

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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No. 31



The "After-Dinner" Candy, which is so irresistible that it has become one of the most popular confections for "between meals."

Pascall CRÈME DE MENTHE

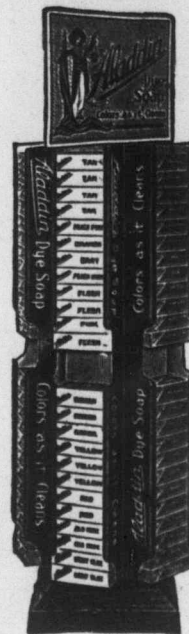
(NON-ALCOHOLIC)

The rapidly-growing custom is one or two Pascall Crème de Menthes immediately after dinner or lunch, and then another one or two more for the sheer pleasure of it.

Pascall Crème de Menthe possesses the true liqueur flavour and while excellent as a sweetmeat, is valuable as a digestive.

Aladdin

Dye Soap



ALADDIN is the magic color-maker which will wash and dye at the same time, any fabric that water will not injure—from finest silks to coarsest cottons and cotton mixtures.

ALADDIN is as reliable as a perfect Dye Soap, as O-Cedar is dependable as a brilliant floor and furniture polish. The excellence of both is guaranteed by the makers of O-Cedar Polish.

Order 1 gross of ALADDIN and receive the handsome ALADDIN Revolving Display Stand. A real sales-maker that forms the link-up between the extensive ALADDIN newspaper advertising and your store. It keeps the stock clean and makes it easy to handle. Takes up very little room; a valuable asset for your counter. ALADDIN comes in 18 beautiful colors. Sells for 15c a cake.

Name your jobber when ordering.

Channell Chemical Co., Limited, Toronto

Distributors of Aladdin Dye Soap

Makers of O-Cedar Products



Feature *Borden's* in your summer displays---it pays

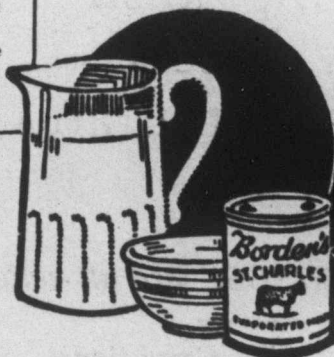
More women each day are learning that Borden's Milk is an absolute necessity and that its use, especially during hot weather, is most economical.

Its great convenience for campers, pick-

nickers and at summer resorts or for general household use has made it a most profitable and active selling summer line and worthy to be featured most prominently in all your summer displays.

The Borden Co., Limited
Montreal

- Eagle Brand Condensed Milk
- St. Charles Evaporated Milk
- Reindeer Condensed Coffee
- Condensed Cocoa
- Borden's Malted Milk



Borden's

Canada's National Milk

CLARK'S ROAST BEEF

Mr. Grocer, is well worth featuring at this season. Finest selected Beef, deliciously cooked and pressed to make slicing easy. Economical for your customer and a business getter for you.

CLARK'S SPAGHETTI

*With Tomato Sauce
and Cheese*

A piquant and satisfying dish prepared from the very best of ingredients. Is both appetizing and nourishing yet moderate in cost.



The CLARK "GOOD THINGS" are all sellers

Made in Canada - By Canadians

W. CLARK LIMITED, MONTREAL

SPICES

We offer for prompt shipment from source—documents reading, in transit to Vancouver—also from San Francisco and New York, in bond, the following spices:

PEPPERS

Singapore Black
Singapore White
Lamong Black
Muntok White
Aleppey
Tellicherry

GINGERS

Jamaica
African

PAPRIKA

Spanish
Hungarian

Quotations upon Application

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD.,
Winnipeg, Man.

NICHOLSON-RANKIN, LTD.,
Edmonton, Alta.

NICHOLSON-RANKIN, LTD.,
Calgary, Alta.

NICHOLSON-RANKIN, LTD.,
Saskatoon.

NICHOLSON-RANKIN, LTD.,
Regina.

ALEX. F. TYTLER,
London, Ont.

J. T. PRICE & CO.,
Hamilton, Ont.

LIND BROKERAGE CO., LTD.
Toronto, Ont.

JAMES KYD,
Ottawa, Ont.

HENRY M. WYLIE,
Halifax, N. S.

HUGHES TRADING CO.
OF CANADA, LTD.,
Montreal, Que.

DASTOUS & CO., REG.,
Sherbrooke, Que.

SCHOFIELD & BEER,
St. John, N. B.

O. N. MANN,
Sydney, N. S.

A. T. CLEGHORN,
Vancouver, B. C.

When you eat let it be the best

Wagstaffe's

New Season's

Strawberry Jam

1920



WAGSTAFFE'S

Pure Strawberry Jam
Pure Raspberry Jam

Made from
Fruit and Granulated Sugar
Only

Boiled with care in silver pans

ASK YOUR GROCER FOR IT



NOW READY FOR DELIVERY

ORDER FROM YOUR WHOLESALERS

Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

Do You Sell Mellow

Makes Delicious
Lemon Pies

Looms Large
in the Housewife's Estimation
for Lemon Pies



Order Now
From Any Wholesaler

Mellow Food Products
146 Garnier Street
MONTREAL

I Want a Job at \$5⁰⁰ per Week

I WILL give a new "tone" and style to your store—I will show 31 of your best sellers in my attractive little display windows—I will hold about 2000 pounds of food; and protect every pound of it from dirt, flies, vermin, etc. I will work for you constantly without complaint—for I'm built on big, strong lines for heavy duty.

In a short time you will own me, and you will wonder how you ever ran the store without me. I will save you steps, and save you money. Try me!



The Sherer Sanitary Grocer Counter

DIMENSIONS

Length 15 ft. 8½ inches

Height 33½ inches

Width 28½ inches

CAPACITY

31 display pockets

31 handy drawers

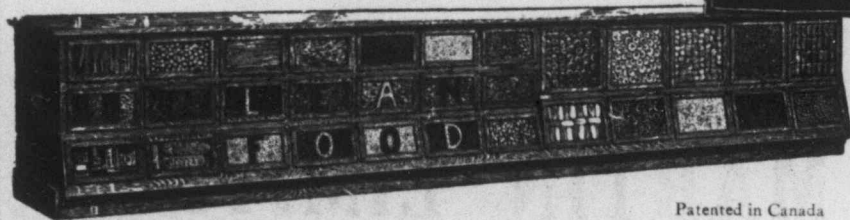
Holds approximately

2000 pounds of

bulk goods

Made in Canada

By the Pound



Patented in Canada

The Famous No. 66

The Sherer Gillett Co.
Guelph, Ontario

 | Sherer Gillett Co., Dept. 57
 | Guelph, Ontario
 | Send us particulars and terms.
 | Name
 | Town
 | Province

Before the Freight Increase

The freight congestion is getting worse every day as rolling stock decreases and demands for freight cars increase. Soon farm districts will ask more cars to move the crops. Then the real difficulty will come.

Merchants who have not yet provided for ample stocks to carry them over that period will suffer heavily from lost sales. There will be no rush delivery available at that time. Provide for this contingency now by laying in sufficient supplies till December.

If your stocks are low in any of the following lines, replenish them at the attractive prices quoted below:

I. C. B. Gallon Apples, 6 gallons	5.50 doz.
Good Pastry Flour 98	7.00 bag
Standard Evaporated Apples, 40 lb. ....	.18½ lb.
Good Siam Rice, 100 lb.	14.00 bag
First Choice Chum Salmon, 48/1.....	7.00 case
First Choice Chum Salmon, 25 cases	6.75 case
First Choice Chum Salmon, 50 cases	6.50 case
Standard Brands Pink Salmon, 48/1s	9.00 case
Standard Brands Pink Salmon, 96/½	9.00 case
Victor Brand Blueberries, 48/1 tins	1.50 doz.
Victor Brand Blueberries, 96/½ .....	.95 doz.

Net 30 days *ex* store, Montreal. Subject if in stock and to change price without notice.

LAPORTE MARTIN LIMITEE

Wholesale Grocers

584 St. Paul St. West

- - -

Montreal



Place your order now for
this season's pack of

E.D.S. Raspberry Jam

There is only one thing you'll be sorry for after you receive your order of this superb new pack and that is—you'll be sorry you didn't order more.

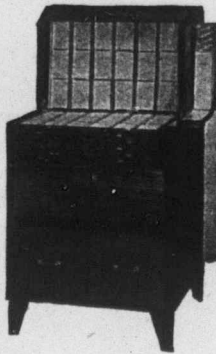
Made from the finest berries of this year's crop and pure cane sugar in the same incomparable E.D.S. way that has made E.D.S. Jams everywhere such active sellers — at your wholesalers.

E. D. Smith & Sons, Limited
WINONA, ONTARIO

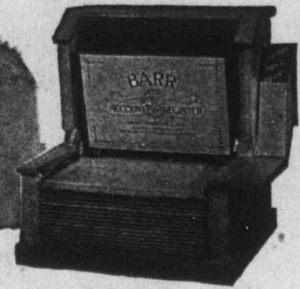
AGENTS :

Newton A. Hill, Toronto
W. H. Dunn, Ltd., Montreal

Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.



Barr Registers



Manufacturers of
THE BARR ACCOUNT REGISTER

Creighton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at \$10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

- I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
- II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased.
- III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock.
- IV. After 15 months to continue to give you this service for nothing as long as you remain in business.

That is what the Barr Register will do.

Write us and let us demonstrate.

GEORGE LANE, Western Representative

227-231 McDermot Avenue, Winnipeg, Man.

Purnell's

England's Best

Pure Malt

Vinegar

Pickles & Sauces

Speciality B V Fruit Sauce



*Have Stood the Test of Time
Having Been Established Since 1750*

Canadian Agents

J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P.O. Box 515, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

**Our agents have a full
range of samples**

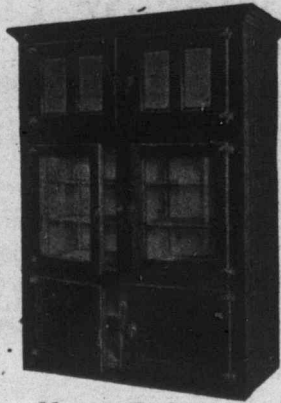
Purnell & Panter, Ltd., Bristol, England

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through incident agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England



Ask Yourself These Questions!

1. How can I increase my sales of perishable foodstuffs?
2. Am I getting all the profit out of my cooked meat sales?
3. Are my perishable goods well displayed in the most sanitary manner known to science?

If you don't know how to answer the first and if you can't answer yes to the latter two—write us.

We have some literature that will interest you

EUREKA

Refrigerator Co., Ltd.

