s, \$3.25; 2s, \$4.95; 5s, \$13.50.
Mince Meat (Bulk)—5s, 25c; 10s, 24c; 50s, 23c; 80s, 22c per lb.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.

- Clark's Chateau Chicken or Tomato Soup, \$1.65; Vermicelli-Tomato, \$1.65.
Chateau Brand Concentrated Soups—Vegetable, Mulligatawny, Ox Tail, Scotch Broth, Mock Turtle, Consomme, Mutton Broth, Pea, Julienne, Green Pea, Celery, \$1.25.
No. 1, assorted case, \$1.35; No. 2, assorted case, \$1.35.

- Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s, flats, \$2.95; 3s, talls, \$3.35; 6s, \$12; 12s, \$20.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.

- Lamb's Tongues—½s, Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.

- Vegetarian Baked Beans and Tomato Sauce—2s, \$2.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.85; 1s, \$2.50; 3s, \$4.80.

- Tongue, Ham and Veal Pates—½s, \$1.95.
Ham and Veal Pates—½s, \$1.95.
Smoked Geneva Sausage—½s, \$2.55.
Pate DeFoie—¼s, 75c; ½s, \$1.40.
Lunch Tongue in glass—1s, \$9.95.
Ox Tongues in glass—1½s, \$14; 2s, \$17.

- Brisket Beef in glass—1s, ...
Chicken Breasts in glass—½s, \$9.95.
Sliced Smoked Beef in glass—¼s, \$1.75; ½s, \$2.75; 1s, \$3.45.

- Potted and Deviled Meats (tins)—Beef Ham, Tongue, Veal, Game and Beef—¼s, 75c; ½s, \$1.40.

- Meats, assorted—¼s, 80c; ½s, \$1.45.
Clark's Peanut Butter (glass jars)—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45.
30c; 12s, 28c; 24s, 27c; 50s, 27c.

- Clark's Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.

- Fluid Beef Cordial—20oz. bottle, \$10; 10oz. bottle, \$5.
English Plum Pudding—½s, \$2.45.
Smoked Sausage, Vienna Style—½s, \$2.85.

COLMAN'S OR KEEN'S MUSTARD.

- | | | |
|------------------------------|---------------|---------|
| | Per doz. tins | |
| D. S. F., ¼-lb. | | \$ 2 20 |
| D. S. F., ½-lb. | | 4 20 |
| D. S. F., 1-lb. | | 8 10 |
| F. D., ¼-lb. | | 1 40 |
| | Per jar | |
| Durham, 1-lb. jar, each..... | | 0 50 |
| Durham, 4-lb. jar, each..... | | 1 75 |

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



The Same Perfect Milling

The same up-to-date, expensive machinery, the same careful supervision, and the same rigid baking tests are given our new Purity Flour (Government Standard) as were given the old Purity Flour milled before the present Government regulations were put into force.

PURITY FLOUR

(GOVERNMENT STANDARD)

is a superior product milled from Western hard wheat—the best wheat in the world.

IMPORTANT! The recipes contained in the Purity Flour Cook Book are recommended for the successful use of the New Purity Flour (Government Standard).

Western Canada Flour Mills Co., Ltd.
Head Office - TORONTO

Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

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

When in need of

Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton & Winnipeg

Summer Weather Helps You Sell

KLIM
IN POWDER FORM

Summer is a time of opportunity to build a greater KLIM business that will stay with you all year round.

KLIM is pasteurized separated milk in powder form, and will not sour if kept dry. It is the ideal form of milk for summer use at home, in camp, summer resort, or on picnics and outings.

KLIM is so convenient, so clean, so easy to use, so safe and so economical that women who use it now for its many summer-time advantages will stick to KLIM for all time.

Push KLIM this summer and you'll enjoy increased sales next winter.

Ask your wholesale grocer to supply you.