Head Offices and Factories: Owen Sound
Branches: Toronto, Hamilton, Montreal

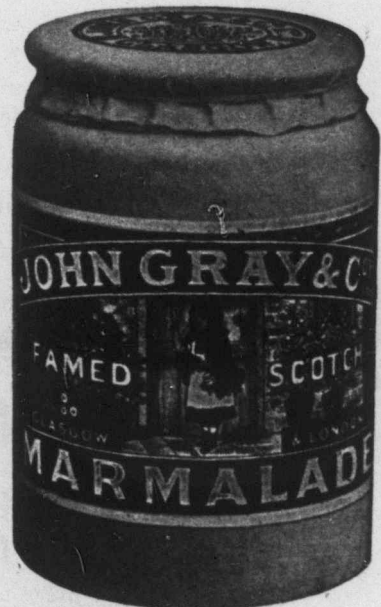
**JAMS
MARMALADES
PEELS**

John Gray & Co., Ltd., Glasgow

Established over a Century

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

**CONFECTIONERY
MARZIPAN
CHOCOLATE**



Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

**A Cigar Maker or Tire Manufacturer May
Market Seconds**



*But you don't want
Second Grade Fish.*

WALLACE'S is—
The Best Fish that can be caught,
in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOUVER

**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

Catalogue and Price List on Application.

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



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

**ALWAYS
A
GOOD
SELLER**

**COSGRAVES
PURE MALT VINEGAR**

Clean, good, full-flavored vinegar gives the greatest satisfaction. Sell Cosgraves—bottled and sealed at the works to assure maintenance of quality unimpaired. Easier to sell and more profitable for you. Ask your jobber for Cosgraves.

SEALED BOTTLES
25c and 15c RETAIL
**TORONTO VIN GAR
WORKS**
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

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


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

Western Transfer & Storage, Ltd
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

JOHN PRITTY, LIMITED
Merchandise Broker and Man's Agent
HEAD OFFICE: REGINA, SASK.
Track warehouse in connection
Let PRITTY represent you in Saskatchewan
A purely Western organization with an excellent reputation.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables

Donaldson-Phillips Agencies
Limited
Selling Agents Brokers
FLOUR, CEREALS, SEEDS
124 Pacific Bldg. - Vancouver, B.C.



"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said: "You have to pay the same for cases, and cans, and to the fishermen--so I guess you save a dollar's worth of labor on each case--NO THANK YOU."

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

EVERY MORSEL EDIBLE AND DELICIOUS



Red Arrow Biscuits

are quite apparently the
Biggest Package for the Money

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEYMfrs. Agent and Importer
Groceries and ChemicalsSpecial, all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

DIREKTORY

Why Not Build Up Your Trade in the
West by Appointing Us Your Agents?**MOWAT & McGEACHY**

(MANITOBA) LIMITED

Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert-St., Winnipeg, Man. and at Saskatoon**Geo. W. Griffiths & Co., Ltd.**

246 Princess Street

Winnipeg, Manitoba

*Selling Agents and Brokers*Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries**THE McLAY BROKERAGE**WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS*Take advantage of our Service*
WINNIPEG MANITOBA**A. M. Maclure & Co.**MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**Richardson Green, Limited****MANUFACTURERS' AGENTS**Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches

Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manufacturers
first-class service.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility
necessary to the successful marketing of their product.Our chain of six large warehouses, from Winnipeg to Vancouver,
our staffs of salesmen daily calling on the trade and the whole
"make-up" of this organization will be at your service every
moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

C. DUNCAN & SON
Manufra. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Western Canada
Our Detail Salesmen are in touch with all Western Canada retail grocery and drug trade and can place your line to the best advantage.
GIBSON, PATERSON, BROWN Ltd.
Winnipeg Calgary Vancouver

Watson & Truesdale, Winnipeg
have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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DETAIL WORK

*Christie's Biscuits and
Robertson's Confectionery*

are having big sales in Western Canada. Why not have your goods marketed by their agents:

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East, Winnipeg

W. H. ESCOTT CO. LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants*

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

SALES FORCE

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

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

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

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

C. B. Hart Reg.
Montreal

Canadian Agents:
A. S. May & Co.
Toronto

Donald H. Bain Co.
Winnipeg

When Writing Advertisers Please Mention
This Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY -
COMMISSION BROKERS
34 DUKE ST. TORONTO
ONE GOOD LINE OF
FOOD PRODUCTS WANTED
EXCELLENT MARKETING FACILITIES

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

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO OTTAWA

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

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS
and DRUG SPECIALTIES

J. K. McLAUHLAN
Manufacturers Agent and
Grocery Broker
Kellogg's Toasted Corn Flakes (London, Ont.
McLaughlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

John J. O'Donnell & Co.
Commission Brokers
Manufacturers' Agents
We can give you efficient representation
in the Windsor district.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of
your lines in Kingston and district.

To get business
you must go after
it. Others do it
through this section
—why not YOU?

H. C. BRENNAN
Manufacturers Agent and
Grocery Broker
Covering City of Ottawa and District Thoroughly
Booth Bldg. OTTAWA, ONT.

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

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors
Dominion Sales Company
229 Notre Dame Street West
Our Agents:
Samuels, Carney & Dickie
Halifax, N.S.
Reliance Agency
St. John's, Newfoundland
L. E. Whittaker
St. John, N.B.
Chadwick & Co.
Toronto, Ont.

**Sell Your Waste Paper,
Cardboard, etc.**
Serious shortage of
paper making mater-
ials. Very high prices
now.
Send for catalog of
"Climax" Steel
Balers
Made in 12 sizes.
Climax Baler Co.
HAMILTON, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO

PAUL F. GAUVREAU WHOLESALE BROKER

Flour, Feeds and Cereals
85 St. Peter Street, - QUEBEC

I am buyer of Peas and Beans of all kinds
Mail Samples and Prices

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots

A. H. M. HAY

*General Produce & Lumbermen's
Supplies*

Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

MANUFACTURERS O. M. SOLMON

Importer—Exporter

Leaving for Europe July 3rd

An opportunity to establish your products on the
European market

Write or wire immediately.

73 McGill College Ave. Montreal

TELEPHONE MAIN 7143 ST. ARNAUD FILS CIE. GROCERY BROKER

Importateurs & Exportateurs Pois et Feves Produits Alimentaires	Importers & Exporters Peas and Beans Food Products
--	---

ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED

For Food Products, Confectionery, etc.
For the Dominion. Best References.

JOYCE CO., LTD.

307 St. James Street, Montreal

WANTED

Agencies for food products for the
City of Montreal, best references

SILCOX & DREW

38 NICHOLAS ST., MONTREAL

SHEPHERD-MOTT CO. AGENTS for QUALITY

REPRESENTING

WENTWORTH ORCHARD

RUSSELL MURRAY

HARRY HORN

Successors to

SHEELY MOTT CO.

3 ST. NICHOLAS ST.,
MONTREAL

Belgo. Canadian Trading Co. "Regd."

Import and Export
General Distributors

We are open to represent Manufacturers or
Growers of Foodstuffs.

103 St. Francois Xavier St., MONTREAL

CAR PURE MAPLE SUGAR FOR SALE

Write or wire for quotations. Also
dealers in PEAS, BEANS, MAPLE SYRUP.

CANADA PRODUCE CO.

171 St. Paul St. East Montreal

Say You Saw It In
Canadian Grocer,
It Will Help To
Identify You.

MARITIME PROVINCES

CANADIAN PRODUCTS EXCHANGE, LTD.

Grocery, Confectionery and
Drug Specialties

702 Robie Street, Halifax, N.S.

In Writing Advertisers Please
Mention This Paper.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

The Smith Brokerage Co., Ltd.

Wholesale Commission Brokers
ST. JOHN, N.B.

If you require distribution in the Maritime Provinces,
we are open to consider your proposition.

Best References

SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

SYDNEY and CAPE BRETON

business is worth your especial consideration.
Get best results by appointing a resident broker
to look after your interests. Nine years con-
nection. All references. Write.

R. E. McCONNELL,

Manufacturers Agent and Grocery Broker,
Sydney, N. S.

ACID PHOSPHATE for SELF-RAISING FLOUR MANUFACTURERS

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CABLES: "CORNCRAKE"

There's Good Money For You In
"BUBBLES"

MADE IN **PATENT APPLIED FOR** CANADA

The dandy new drink with the DIFFERENT flavor

**Our Range
of High Grade
Soft Drinks**

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 Ginger Ale (Dry)
 Ginger Ale (Belfast)
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 Cream Soda
 Sarsaparilla
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There's good money in the soft drink trade provided you sell a line of good quality. To sell a poor drink is to kill business; but every bottle of York Beverages you sell makes a friend of your customer—because it has the quality and flavor that he appreciates. Send us a trial order for the matchless "Bubbles" and our other high-grade soft drinks. We are as sure of your "repeats" as we are that dawn follows the dark.

York Beverages Limited
 46 Colborne St. Toronto

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PRESERVED STRAWBERRIES

Packed at

NIAGARA FALLS

These Preserved Strawberries contain twice the quantity of sugar ordinarily used in strawberries packed in heavy syrup.

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Have you seen them?

DOMINION CANNERS, LIMITED
 HAMILTON, CANADA



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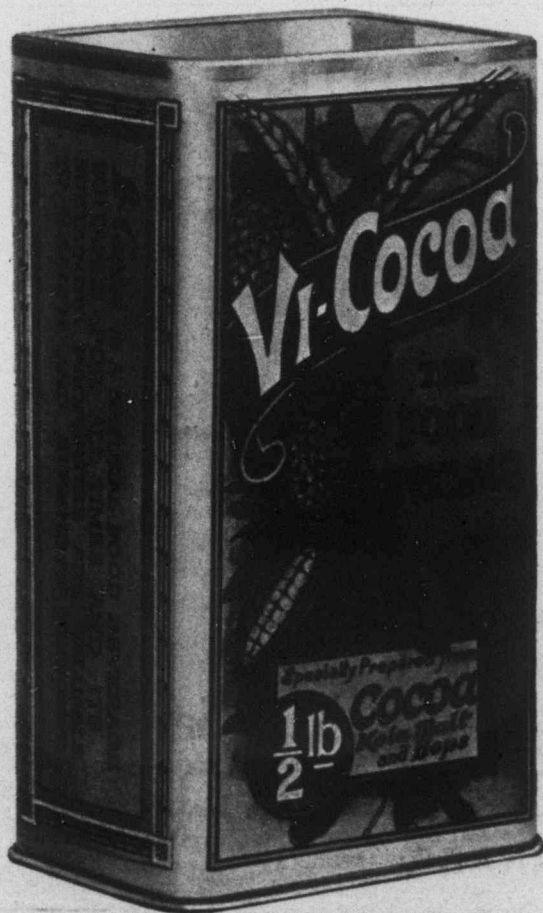
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Why not be "The Canine Cater-
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Garton's Custard shows good profit to the salesman — pleases the customer, and thus induces repeat orders.

Carton's Custard is being widely advertised and is certain of a steady and increasing demand.

Sold in cartons and tins.

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CUSTARD

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

- 1.—Grimble's Malt Vinegar is pure.
- 2.—Grimble's Malt Vinegar keeps in any climate.
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There are plenty of fine fish in the sea,
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OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

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SARDINE BUSINESS**

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Biscuit Manufacturers
LONDON -- ENGLAND

FOR
GOODNESS SAKE
EAT
PAT-A-CAKE

Send a Card to the Agents for Samples and
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The One Biscuit of the World
PAT-A-CAKE

It Sells Everlastingly

From the grocers' standpoint this is the chief recommendation in favour of

"SALADA"

To achieve this unique distinction we have kept faith with the public for 30 years by giving them sterling good quality of an unvarying standard. Our reward is in the tremendously increasing sales year after year.

SALADA TEA COMPANY OF CANADA, LIMITED

PEARS—PEACHES—PLUMS

California Plums and Bartlett Pears, California and Georgia Peaches. Best Varieties.
Now Arriving.

APPLES

Delaware Transparents and Early Williams in Hampers. Domestic Early Varieties in Baskets.

TOMATOES—CUCUMBERS

Canadian Field Grown now more plentiful.

NEW CABBAGE, CARROTS, BEETS, BEANS

FINE QUALITY, CANADIAN NEW POTATOES

We Handle Every Kind of Domestic and Imported Fruit and Vegetables—Fresh Arrivals Daily

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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. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHERE TO BUY A REMINGTON TYPEWRITER

I am a subscriber to Canadian Grocer and do not see any advertisement where I could buy a Remington Typewriter, you would oblige very much by giving this information.

A. BARTER,
Lime Ridge, Que.

Answer—Remington Typewriter Co., 144 Bay St., Toronto, Ont.

SHELLED NUTS

Kindly advise me of the city address of a wholesaler or jobber handling various kinds of shelled nuts, pecans, etc.

GEORGE O. REED,
85 Shuter St., Toronto.

Answer—For wholesalers handling various kinds of shelled nuts, pecans, etc., we would refer you to H. P. Eckardt & Co., R. B. Hayhoe & Co., and for brokers, W. G. Patrick & Co. and Eugene Moore, all of Toronto.

WINTER APPLES IN CAR LOTS

Can you give address of any firm shipping winter apples in bulk and barrels, car lots, direct to retailer?

COUNTRY MERCHANT.

Answer—The following firms ship winter apples in bulk and barrels, car lots, direct to the retailer: Lemon Bros., Owen Sound, Ont.; H. M. Hambidge & Co., Alymer, Ont. Also try Hugh Walker & Son, Guelph, Ont.

BERRY BOXES

Kindly advise us, if possible, as to where we could secure berry boxes.

THE HARDING CO., LTD.,
St. Thomas, Ont.

Answer—S. H. Moore & Co., Toronto, are agents for the B.C. Mfg. Co., and are writing you to-day with quotations. Also Oakville Basket Co., Oakville, Ont. Your local seed merchant might handle these, too.

WOODEN MEASURES

Will you kindly tell us where to buy wooden measures?

WILSON GROCERY CO.,
Kamloops, B.C.

Answer—We believe you could obtain these from the following firms: Walter Woods Co., Ltd., Hamilton, Ont.; E. B. Eddy Co., Ltd., Hull, Que.; Keenan Woodenware Mfg. Co., Owen Sound, Ont.; Czerwinski Box Co., Ltd., Winnipeg, Man.

AGENTS FOR PURITY CROSS PRODUCTS AND MANUFACTURERS OF PRINTING OUTFITS

Please give me information on the following: Western agents for Purity Cross Meats; Manufacturers of show card printing outfits suitable for grocery?

JOHN A. WRIGHT,
Box 474, Melville, Sask.

Answer—For Western agents for Purity

Cross Meats we would refer you to W. G. Patrick & Co., Winnipeg, Man.

For show card printing outfits the following would be able to supply you: Reliance Ink Co., Winnipeg, Man.; Artists' Supply Co., 77 York St., Toronto, Ont.; C. W. Mack & Co., Toronto, Ont.

MAILING CASES FOR SAMPLES OF MOLASSES IN BOTTLES

Where can we obtain mailing cases suitable for small samples of molasses in bottles?

The Dominion Molasses Co., Ltd.,
Halifax, N.S.

Answer—We believe you could purchase these from the following firms:

LEATHER

Christie Bros. & Co., Amherst, N.S.; Lamontagne Limited, Montreal, P.Q.; W. A. Hodgson, Montreal, P.Q.

WOODEN

Keenan Woodenware Co., Owen Sound, Ont.; G. & J. Esplin, Montreal, P.Q.; Holmes & Arpin, Montreal, P.Q.

CORRUGATED PAPER

Elliott Manufacturing Co., Toronto, Ont.; Matin Corrugated Paper & Box Co., Toronto, Ont.

Congratulations, Sir Thomas

As admirers of good sportsmanship, the T. H. Estabrooks Company Limited, extend congratulations to Sir Thomas Lipton and the crew of the Shamrock, irrespective of victory or defeat. The leading tea merchants of Canada take a peculiar personal pride in the spirit of sportsmanship animating the great tea merchant of London.



T. H. Estabrooks Company, Limited

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ST. JOHN'S, Nfld., and PORTLAND, Maine

UPTON'S 1920 PACK

PURE STRAWBERRY JAM

NOW READY

Fresh, ripe, luscious strawberries, the finest products of the great Niagara fruit belt. Packed as only Upton's can pack—with all the skill and knowledge of twenty-five years of superior jam making embodied in every jar. Order your supply to-day.



THE T. UPTON Company
LIMITED
HAMILTON, CANADA

Selling Agents:

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Rose & Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.



MUSTARD

is a steady seller all the year round, but is particularly in demand during the *Summer*, when cold meats and salads are much in favor.

Your customers want either

COLMAN'S or KEEN'S Brand

No other will satisfy them.

Canadian Agents:

MAGOR, SON & CO., LIMITED, Montreal, Toronto



Grocers' Profits

—are subjected to increase through handling and displaying a profitable line, such as Mathieu's Nervine Powders. These should be recommended for Headaches, Neuralgia, Nervousness, Fevers, etc.

The greater the satisfaction to your customers the brighter will be your future business prospects.

We advise an order to-day to ensure Early Shipment.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE

QUEBEC

CANADIAN GROCER

VOL. XXXIV

TORONTO, JULY 30

No. 31

Is Sugar Due for an Early Decline?

Raw Sugar Market Shows Further Weakness This Week, and the Opinion Generally Prevails that the Peak Prices of the Refined Article Have Been Reached—Many Believe that Trend Will Now Be Downward.

THE raw sugar market has shown further declines this past week bringing the price down to 15 1-2 cents per pound cost and freight New York. It is the general opinion among the trade that the peak prices for refined sugar have now been reached. Wholesalers are reluctant to stock up at these figures and many are of the opinion that from now on, the trend will be downward. On the other hand refiners state that there can be no lower prices for some time. Refiners are now working on high price raws, and even at to-day's cost of raws laid down in Montreal would warrant keeping refined at the present prices. However the fact remains that raw sugar has greatly receded. Some six or eight weeks ago raws were selling around 23 cents cost and freight New York and were scarce at that price. To-day the situation is reversed and there are more raws arriving than refineries are willing to buy.

Raw Sugar Much Easier

Willett & Gray, in their weekly sugar report of July 22, has the following to say of the raw sugar situation:—

"The easier market conditions which were noted in our previous report have developed into a decidedly weak situation, and with considerable pressure on the part of holders to dispose of sugars at a time when refiners are not in position to absorb the offerings. As we went to press last week the market quotation for Cubas was 17.25c c. & f. and for Porto Ricos 18.31c, but since then sharp declines have been established and after sales at 16c c. & f. for Cubas and 17.05c for Porto Ricos, the market has further declined with small sales at 15.50c c. & f. (16.55c) and as we go to press the market is irregular but

somewhat steadier with sales of full duties reported at the 15 1-4c c. & f. basis for Cubas, and sales of Porto Ricos at 16.55c. i. f. the basis of 15.50c., c. & f. for Cubas. These purchases were made by the American.

Reselling Foreign Sugars

The chief cause of the decline has been the disposition on the part of wholesale grocers, manufacturers and jobbers to resell a large part of their foreign white and refined sugars, of which quite a considerable quantity was purchased by trade during the past few months. It appears that in many instances these buyers had overestimated their wants, and they now apparently have more sugar than they can conveniently handle and for this reason are trying to dispose of their holdings at the least possible loss. The free offering of this class of sugar has naturally affected the demand for American refiners' product, and hence puts these refiners in a position where they are not desirous of securing any additional raw supplies until they can see their way clear to dispose of their refined output."

BROKER MAKES BIG SALE OF SUGAR TO BUFFALO

It was reported that one broker in Toronto sold seventeen cars of sugar in Buffalo during the past week. The price at which it was sold could not be learned but the exchange amounted to a considerable figure.

Gives Large Retailers an Advantage

Wholesale Grocers' Association Contends that Present Sugar Profit is Unfair to Small Dealer for the Reason that Refiners Sell Direct to Large Retailers—Average Cost the Wrong Basis for Selling Price.

DISCUSSING recent changes in the Board of Commerce and rulings generally of the same, A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, told Canadian Grocer that the wholesalers objected to certain sections of the order re the selling of sugar. For instance, he stated, section A of clause one restrained and prohibited all refiners from selling sugar to other than wholesalers, manu-

facturers and retailers. As clause two of the order prohibits the retailer from taking any more than two cents per lb. profit, the large departmental stores who are being sold direct by Montreal refineries at the same prices and discounts as they sell to wholesale grocers are thus compelled to sell their sugar to consumers at \$1.05 per 100 pounds less than the regular selling price by the retail trade, leaving the

great body of retailers who compete in price a profit of only 95 cents per 100 pounds, or less than one cent per pound.

Large Retailers' Advantage

Thus, as the secretary of the wholesalers' association pointed out in a letter sent to the Board of Commerce, if large retailers are allowed to buy from refiners at wholesale prices, it gives them a most unfair advantage

over the regular retail trade. All retailers who give the public the same service should be charged the same price. The association believes, that the words, "provided always that no discount shall be allowed the retailers," should be inserted in section A of clause one.

The Wrong Basis

Objection is also taken by the wholesalers to clause two, which requires them to sell sugar on the basis of average cost of all sugars actually in stock at time of sale with freight added.

For many years it has been the practice of wholesale grocers to sell sugar at the refinery price ruling at the time of sale. This is part of the equalized sugar rates system, which provides for a uniform selling price on sugar and when refinery prices advance the selling price advances simultaneously, and when refinery price declines the selling price immediately declines, irrespective of quantity of sugar in stock when change in price occurred. The gain through an advance will be offset by the loss through a decline.

By the terms of the Board of Commerce order different prices on the same grade and brands of sugar will occur, and the wholesaler who was a large buyer of sugar and who had purchased heavily before an advance, while not perhaps making more money, would monopolize the entire trade until his stock was exhausted, which competition would seriously injure his competitor.

Consumers in the same locality will be able to buy sugar at several cents per pound less at one store than they can at

others, which will divert the business to the cheapest store to the injury of all others—a most unfair condition, and yet a condition which such an order makes it impossible to avoid.

Replacement Value the Basis

The Wholesalers' Association, through its secretary, contends that replacement value is the only basis on which a business can be successfully carried on and urges that clause two of the order be so amended that wholesalers will be permitted to base their selling price on the refinery price ruling at time of sale. No other system can give uniform satisfaction to the public.