**CANADIAN MILK PRODUCTS
LIMITED**

10-12 St. Patrick St., TORONTO
10 Ste. Sophie Lane, Montreal

Also stocked by: W. H. Escott Co., Ltd., Winnipeg,
Regina, Calgary, Edmonton and Kirkland & Rose,
Vancouver

Purity

TABLE
SALT



for the Table or the Dairy

There is nothing better made. Our up-to-the-minute vacuum plant and our staff of highly skilled workmen guarantee Purity Salt the very acme of superiority for table or dairy purposes.

Show Purity Salt
constantly.



**THE WESTERN SALT
CO. LIMITED**
COURTRIGHT
ONT.

\$1 FOR A MAN

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

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

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

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

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

MISSISSIPPI TOMATOES

are now arriving freely—4-basket carriers.

Watermelons and New Carolina Potatoes.

California and Messina Lemons.

Pineapples and Bananas.

Georgia Peaches and Fresh Jamaica
Cocoanuts.

Florida Seedless Grapefruit — Our last
car of season has just arrived—quality
fine—sound condition.

ONTARIO GOVERNMENT Fresh Water Fish

Good supplies arriving for this week.
125,000 to 150,000 pounds from Lake Nipigon.
Good shipments from all other producing points.

The catch from Nipigon is running 75% Whitefish, the balance consisting principally of Trout, with good supplies of Sturgeon, Herring, Pickerel, Pike, Mulletts, etc., coming along from other points.

As regards getting supplies—

The Ontario Government, Department of Game and Fisheries, Sales Branch, have asked the different Cities, Towns and Villages throughout the Province to appoint dealers to act as distributors. The Council may appoint as many dealers as they see fit, so that if your name is not already on the list, we would advise you to take the matter up with your Council and ask them to get in touch at once with the Department. We are only authorized to ship to the dealers who have been appointed as distributors.

If you have been appointed, send in your order—we are now in a position to take care of same.

Whitefish, Trout,		
Pickerel	11½c. lb.	Herring
Pike	9c. lb.	Mulletts
Sturgeon		

These prices are for goods delivered to your station. You pay express charges and when remitting include express voucher as part payment.

SELLING PRICE TO CONSUMER

Whitefish, Trout,		
Pickerel	15c. lb.	Herring
Pike	12c. lb.	Mulletts
Sturgeon		

If fish are delivered or cleaned, dealer has option of adding 2c lb.

WHITE & COMPANY, LIMITED

TORONTO

Branch at Hamilton

Strawberries Big sellers. Quality and condition very fine. Order freely. Fresh arrivals daily.

Tomatoes Mississippis now arriving (4-basket crates).

Oranges Sunkist Golden Orange Brand, California Late Valencias, quality very fine.

Grape Fruit California Seedless, in flat half boxes. Sizes 32s, 40s, 48s.

Lemons California, fresh arrivals this week. Sizes 270s, 300s, 360s.

And all other kinds Foreign and Domestic Fruits and Vegetables arriving daily.

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

Guelph, Ontario

Extra Fancy Winesap Apples

CALIFORNIA LATE VALENCIA
ORANGES—Best Brands.

California and Messina LEMONS
BANANAS

Strawberries, Pineapples
FLORIDA TOMATOES

Finest stock obtainable.

NEW CABBAGE

Carrots, Beets, Beans, Green Peas
Arriving at much lower prices.

TEXAS BERMUDA ONIONS
Well Cured, Dry Stock. Fine Quality.

New Maple Syrup and Sugar
Peanuts Candies Gum

FIGS and DATES

*If it is to be had, we have it.
Send us your orders for prompt service.*

DUNCANS LIMITED

North Bay Sudbury Cobalt Timmins

"McCASKEY" ACCOUNT SYSTEMS



"McCASKEY" CLOSED

For Every Business.

Send for booklet —

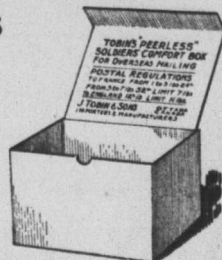
"A Credit Plan That Works."