Restrict Advances

Furthermore it is the opinion of the wholesale grocers that the Board should

not permit the refiners to allow such a large advance in sugar to be made at a time. No increase or decrease in sugar prices should be more than one-half cent per pound at a time, and the refiners with their large stock on hand and purchased, should always be able to restrict the movement in price up or down to this figure, giving a reasonable time between changes in price. The refiners' stated price could then be, and should be, the basis on which the profit should be calculated.

The margin of profit at which the retailer is permitted to sell sugar is not sufficient. A percentage on sales price is the only correct method of calculating profits and we would recommend the retail trade be allowed a profit of at least 12 1-2 per cent.

Shortage of Cans is Acute

Canning Factories Are Experiencing Difficulty in Securing the Requisite Number of Cans to Take Care of the Crops—Tin Plate Market Strong.

THE shortage of cans for canning purposes is causing considerable worry to canners this season, and in a year when the fruit yield is particularly heavy, factories are more or less hampered by the shortage of cans. Growers have been affected to an alarming degree, for the reason that canners refuse to buy because of their inability to get the necessary cans. This uncer-

tainty has resulted in few contracts being made with the fruit growers for peaches and pears, although both fruits promise exceedingly well in the way of crops. Cans, it is stated, are only obtainable from week to week, and manufacturers will give no guarantee of a definite number.

According to the New York Journal of Commerce, the tin plate market is very strong, although the situation has been fairly steady for the past few days, because of the easy position of sterling exchange. The shortage of stocks is still very pronounced, in the face of a very active inquiry.

Watch Sugar Market Closely

J. W. Brown, Manager of Revillon Wholesale Ltd., Edmonton, Alta., Believes That Grocers Should Follow the Market Carefully—Present Profit on Sugar Not Enough.

OUR experience as jobbers with the retail grocers would lead us to believe that it is not possible for them to do business on the profit allowed on sugar," remarked J. W. Brown, of Revillon Wholesale, Limited, Edmonton, Alta., to Canadian Grocer recently, "unless they are permitted to do as they have always done in the past, make excessive profits on some other lines, to offset the sugar profit."

"As to whether one should follow the market: I would like to say that there is no doubt but what they should follow the market, for this reason: One merchant may have a large quantity of sugar bought at a certain price. We will suppose that the price is advancing. Some less fortunate merchant has to buy on the advancing market. If the one that has the stock does not sell on the advanced price, he will undersell his competitor who was forced to buy at the higher price. If the market was de-

clining, the reverse would be true. In either case one or the other merchant would be in disrepute with his customer and would not make a reasonable profit so that he could replace his stock.

Too Many Rulings

"It occurs to me that the Board of Commerce is either formed of very impractical business men or men who have never been in business at all.

"I think it is about time the retailers and the wholesalers should both send in a tremendous protest against interference in the details of their business. If there are laws to punish criminals, wait until we become criminals before they exercise the law. We have had half a dozen retail merchants who have complained bitterly and say they will go out of business if they have to be hampered by so much control and interference in their business. We feel a little the same way ourselves."

MUNICIPALITIES MAY RESTRICT SALE OF BEERS

Privilege May Be Granted Only to Standard Hotels if Towns and Cities So Decide

Municipalities in Ontario hereafter may, by passing by-laws, limit the sale of temperance beers to the holders of standard hotel licenses. At present restaurant keepers in almost every city and town are selling beer of less than 2½ per cent. There is little control of its sale. An order in Council has been passed and published in the The Ontario Gazette, which says cities, towns, villages and townships may pass by-laws "for granting the exclusive rights of reselling in the municipality malt products, commonly called temperance beers, by the keepers of standard hotels, licensed under the Ontario Temperance Act." Such by-laws may be passed after September 1, 1920.

Dominion R.M.A. Ask More Rigid Customs Inspection at Border Cities

Dominion Association Will Now Be Known as National Association of Retail Merchants of Canada—Important Resolutions Passed at Annual Convention in Vancouver Last Week.

By Staff Correspondent Canadian Grocer

VANCOUVER, July 26.—Assembled in the Hotel Vancouver, the president, J. A. Banfield, of Winnipeg, opened the 15th annual convention of the R. M. A. of Canada at 10.30.

His Worship, Mayor Gale, of Vancouver, extended the welcome of the City of Vancouver. Mr. McRobbie, B.C., member of the Dominion Board; "Mat" Phillips, of New Westminster, the new British Columbia president, and R. M. Miller, president of the Vancouver branch, all supported the Mayor in the kindest terms. John M. Bentley and W. J. Hougoud, of Halifax; T. A. Getz, of Red Deer, Alta. (Alberta president); S. E. Fawcett, of Saskatoon; E. W. Ziemann, of Preston; W. B. Ball, of Assiniboia, Sask., and John G. Watson, of Montreal, all replied in fitting terms. All of the visitors were lost for adjectives to describe their impression of the vastness of the Western Empire they crossed to reach the convention. That's the big thing about these conventions. They permit a few of the influential citizens in various parts of our great Dominion to learn what they did not know about their neighboring provinces, and the conditions under which their fellow retailers are working.

The roll call of officers found all present with the exception of the treasurer, who wrote regretting his absence owing to circumstances over which he had no control.

The accredited delegates registered were as follows:—

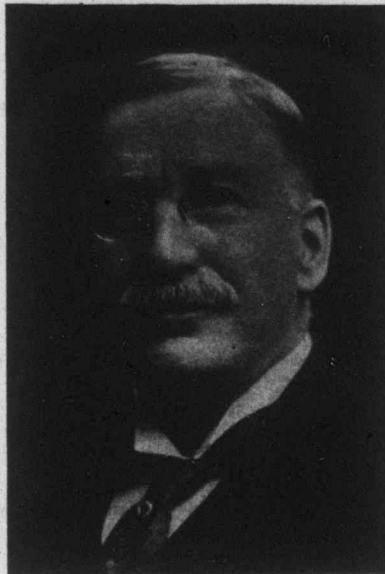
J. A. Banfield, Winnipeg; Jno. G. Watson, Montreal; E. M. Trowner, Ottawa; Jno. M. Bentley, Halifax; W. J. Hougoud, Halifax; S. E. Fisher, St. John; Robert Strain, Woodstock, N.B.; Walter G. de Wolfe, St. Stephen, N.B.; T. A. Gaetz, Red Deer, Alta.; Jos. Killas, Medicine Hat, Alta.; F. E. Raymond, Saskatoon, Sask.; S. E. Fawcett, Saskatoon, Sask.; J. H. Curle, Manitoba, Secretary; M. J. Phillips, New Westminster; B. W. Ziemann, Preston, Ont.; W. C. Miller, Toronto, Ont.; D. W. Clark, Toronto, Ont.; W. P. Ball, Assiniboia; Geo. H. McRobbie, Vancouver; Geo. S. Hougham, Vancouver; D. H. Kent, Vancouver. Mr. and Mrs. W. S. Inglis, Winnipeg; J. A. Peters, Woodstock; T. A. Beacock, Woodstock; Lorne Kressy, Kipling; Frank Schroeder, Jonson, Sask.; Jos. Tate, Raymore, Sask.; A. G. McLean, Raymore, Sask.; A. J. Humphries, Raymore, Sask.; J. R. Homer, Saskatoon; G. A. Smith, Halifax; T. G. Watson, Montreal; Mr. and Mrs. L. B. M. Wright, Assiniboia; G. Craddock, Assiniboia; W. P. Ball, Assiniboia; L. Maze, Assiniboia; J. S. D. McNaughton, Mossbank, Sask.

President's Address

President J. A. Banfield presented his address reviewing the year's work as follows:

Gentlemen:

It gives me great pleasure to meet you again at our annual convention on the Western coast of this great Dominion, in this beautiful city of Vancouver, and to present to you my first annual report. Had



J. A. BANFIELD,

Of Winnipeg, who has been re-elected President of the National Association of Retail Merchants of Canada.

I known at the time you honored me by electing me president of the Dominion Board and the Dominion Executive Council, that the duties in connection with this office were so far reaching and of such an important character to the retail trade of Canada, I would certainly have hesitated before accepting the office. I think that every retail merchant would admit, whether he is a member of our association or not, that the year through which we have just passed has been one of the most strenuous years in the history of the retail trade.

How the situation could have been met without an association such as ours — which reaches from coast to coast—is difficult to comprehend. In past years, when we were all busy trying to arouse interest in and to point out the necessity of every province being organized, little did we realize what it meant until the time arrived for united action.

Must Double Efforts

We must all be pleased with the results of our efforts, but we must remember that we have only laid the foundation. From now on we must build the superstructure, and in order to do so it will be necessary to more than double any efforts that have been made in the past, no matter how great they have been.

Personally I have great faith in the principles upon which this association is founded and the excellent character of the men who are associated with it. Its aims and objects reach out toward higher ideals in retail distribution. We ask for no special privileges, no attempts to take advantage of any other class, but an earnest effort to serve the public in the best and most economic manner, and to eliminate from the retail trade all methods of a de-

ceptive or unethical character. These are ideals that I am sure the great body of retail merchants in Canada are aiming to achieve. To accomplish them we must make every effort to enroll more members into our association, and this can only be done by individual effort on the part of all the officers and all the members, and should not be left entirely to the paid officials of the association. I must frankly confess that the more time I give to the work of the association, the more work I find there is to do.

It must be remembered that the members of the Dominion Board and of the executive council are all engaged in looking after their own individual business, and receive no remuneration, and I am sure that we would all like to give more time to the association work if it were possible to do so.

Great Progress Being Made

During the past year I have attended a great many meetings of the association, and among others, I attended, by invitation, two conventions of the Saskatchewan Provincial Board, and I am pleased to report that excellent progress is being made in that Province.

I also attended, by invitation, the annual conventions of the Provinces of New Brunswick and Nova Scotia, and I found excellent progress being made in those provinces. I visited also the city of Vancouver, and I was pleased to find great progress being made in this city and throughout the province of British Columbia. I have also kept in close touch with the work of the Manitoba Provincial Board and am pleased to report progress there.

On my way East I twice visited the office of the Ontario Provincial Board, and was pleased to find the work of that province progressing in a satisfactory manner. I also visited the office of the Quebec board while passing through Montreal, and found that their membership is increasing and there is every indication of excellent progress.

In addition to these I visited the head office at Ottawa four times during the year — once in connection with a special meeting of the Dominion Board held in the month of January, 1920; once in connection with interviewing the Government regarding the Board of Commerce; once in connection with a consultation with the secretary and treasurer of the Dominion executive regarding the proposed system of taxation by the Government, and again to attend the National Industrial Conference, as your representative. I also attended a meeting of the Western executive council in Regina for the purpose of assisting in its organization.

Widespread Activities

In addition to these various visits I have received and replied to a great deal of correspondence from the head office at Ottawa, and provincial offices in reference to the work of the Dominion executive council and the Dominion Board. In this connection I desire to state that very few members have any idea of the activities and importance of the Dominion office, only those who have an opportunity of following the work that is being done.

As the association grows in strength and members, in my opinion provision

must be made for an increase in the revenue of the board. A resolution will come before you for your serious consideration to amend the constitution so as to increase the present per capita tax paid to the Dominion Board from one dollar to two dollars per member. To pay this additional amount may be difficult for some of the provincial boards unless they increase their membership fee, but we must bear in mind that if we want a continuous and increasing service from the Dominion office we must make provision for an extra assessment, and the more we improve the financial condition of the Dominion office the better the service the provincial boards will receive for their members.

Raising a Welfare Fund

You will also be asked to consider a resolution whereby this convention will discuss the advisability of raising an "organization and legislative welfare fund" of fifty or a hundred thousand dollars from those retail merchants throughout Canada who can contribute extra sums beyond their membership fee for the purpose of assisting in the organization work in every province, and also for the purpose of having funds in hand, when required, to more effectively assist in opposing any legislation of an injurious character or promoting legislation of a necessary character.

I might say that recently the manufacturers found it necessary to raise a fund of one million dollars for similar purposes, and so also have the labor union bodies and the farmers' organizations.

For years, as you know, our organization has been engaged in a great educational work among the retail trade that has cost time and money. In addition it has cost a lot of money to lay the foundation and equip our provincial offices and the office of the Dominion Board. Add to this the large sums of money we have spent in defending our members against injurious legislation, and there is no wonder that we require a fund for the purpose above mentioned. This is a matter that will require your careful consideration and action.

If it is your wish that such a sum as mentioned should be raised and if the securing of this money could be coupled with the formation of a special committee consisting of those retail merchants who could spare sufficient time from their business on occasional times to address meetings of retail merchants in various parts of Canada, and who would know that their expenses were taken care of, I thoroughly believe we could send a call out to the retail trade of Canada that would bring every self-respecting retail merchant into our ranks.

Must Defend Himself

The defence of the retail merchant must be made by the retail merchant himself. The day for sitting down and expecting the other fellow to look after us has gone never to return. We who have our money and our time invested in the retail distribution of merchandise must be awake to our position and we must be prepared to sacrifice our time and our efforts. The strong must come to the defence of the weak. Our plan of organization is based on sound principles; your money is sunk in Provincial and Dominion Board equipment. You have faithful and loyal secretaries and organizers in every province. The foundation stone is laid and I hope that before we leave this convention that every man will go home pledged to greater effort and greater sacrifice, and we can then build on what we have founded, an organization of which not only every retail merchant in Canada will be proud, but our customers, who are the general public, can feel assured that as long as this organization lasts their interests will be properly protected.

In closing, I desire to express my high appreciation of the excellent assistance that has been rendered by my fellow associates on the Dominion executive council,

WILL INVESTIGATE PROFITEERING COMPLAINTS

The following resolutions were passed at the annual convention of the National Association of Retail Merchants of Canada:—

That it is the opinion of the members of this convention that the time has arrived for the establishment of a publicity bureau at the head office of our association at Ottawa, for the purpose of sending out notices to the trade press, and to the daily and weekly newspapers, notifying them of our activities, and submitting to them articles which would educate the public on the necessity of the retail merchants.

That whereas a great many statements are being made by men in public life setting forth the enormous extent to which, in their opinion, profiteering is being carried on in Canada, but who so far have failed to name the guilty parties or to take any definite or legal action to prevent the same. And whereas we believe that general statements of the above character, made without any true knowledge of the existence of the same, have a bad moral and commercial effect on the trade of Canada, we, as members of the Retail Merchants' Association of Canada, ask the aid of our customers to assist us by sending to the secretary or to any officer of our association in any city, town, village or province throughout Canada, or to head office of the association in the Banque Nationale Building, Ottawa, any complaint they may have, no matter how small, of any profiteering or over-charging, and we, as an association, will appoint a committee of well-known, honorable retail merchants, and allow the accuser to appoint a similar committee of any persons he may choose, to examine fully into any charge that is made, free of all costs to the accuser, and if we find any case of profiteering among any retail merchants, non-members or members of our association in any part of Canada, we will undertake to prosecute them to the fullest extent of the law, with all the publicity that such action would entail.

That instead of placing the collection of the Luxury Tax on the retail trade it should be collected at the source of supply, namely, from the manufacturer and importer, and in this way it would be absorbed in the same manner as all systems of taxation are absorbed.

That this association favor a "Made-in-Canada" campaign.

That more rigid Customs inspection at border cities be urged.

That the Dominion Retail Merchants' Association be henceforth known as the National Association of Retail Merchants of Canada.

That an effort should be made to have the gold and silver inspectors supervise the False Advertising Act, and to see that the same is enforced.

That this association ask for local provincial option in regard to fire insurance arrangements.

That the press be admitted in future to Dominion Board meetings.

That more care and effort be put in the work of display in members' stores.

That the next meeting place for the association be in Winnipeg.

and thank you for your close attention. (Prolonged applause.)

Secretary's Report

Vancouver, B.C., July 22nd, 1920.

To the Officers and Members of the Dominion Board and the Dominion Executive Council of the Retail Merchants' Association of Canada.

Gentlemen:

Owing to the fact that the annual meeting of the Dominion Board this year is held four months later than it was held last year, and in order to cover the entire period between the holding of last year's convention and this year's, the report of this, the 15th annual convention of the Dominion Board of our association, covers a period of 16 months instead of 12.

On January 13th and 14th of this year a special meeting of the Dominion Board was held at Ottawa regarding certain orders which were made by the Board of Commerce and which we considered to be very objectionable to the retail trade. Copies of the minutes of this special meeting, together with copies of the minutes of the last annual meeting of the Dominion Board held in Ottawa on March 17th, 18th and 19th, 1919, have been placed in the hands of every member of the Dominion Board and, consequently, it will not be necessary for me to refer at any length to the proceedings of those meetings.

End Restrictions With War

Upon the termination of the great world war I am sure that every retail merchant felt that we had arrived at the completion of the period over which the Government placed restrictions of an unusual character regarding retail distribution. In this it appears that we were mistaken. Not only have we been restricted to an unusual degree through the actions of the Board of Commerce, but we have been especially selected from among the other commercial classes and appointed unpaid collectors of a luxury tax, the operations of which are not only unfair but unreasonable.

Added to this imposition, in looking over the expenditures of the Dominion Government we find large sums of money passed in the estimates to provide better facilities for the agricultural, laboring and other classes, and not one cent allowed for the improvement of the retail distributing classes, who have more money invested in Canada than all the other classes combined.

In addition to this, if we look over the platforms which have been prepared by all the political parties to date, we find every effort put forth to capture the attention of the other classes so as to secure their votes, and nothing but condemnation and almost an entire lack of recognition of the retail distributors as a class, and whatever reference is made to them is made in derision, they being looked upon

as being of the "profiteer" and "combine" classes.

This may not make pleasant reading, but I, personally, believe that the time has arrived when we must look the facts square in the face and act unitedly. To prove these statements, all that it is necessary to do is to look carefully over the orders that have been issued by the Board of Commerce, and read the copies of Hansard on the discussion of the luxury tax, and then, to complete the evidence, read the many speeches that have been made at conventions of public bodies, both religious and artisan, and, without having any knowledge of the facts, the retail distributors are held up to ridicule and often to scorn.

Need For Co-operation

These introductory facts are cited for the purpose of calling your attention to the need of closer co-operation between all classes of retail merchants throughout Canada, and to further impress upon the members the fact that more than 90 per cent. of the time of the Dominion Board office is taken up by giving attention to measures that require to be opposed, rather than to those of a constructive character and which would be of benefit to Canada as a whole. This is certainly not as it should be, and every effort should be made to find a remedy.

At the last convention of the Dominion Board a number of resolutions came before the meeting, and they were handed over to the office of the Dominion Board to deal with.

Membership Grows

The number of members appearing on our membership roll from the date of the last convention in March, 1919, as compared with last year, is as follows:

	1918-19	1919-20
British Columbia	86.66	436.69
Alberta and Saskatchewan	1,336.00	2,316.35
Manitoba	748.50	560.65
Ontario	2,736.42	1,982.30
Quebec	637.00	1,023.00
New Brunswick	787.00	655.00
Nova Scotia and P.E.I.	198.85	715.00
	6,530.43	7,688.99

Showing an increase over last year of about 1,158.00.

This report must certainly be gratifying to us all because it shows a growth and an increase over last year, but, gentlemen of the convention, I cannot disguise the fact that I am far from satisfied. If our association has grown to be the only organization of its kind in Canada that stands for the defence of the retail trade, why is not every retail merchant in Canada under its banner? The answer to that lies at our door. We are engaged in a

great educational movement; we must be thankful for our advancement, but when we become satisfied we will begin to decline. We must push forward and we will not be satisfied until the last retail merchant in Canada becomes a member.

Financial Statement Gratifying

I am pleased to say that the financial statement, as you will notice by the treasurer's report, shows an improvement



F. E. RAYMOND,

Saskatoon, Provincial Secretary, Saskatchewan R.M.A., who was present at the National Association Convention in Vancouver.

which must also be gratifying to you.

Before closing, I desire to express my high appreciation of the excellent manner in which the members of the Dominion executive council have looked after your interests during the year. The president, J. A. Banfield, has attended a large number of meetings. He has been ever ready to visit the head office at any time his services were required. His forceful and enthusiastic addresses have inspired every member who has listened to him, and his interest in the work has been un-failing.

The first vice-president, J. G. Watson, of Montreal, has given unsparingly of his time and his counsel. He has been ever on guard, and through his untiring efforts and advice he has been the medium

through which the entire Dominion Board has caught the spirit of having everything that is to be done, done in a thorough, businesslike manner, and if you find any advancement in the development of the work of our board it can largely be credited to his persistency and effort.

Tribute to Treasurer

Now, in regard to our treasurer, Henry Watters, who at the last moment found it impossible to be present, I cannot close without making reference to the faithful manner in which he has performed the duties of his office. He has visited our office almost daily. He is always ready and willing to give time, effort and counsel, and he has taken as much interest in the affairs of the association as though it were his own private business, and he has performed the duty of treasurer in a way that must be acceptable to every member. My only regret is that he will not be here to present his financial statement for the year.

The other officers of the Dominion Executive council who live at a greater distance from the head office have given us excellent assistance through correspondence, and have given us the benefit of their counsel whenever it was required.

In addition to expressing my thanks for the great assistance I have received from the president and members of the Dominion executive council, I desire to thank the secretaries and officers of the various provincial boards, as well as our capable office staff, for the great assistance they have rendered me during the year.

I trust the coming year may be full of prosperity.

I remain,
Yours respectfully,
E. M. TROWERN,
Secretary,
Dominion Executive Council and
Dominion Board.

Among the correspondence getting a rousing reception was a wire from Ottawa to the effect that the issue of the obnoxious questionnaire was suspended.

A huge luncheon was tendered by the Vancouver Kiwanis Club, where all visitors were introduced, and the luncheon was addressed by Jerry McGeer, the youngest member in the B.C. Legislature. His subject was "B.C.," and briefly and interestingly he marshalled an array of figures regarding the fairest Western province that was a revelation to the visitors.