McCASKEY SYSTEMS, LTD.

245 Carlaw Avenue
TORONTO

Tobin's "Peerless" Soldiers' Comfort Boxes

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



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

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

SMALL'S MAPLE SYRUP

Maple Butter



Maple Sugar

World's Standard For Nearly One Hundred Years
— AT ALL JOBBERS —

SMALL'S, Limited - **Montreal, Que.**

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

CANNING SHOOKS

ON HAND

Write or wire for prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

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Wanted

CLASSIFIED ADVERTISING

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

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

BUSINESS FOR SALE

GOOD GENERAL STORE BUSINESS FOR sale in County Dufferin, Ont. Stock about \$10,000. Good reasons for selling. For particulars apply to Box 308, Canadian Grocer, Toronto.

I OFFER A (\$1,300.00) STORE AND DWELLING combined, located in Lambton County, at a good country point. Natural gas, Hydro, and city water are available. Will take (\$500.00). I am not in the real estate business. Apply quickly to Wm. Culbert, Wyoming, Ont.

WANTED

EXPERIENCED SALESMAN COVERING Western Provinces would handle additional staple lines on commission. Address Box 305, Canadian Grocer.

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AN EXPERIENCED SALESMAN WOULD LIKE high grade lines for Montreal and Province of Quebec. Replies to Box 404, Canadian Grocer, 123 Bleury St., Montreal.

A GENERAL STORE AND STOCK TO BUY OR rent in a thriving village or small town. Would consider a Grocery with a good trade. Send full particulars with lowest price. All replies strictly confidential. Apply Box 66, St. Chrysostome, Que.

SITUATIONS WANTED

GROCERY STORE MANAGER WITH FIFTEEN years' experience desires position in Ontario or Nova Scotia. Good window trimmer and card writer. Best references. Box 402, Canadian Grocer.

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS SELLING Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

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

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

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

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

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

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

MISCELLANEOUS

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Navel Oranges

Nova Scotia and
Georgian Bay Brand
Apples

Tomatoes

Get in touch with
us today

Lemon Bros.
Owen Sound
Ont.

Buyers' Guide

FOR SALE

CHOICE DRESSED POULTRY.
SELECTED EGGS, OLEOMARGARINE.
CHOICE DAIRY BUTTER.

C. A. MANN & CO.

78 King Street, - LONDON, Ontario

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes.
For Apples, green or dry; Cereals, Crackers,
Bottles, Candy, Spices, Hardware, Meat, etc.
Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

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

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality.
Means a larger loaf. It makes the sponge
rise sooner, even if chilled.

We are inundated with letters from house-
wives who want it. YOU supply them.
Sells in 15c packets.

Makers Western Agents
Ho-Mayde Products Co. C. & J. Jones
TORONTO WINNIPEG

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal.

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

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

You Are Losing Money

Every day you let pass without
rectifying those bad accounts
in your books you are losing
good hard cash.

Why not ask us to collect?

We are thoroughly qualified to
collect anywhere. We are a
large, well established organiza-
tion with every facility for re-
sult getting.

Write and ask us for a sample
of our Special Form.

NAGLE MERCANTILE AGENCY

Westmount (Montreal), Que.
Established 1909.



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies each year

O
A
K
E
Y
S

KNIFE



POLISH

JOHN OAKY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:

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

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

MAKE AND
KEEP GOOD
CUSTOMERS

They are most
reliable goods sold
with a positive guar-
antee of purity and
superior quality;
put up in conformity with the
Pure Food laws of all the States;
are readily sold, giving a quick
turnover of stock.

WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780



PAPER BALERS

All-Steel
"Fireproof"

Made in 12 sizes.
Send for catalog.

Climax Baler Co.
Hamilton Ontario

Have you read page
63? It will interest
you.

15
cents

VOLPEEK

MENDS POTS & PANS



Tell your customers how easily they can repair leaky
kitchen utensils with VOLPEEK. They require no
tools. VOLPEEK can be applied with the fingers and
the mended article will be ready for use as good as
new—in two minutes or less.
VOLPEEK is wanted in every home. Show it in your
store and get a share of the demand. Put up in
attractive display stands. Order from us direct or ask
your wholesaler.

H. NAGLE & CO., Box 2024, Montreal



What Will You Do For Help?

FARM help is scarce, but this condition can be relieved to a marked degree by using machines that accomplish more work in a given time with less man power.

Why should the farmer cling to horses—a slow, expensive means of power—when every other business is adopting the truck and thereby reducing the cost of hauling, speeding up deliveries, and saving for human needs the food that the horses would otherwise consume?

The motor driven truck can work constantly at maximum load under the burning summer sun, or in the coldest weather. Unlike the horse it needs no rests while working, it eats only while in actual use, and when the day's work is done it requires very little attention, and leaves you free for other "Chores" about the place. Then, it can be housed in one-quarter the space of the horses, wagon and harness it replaces.

It is a mistaken idea that a truck is useful only for driving upon paved roads. The Ford can be driven all over the farm, and used for hauling grain, potatoes, fruit, roots, fertilizer, wood, stock, milk or any other product. The speed it travels, the time it saves, and its low upkeep cost appeal very strongly to all users of the Ford Truck. If you need help, order your Ford One Ton Truck today.

All prices subject to war tax charges, except trucks and chassis

Ford

THE UNIVERSAL CAR

One-Ton Truck \$750

Runabout . . . 575

Touring . . . 595

Coupe . . . 770

Sedan . . . 970

Chassis . . . 535

F. O. B. Ford, Ont.

**Ford Motor Company of Canada,
Limited**

Ford . . . Ontario

CANADIAN GROCER

DAYTON

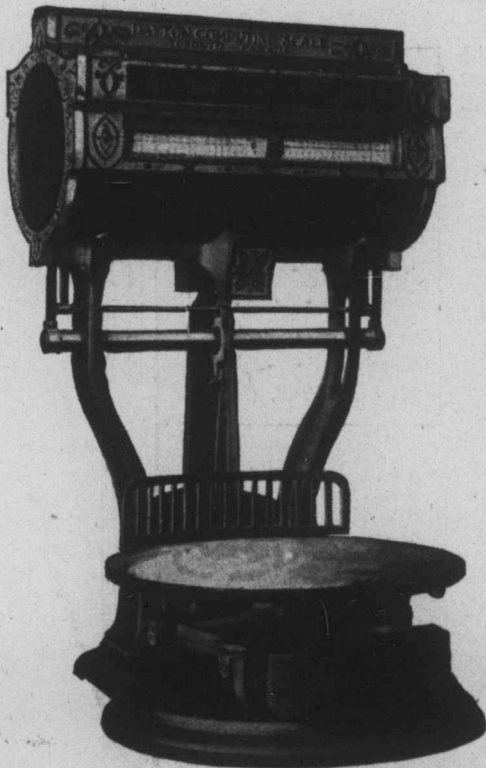
JUSTICE

Automatic Scale

*The modern scale of
Justice*



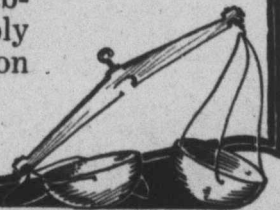
The Dayton—made in Canada.



The Square Deal Scale

Every grocer must now carry an enormously higher-value stock. Your profits, though, are not any greater. Certainly you must get every fraction of every cent that is coming to you on everything weighable in your store. Otherwise loss—maybe bankruptcy.

Here's the way to instantaneous weight and value—absolutely and infallibly correct — use a Dayton Automatic Scale.



Don't drift—the man who drifts, drowns.

Times are changing. Efficiency counts more than ever. Let machinery do your work wherever you can. Let the Dayton Scale give you absolutely, infallibly accurate, visible weight and visible value. Then you are sure of getting what's coming to you. We send our new circulars gladly on request.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.