All last year's officers were re-elected.

Want Reconstruction of Commerce Bd.

B.C. Retail Merchants' Association Meet in New Westminster at Annual Convention—Number of Branches in British Columbia is Growing—Excellent Reports Presented.

Staff Correspondent Canadian Grocer

New Westminster, B.C., July 20.—"An unqualified success." This seems to be the consensus of opinion of the delegates who attended the third annual convention of the Retail Merchants' Association of Canada, B. C. branch, at New Westminster, B.C., July 19 and 20. Many serious problems confronting the trade were debated before the convention, and it is thought that solutions for many of them have been found. Of course the most

vital subject for discussion was the luxury tax and even for this a solution has been found, the opinion of the B.C. convention being that the action suggested by the Saskatchewan branch and endorsed by the Dominion Board is the best under the circumstances.

The Royal City certainly "did itself handsomely" from the moment the convention opened with an address by his worship, Mayor J. J. Johnston, until

the singing of the national anthem after the association's official dinner on Tuesday evening.

Splendid Reports

Excellent reports were made by the president, secretary, treasurer and the organizer. Great progress has been made in the organization of the outlying portions of B.C. along R.M.A. lines,—

Continued on Page 34

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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DEATH OF PROMINENT WESTERN RETAILER

THE Western retail and wholesale trade, as well as salesmen who have covered Winnipeg, were shocked to learn of the death of A. E. White, general manager of the W. H. Stone Company, retail grocers, Winnipeg. Mr. White suffered last winter from an attack of influenza from which he had not fully recovered. He was a man who always gave close attention to his business, and these two facts combined were, no doubt, responsible for his untimely death. The W. H. Stone Company were arranging to close up the business on Main Street, Winnipeg, and continue their other two stores. Mr. White had considerable worry in connection with this change and had intended taking a well-earned rest when it had been consummated. He was widely known among the trade, and particularly among salesmen, as a man keenly interested in his life's work, always courteous to callers and one who kept up well with the times insofar as knowledge of the business was concerned.

TRADING WITH WEST AFRICA

THE possibilities for trade between Canada and the west coast of Africa are enormous, according to the "Maritime Merchant," which in recent issues has reviewed the situation. The great prosperity of that part of the country, and the likelihood of its further industrial development, is emphasized. West Africa, it is pointed out, is a most hopeful prospect for Canada, and with the new line of steamers making monthly

trips between the two countries, one need not be surprised if a large business should shortly develop.

Recently Samuel Dobree & Sons, London, Eng., opened a branch office in Halifax. This firm operates on a large scale in all kinds of merchandising in Nigeria and West African territory. Samuel Dobree & Sons plan to buy all sorts of supplies in Canada, such as are used in West Africa, and manufacturers who are interested will do well to get in touch with this concern. Canadian importers should also acquire the habit of buying West African products direct, because the more direct buying there is, the better it will be for the export trade. A full cargo both ways is the thing that will enable the direct steamship to carry on its operations with the minimum freight charge.

The "Maritime Merchant" believes that Canada's success is sure, that is, if she can once overcome the handicap of having been all our lives almost solely domestic traders. Foreign markets seem to the bulk of Canadians to be so very far away. They have not as yet become accustomed to ignoring long distances, as traders do in an old exporting country like England.

TOO MANY CHEAP TEAS

FROM every source of information Canadian Grocer has learned that the country is being flooded with low grade teas and that the medium and better grades are becoming more difficult to obtain. A great deal of this tea is showing age and it is presumed that this tea has been held by the British Ministry of Food who are now anxious to unload and are dumping it on the market in small parcels in order that the market will not recede with a bump. With the expectation that trade with Russia would be soon resumed which would relieve the market of a large volume of low grade tea, and in spite of all the efforts on the part of the manipulators of the British tea market to keep prices up, the market has sagged to such a low point that low grade teas can be purchased for almost any price.

On the other hand, high grade teas and teas that show any cup quality for which the consuming citizens of Canada are showing a decided preference are becoming scarcer and prices tend upward rather than downward.

The merchants, therefore, who pride themselves on the quality of tea which they sell over the counter, would be wise when making purchases of tea to beware of any cheap teas that are offered.

A Penny Made is a Penny Ahead

New Slants on Old Truths that Grocers Will Do Well to Study—
Increasing Profits by Specializing in Bulk Goods

By Henry Johnson Jr.

A FRENCHMAN was talking to an American engineer:

"You Americans are extraordinary people," he said. "You spend \$30,000,000 for a bridge across the East river merely to save ten minutes' time."

The American explained that we do not figure just that way. We take the average number who cross daily both ways, say 365,000, and figure ten minutes each crossing, or 3,650,000 minutes. That makes 60,833 hours, 2,118 days of 24 hours each, or nearly six years saved every day!

We divide those days into eight-hour working days and we get 6,254 days. Allow only \$2 per day and we have a daily saving of \$12,508, or \$4,641,420 a year. So we can allow 5 per cent. on the \$30,000,000 investment — \$1,500,000 — allow another \$2,000,000 for depreciation and upkeep, and have a net profit of \$1,141,420, or nearly four per cent. left.

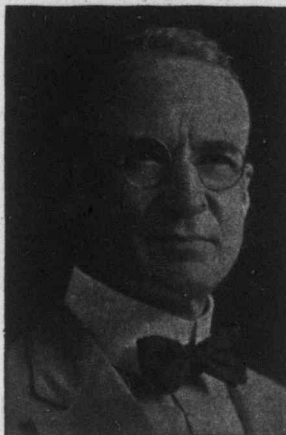
This view so impressed the Frenchman, who was a prominent Government official, that he made its discussion a special order of business in the Chamber of Deputies, whence the thought was spread widely over the entire nation. He had achieved a new slant on "Yankee Notions."

Extra Earnings on Bulk Goods

I have related that anecdote and turned Ben Franklin's saying around to emphasize the value of little things when appraised at their true significance. It is true that a penny saved is a penny earned. It is just as true that a penny made is a penny ahead. Further, it is right to use the penny for the unit; for while a grocer's money goes out in dollars and multiples of dollars, it comes dribbling in in pennies and fractions of pennies. There is no fraction too small to merit our most careful attention, since the most trifling error or miscalculation, carried even through one department of our business, can cost up a lot in a year; and if permitted to penetrate the whole business can readily prove disastrous.

These thoughts are suggested by a list I have which shows the difference in earnings through handling fifteen commodities in bulk as compared with the same in packages. The items are dates, cornmeal, raisins, rolled oats, cocoa, graham crackers, starch, rice, macaroni, oatmeal, tea, coffee, dried peaches, soda crackers, ground black pepper—fairly representative items. It is stated that all other items will show similar averages of comparison, and I incline to think that is true.

The difference in favor of bulk handling is 7.65 per cent., omitting minor fractions. With the fact that grocers today make an average net of two per cent.



HENRY JOHNSON, Jr.

before us, we can see how important an average of 7.65 per cent. on even fifteen items can be.

Sidestepping the "Profiteer" Stigma

There is another important aspect to this. Package goods in this same assortment cost the consumer more than 38 per cent. more than bulk merchandise. That means that your customer could buy \$1.00 worth of these items as they come in packages from you for 62 cents and you would make 7.65 cents more that way by selling them in bulk—minus the slight loss due to bulk handling.

But even if you made no more money by handling bulk, it should seem that it would pay you to do it right now when everybody is chafing under the burden of high costs, when the disposition is generally prevalent to lay all the blame on the grocer. But again, any careful dealer can handle bulk merchandise with negligible shrinkage, for he can provide himself with fixtures and appliances to do it practically without loss.

Taken together, it seems that here we have amply sufficient reasons to justify us in handling bulk goods in preference to packages.

Maintaining Your Individuality

Again, any branded package sold, assuming good quality, builds good will and reputation for the packer thereof, not for you individually. The consumer can go anywhere and get exactly the same thing, usually on the same terms at the same price. It is not to be concluded hastily that nothing of your store goes with that package. Your character of service, your prompt courtesy, your general mastery of your business attaches to some extent—provided you have these—to everything you do. But if the other fellow is also a good merchant, the package will look the same coming from him.

It is not to be assumed that you cannot shake off the shackles of any package line, for you can. But should we not go slow in loading ourselves with an "Old Man of the Sea," from whom we must surely shake ourselves free with wrenching effort later on?

And did you ever notice that while the good will built around a meritorious package article belongs to its packer, any ill-will due to lack of quality in such package sticks to you? Yes: benefits go to the packer, and when dissatisfaction results the customer says: "Why do you handle such truck?"

Thus is your individuality submerged or injured as the case may be.

Profits Tend to Disappear

This interplay of forces between the manufacturer, or packer, and your customer with you as the grist between the stones driven by the force of competition, tends to reduce your end of the deal to nothing. There are exceptions, of course, and some notable ones; but the general tendency is to make you work for the scantiest wages. Profit disappears. You lose both individuality and profit.

If you pack your own goods, things are different. If you pack good stuff, you derive all the benefit, reputation and goodwill which attaches thereto; and if you chance to slip up occasionally, your share of the blame is no greater than if somebody else's package goes wrong on your hands.

Every time satisfactory goods from your store are used, the customer, consciously or unconsciously, thinks favorably of you. Service and value being properly safeguarded, it is harder every day for her to break away from you.

Most important of all, perhaps, is the fact that in packing your own goods, you can get your just proportion of margin on an equal and equitable basis the year round. A pound of pearl barley may be worth one price to-day, a lower price a week from now, a cent or two more two months hence. You can charge what it is currently worth all the time.

Your customer is not apt to murmur when the price declines. When it advances and she questions why, you have your great opportunity to show her that even so she is getting much more for her money than if she paid a price, stable the year round, for a package the net contents whereof may be eight or ten ounces.

Or you can adopt the other policy. Have a package which you sell for ten or fifteen cents and keep that price constant by varying the contents according to market. Here also you will always have the advantage of the ready-packed article

Continued on Page 41

CURRENT NEWS OF THE WEEK

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

QUEBEC

H. M. Shepherd, of Shepherd-Mott, Montreal, was in Sherbrooke, Que., during the early part of the week on a business trip.

Senator Gaston Menier, manufacturer of chocolate and cocoa of Paris, France, is on a visit to Canada, and is for a time at his Canadian home on Anticosti Island. He recently spent a day in Montreal, and is contemplating a trip to Western Canada.

H. M. Shepherd has taken the place of Mr. Sheely in the firm of Sheely Mott, manufacturers' agents, in Montreal. Mr. Shepherd has for four years been with Maclure and Langley in Montreal. The firm of Sheely Mott now exists as a manufacturing business.

ONTARIO

C. C. Norris has opened up a store at 1922 Gerrard Street E., Toronto.

Geo. R. Loggie, of Loggie, Son & Co., Toronto, has returned from a two months' trip to the Old Country.

J. H. Butler has bought out the business at 1602 Gerrard Street E., Toronto, until recently carried on by F. A. Limley.

Mrs. Dick's grocery store, Buckland Avenue, Toronto, Ont., was recently entered, and ten dollars in cash, a quantity of tobacco and bananas were stolen.

The death occurred very suddenly of ex-Alderman Joseph D. Voisard, a member of Voisard & Sons, wholesale grocers, St. Catharines, Ont., at his home in St. Catharines. He is survived by his widow and one daughter.

Geo. R. Loggie Son & Co., has returned to Toronto from a business trip to the Maritime Provinces. Mr. Loggie states that business has been somewhat hampered in some of the centres there on account of strikes.

Robert Johnston of Woodstock, Ont., prominently connected with the butter and cheese business on this continent, passed away very suddenly at his home last week. He was for many years head buyer for the McLaren Cheese Co., for Canada and the United States.

J. G. Harris, Maclure & Langley, Toronto, got back to the city on Wednesday morning after a pleasant business and pleasure trip to Winnipeg. He returned by way of Chicago. He is completing his holiday at his old home in Port Perry, Ont., this week. Mr. Harris reports that the recent rains in Manitoba have greatly helped the crops and

has resulted in an optimistic feeling pervading everybody.

The employees of the Armour Packing Co., Hamilton, Ont., held their picnic at Mountain Park recently, and the outing was declared by all, to be one of the most enjoyable and successful of its kind.

A REPLY FROM BELGIUM

Canadian Grocer's inter-continental distribution has resulted in bringing a great deal of export business to Canada's manufacturers. The evidence of this comes repeatedly from many Canadian firms using advertising space in this paper. This week, for instance, the Red Rose Tea Co. received a letter from a firm in Brussels, Belgium, calling attention to their announcement in June 18 issue and soliciting the agency for Belgium.

The G. W. V. A. band rendered a splendid program of selections, and the usual list of sporting events added much to the pleasure of the occasion. A ball game played between the loading crew, the office and a selected team was won by the former by a small margin. The tug-of-war was won by a team from the plant.

New Service to the West Indies

Montreal.—As announced in Canadian Grocer a few weeks ago, the establishment early in 1921 of a new steamship service between Canada and the West Indies is assured. The Government, it is learned, has undertaken to commence, probably in January next, a service under the name of the Western Steamship Service.

This scheme provides for sailings from Halifax and St. John to Bermuda, thence to the Bahamas and British Honduras and return. The arrangements being made provide for the installation, on two of the five thousand ton vessels now being constructed for freight service on this route, of accommodation for about twenty-five first-class passengers. The conference delegates expressed the view that this amount of accommodation would for the present be sufficient for this service.

The West Indies conference also considered the establishment of a combination freight and passenger service from Halifax and St. John to Bermuda, Barbadoes and Demerara and return. While nothing definite has been done, it is the Government's intention to have this service established at the earliest possible moment, it being understood that the Governments of the islands to be benefited will assist the service with adequate subsidies.

Questionnaire is Discontinued

Board of Commerce, After Careful Consideration, Decide to Drop It—More Satisfactory Arrangements to Secure by Other Means the Necessary Information

Ottawa.—The Board of Commerce questionnaire to retail grocers has for the present been discontinued. Serious objection was taken in Parliament and elsewhere to this questionnaire, as imposing on the trade concerned too severe a burden in proportion to the object in view.

"The board," says an official statement, "after going carefully into the matter, has reached the view that the object sought by the questionnaire was wholly in the public interest, but that the immediate purpose of the issue of the questionnaire having been served, its issue may now safely be suspended, satisfactory arrangements having been made by the Board of Commerce to secure

by other means all necessary information respecting the grocery trade.

"The board hopes shortly to have effected an arrangement with the statistical service of the Dominion Government whereby the statistical work of the board, without added expenditure, will be made increasingly effective. Experience has shown that inquiries under way by the Board of Commerce are liable at some points to touch inquiries of a similar character under way in other departments.

"The arrangements pending contemplate co-operation between the different departments concerned, with the result, in all probability, of a reduced expenditure and an increased efficiency."

NEWS FROM WESTERN CANADA

WESTERN

Chas. Harding, grocer at Victoria, B.C., is selling out.

Economy Grocers, Winnipeg, has changed owners.

The Union Depot Cafe at Regina has been discontinued.

R. W. Wood of Calgary, Alta., has sold his grocery business.

G. Fisher, Vancouver, has sold out his grocery business to E. Evans.

G. R. Abraham, St. James, Man., has sold his stock of groceries.

Great Britain Grocery is starting in business at Edmonton, Alta.

The Western Cash Grocery of Winnipeg has dissolved partnership.

E. E. Beese, Winnipeg, has sold his grocery store to K. Pearlman.

N. S. Cohen is succeeding R. Kaplan in the grocery business at Winnipeg.

Sam Long, Crystal City, Man., has opened a new store in that town.

R. D. Nairne & Co. have commenced a grocery store at Manitou, Man.

J. A. Hallier of Edmonton has sold his line of groceries and confectionery.

J. Ronalls has purchased the grocery store of J. McKelvie at Brandon, Man.

H. Cooperman & Son of Brandon have sold their grocery store to F. Karusak.

J. A. Begg has purchased the grocery store of Jardine & Dickson, Vancouver.

Coster & Dunbus have purchased the grocery business of H. Markham of Vir-den, Man.

G. L. Palmer, manager of the Red Rose Tea Co., Winnipeg, is back at his desk again.

C. T. Lawrence, Winnipeg, has been succeeded in the grocery business by R. N. Temple.

A. Botton, Winnipeg, has sold his grocery and confectionery business to Muirhead & Brocks.

B. Billesdon, representing Hargreaves (Canada) Limited, is on a business trip to Winnipeg this week.

G. H. Malpass, Nanaimo, B.C., attended the R.M.A. meeting at New Westminster, B.C., last week.

G. M. Serlui of the Transoceanic Trading Co., Winnipeg, is on a business trip to Montreal and New York.

T. McFarlane, a representative of Hargreaves (Canada) Ltd., who travels out of Winnipeg covering Manitoba, Saskatchewan and Northern Ontario, was in town this week.

The B. M. Henderson Brokerage, Edmonton, Alta., have moved to new quarters at 209 Empire Block, Jasper avenue and 101st street.

W. H. Escott Co. of Winnipeg have a booth at the Brandon Fair displaying Wagstaffe products, including jams, peels and marmalade.

Mrs. J. S. Campbell, New Westminster, B. C., has been succeeded in the grocery business by Wm. Waltham. Mrs. Campbell continues dry goods.

Gibson, Paterson, Brown, Ltd., have been appointed representatives for Western Canada by Betty's Ltd., (Mount Dennis), near Toronto, manufacturers of jams.

H. R. MacKenzie, manager of the Cudahy Mfg. Co., of Toronto, is on a business trip to Winnipeg calling upon their Western representatives, Donald H. Bain Co.

The Western Mercantile Co., Nanaimo, B.C., closed its doors July 17. Mr. Bone, the manager, gave no reason for going out of business. They have paid 100 cents on the dollar.

H. A. Gonder, representing the Curtis Corporation, of Long Beach, Cal., packers of Sandwichola, ripe olives, and pimentoes, was in Winnipeg this week on a business trip to their Western representatives, Watson & Truesdale.

J. T. Williams, formerly manager of the Grocery Department for the Western Mercantile Co., Nanaimo, B.C., will open a grocery store at Nanoose, B.C., a short distance from Nanaimo. He expects to be ready for business in August.

The Canadian representatives of Wagstaffe Ltd. of Hamilton, Ont., attended a conference at the firm's offices in Hamilton. J. Korman of the W. H. Escott Co., Western representatives, was present, also P. J. Boxer of the same firm. They have just completed the addition to their factory and their representatives were shown around and also were shown the methods this firm used in the manufacture of jams and citron peel.

J. M. Dunwoody, of Stroyan, Dunwoody Co., manufacturers' agents, Winnipeg, Man., arrived in Toronto Saturday morning for an extended business trip to the Old Country. Mr. Dunwoody was in England, France, Belgium, and Spain, where he secured a number of agencies for his firm in Winnipeg. Before leaving for his home in Winnipeg about the middle of the week, Mr. Dunwoody visited a number of Western Ontario cities.

Moore & Whiteside, Winnipeg, have secured the agency for Perry & Hope, Ltd., Fort & Clyde Chemical Works, Nits-

hill, Scotland, near Glasgow. This firm operates chemical works and are manufacturers of cream of tartar and substitutes, essences and flavoring oil colors. They have also secured the line of gelatine and essences manufactured by Prescott & Co., Rutland Mills, Hulme, Manchester, England; also for F. W. Beach, manufacturer of jams, Evesham, England. They have also secured the agency for the Tea Garden Preserves manufactured by the Pacific Coast Syrup Co., Seattle, Washington.

H. W. J. Browse of London, Eng., principal of J. H. Vavasseur & Co., with headquarters at Colombo, Ceylon, and manufacturers of unsweetened coconut, was a visitor in Winnipeg this week calling upon their representatives, W. G. Patrick & Co. "The unsettled condition of the sugar situation in England to-day has quieted the unsweetened coconut market, but when the exchange situation is figured with the high cost of freight, this article itself is considerably cheaper and it is only a matter of time before the market advances," states Mr. Browse. Mr. Browse has visited their agents in the United States and Canada and has spent considerable time with their Canadian representatives, W. G. Patrick & Co., of Toronto. This is Mr. Browse's first trip across the Atlantic to this country and he is greatly impressed with the possibilities of the West. He intends to return to England on or about the 15th of August.

Making Millionaires On Jamaica Island

Kingston, Jamaica. — There has never been so much money in Jamaica as now. The sugar and banana planters are fast becoming wealthy and if the present wave of prosperity continues for a few more years the island will have at least a dozen millionaires.

Before the war sugar fetched only \$30 per ton; to-day it is bringing \$600 per ton in the English market. The island's inhabitants are experiencing great difficulty in getting adequate supplies and it is only through the action of the Food Controller that eight per cent. of the output is kept for home consumption. The prosperity of sugar planters has led to large sums being invested in the purchase of the most up-to-date machinery for the manufacture of sugar. Another central factory, costing \$1,500,000, will shortly be erected in the eastern portion of the island.

This year's sugar crop has received a setback, owing to a drouth lasting about three months. The result is that there will be a shortage in the output.

WANT RECONSTRUCTION OF COMMERCE BOARD

Continued from Page 23

the last few months have been very trying ones to retail merchants generally, and of course the association has had an opportunity to demonstrate the very great necessity for organization. Within the last few days an organization has been commenced in Victoria which was very gratifying to the various branches, as a good strong R.M.A. branch in Victoria will certainly be of great assistance to the provincial office in keeping intimately in touch with the Provincial Government's actions. While the name of the place for the next convention has been left to the incoming executive it seems pretty well understood Victoria will have the honor of entertaining the visiting delegates next year, notwithstanding the pressing invitations that were extended to the convention by the delegates from Alberni, Duncan, Nanaimo, Vernon and other points in British Columbia.

President's Report

In presenting his annual report Provincial President H. McRobbie of Vancouver, dealt with the work of the Provincial Board since the last convention in Vancouver, special reference being given to the appointment of George S. Hougham as joint secretary of the Vancouver and provincial branches; the management of the B. C. Retailer; organization; freight adjustment; fire insurance and collection services; the luxury and sales taxes; the Board of Commerce and the movement to establish a commercial education department in the University of British Columbia.

Touching upon the activities of the Board of Commerce, Mr. McRobbie said:

"The Board of Commerce also has proved the necessity for and the value of the association. This board started off with methods akin to those of the old-fashioned star chamber, and had it not been for the persistent pressure of the association there is no doubt that the regulations would have proved much more onerous than they are."

The Luxury Tax

"It is not too much to say," said Mr. McRobbie, dealing with the recently imposed taxes, "that the luxury tax as originally proposed was perhaps the most poorly devised and ill-considered piece of legislation ever attempted. Not only was the scheme illogical, indefinite and incomplete, but the officers of inland revenue throughout the country were without one word of information from headquarters, had no machinery set up to collect the taxes, and could give no help to the hundreds of merchants who asked for information in their respective districts.

"The value of our affiliation with the Dominion board was never better demonstrated than on this occasion, and your B.C. office became a veritable public service institution for the time being. Enquiries were received from all sources, manufacturers, wholesalers, boards of trade and retailers, both members and non-members of our association. The promptness of our national secretary can best be illustrated by the fact that Secretary Hougham had a bulletin in the mail three days before the local inland revenue office was able to publish anything. The efficiency of our association officials was gratifying to all and numerous expressions of appreciation were made."

The president went on to enumerate the various meetings held by the trade sections of the association, and of the many telegrams sent to Ottawa in which the weaknesses of the regulation were pointed out to the Finance Minister and the commissioner of taxation. In closing he urged the delegates to attend the Dominion convention at the Hotel Vancouver on Thursday and Friday and thanked the executive for the excellent support rendered during the year.

Membership Increases

Provincial Secretary George S. Hougham of Vancouver was highly complimented upon his very complete report covering the work accomplished by the Provincial Board since the last convention in September, 1919. He said that the membership had been increased from nine branches and 413 members a year ago, to 14 branches and 689 members to-day. New branches were organized at Vancouver, Vernon, Merritt, Cranbrook, Kamloops, Kelowna, Nelson and Ladner.

He went on to say that 76 new members had been added in Vancouver and this with the addition of three new sections, Auto Supply and Tire dealers, Sanitary and Heating Engineers and the Electrical dealers, embracing 118 members, had meant an increase of 194 members since October last in Vancouver. Branches at Enderby, South Vancouver and Prince Rupert had failed to function during the year.

Importance of Accounting

A very helpful address was given on Monday afternoon by John Cowan, C.A. (Scotland),



J. H. CURLE,

Winnipeg, Provincial Secretary, Manitoba R.M.A., who attended the Convention of the National Association of Retail Merchants at Vancouver last week.

treasurer of Vancouver Milling & Grain Co., Ltd., on the subject of accounting, as a feature in successful merchandising. Mr. Cowan described accounting as the art of correct recording in complete, convenient and permanent form. He said that without proper accounting no man had a proper knowledge of how his business stood at any given time. One point brought out by Mr. Cowan was a scheme for checking up losses by pilferage. In this connection he stated that whereas it used to be that the greatest losses were from "tapping the till," in his many investigations of the retail merchants' businesses he found now

that the most losses were incurred from pilferage of goods. To offset this, or to at least get an idea of the extent of such losses, Mr. Cowan suggested that in stocktaking a separate column should be run where the selling prices of the various lines might be extended. The invoice book would also carry such a column with the selling prices extended, then with the daily sale slips, one could readily strike a balance to see how nearly the estimated value of stock agreed with the next inventory taken. Mr. Cowan stressed the necessity of employing the very best kind of accountant, "for," he added, "I do not know of any other profession where a poor man can get away with such an amount of bluff."

L. Dashwood Jones, solicitor to the B.C. Board of the R.M.A. of Canada, gave an address on the Bankruptcy Act as applied to retailers.

On Tuesday afternoon, C. L. Greer, display manager for Canada of the Hudson's Bay Co., gave an address on scientific window dressing, assisted by Mr. Mitchell in his department, who arranged the displays as Mr. Greer explained the theory. This was a very practical feature of the convention, and one that was followed with a great deal of interest by all the merchants.

Advertising a Factor

Frank Harris, of the Crawford Harris Advertising Co., gave an address on advertising as a factor in business success, and one of the points made by Mr. Harris which brought forth the applause of the audience was the fact that the retailer has a right to expect advertising by the manufacturer to assist him to market the goods, and that on the other hand he has a special duty to the manufacturer who does so assist him in this way to push the sale of the goods so advertised.

J. A. Cunningham, honorary president of the B.C. Manufacturers' Association, and J. H. Falconer, president of the B.C. Manufacturers' Association, addressed the convention in a plea for special consideration for articles of British Columbia manufacture. Mr. Falconer protested against Mr. Harris' statement that the manufacturer should assist the retailer to popularize his lines, claiming that the B.C. manufacturers could not advertise by reason of their limited finance.

The New B.C. Officers

G. H. McRobbie could not be persuaded by the convention to accept a second term, claiming that as a general principle, new blood should come into the executive every year, and "Mat" Phillips, president of the New Westminster branch of the R.M.A., was unanimously elected to the Provincial Presidency. Harvey Murphy, of Nanaimo, was unanimously elected to the position of first vice-president, and His Honor Mayor Ashwell of Chilliwack was elected to the position of second vice-president. Daryl H. Kent was again prevailed upon to accept the office of treasurer.

Convention Briefs

Professor Boggs, of B.C. University, in speaking on the subject of taxation, mentioned that the word "tax" was derived from a French word meaning

DISMISS PRESENT BOARD OF COMMERCE

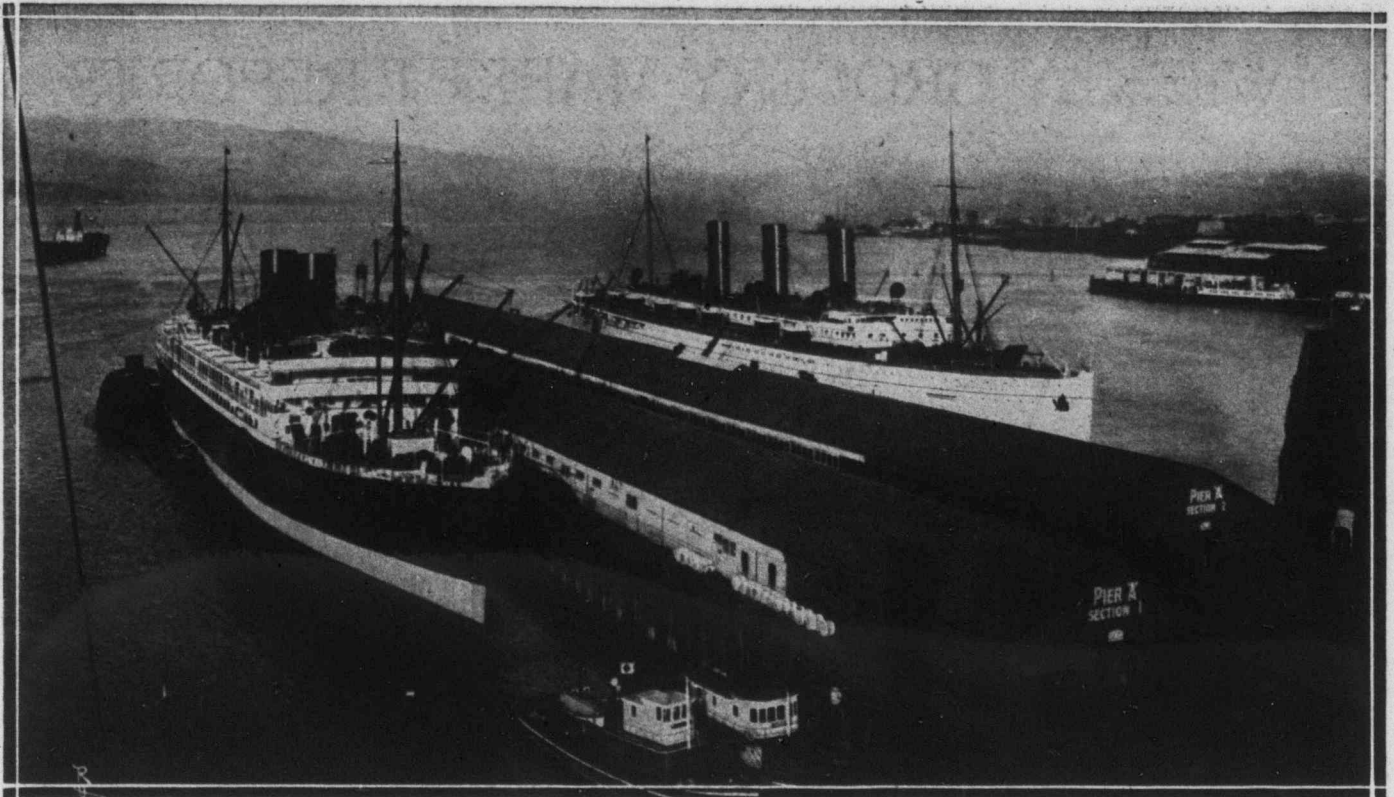
"That we, the B.C. Branch of the R.M.A. of Canada, endorse the action of the officers and members of the Dominion Board and the Dominion Executive, in their protest to the Postmaster-General regarding the present parcel post regulations benefiting the large mail order house to the detriment of the smaller retailers.

"Resolved that instead of placing the collection of the Luxury Tax on the retail trade it be collected at the source of supply, namely from the manufacturer and importer, and this way it would be absorbed in the same manner as all systems of taxation are absorbed.

"Whereas the retail merchants suffer loss and inconvenience owing to wholesalers and manufacturers billing shipments in an incomplete and careless manner, steps to have shippers give the correct weight, classification and rate on all bills of lading should be taken.

"Resolved that this convention instruct its Executive to exercise its powers to the fullest extent possible to prevent wholesalers, manufacturers, or importers selling in direct competition with the retailer to consumers or others.

"Resolved that the Retailers of Canada petition the Government to dismiss the present Board of Commerce and form a board consisting of a representative manufacturer, wholesaler, retailer and consumer, who will strive to build up the best commercial interests throughout the Dominion."



Eastern visitors to the Convention of the National Association of Retail Merchants in Vancouver last week were much interested in the above. These two ships having arrived from the Orient during the delegates stay.

"touch." Harry Murphy rose to his feet and shouted: "Man! you said a mouthful."

The member from Wyatt Bay convulsed the gathering by mentioning that in his store, every sale was entered in a book, as made, "and if at the close of the day, there is more cash in the till than balances with the sales entered up—I PUT THE DIFFERENCE DOWN AS SOMETHING, OR OTHER."

Delegate Thorpe, of Duncan, B.C., registered a minority dissenting vote to the proposition to make it obligatory to take the B.C. Retailer and to collect a dollar for same in connection with the fee for membership to the Retail Merchants' Association.

As the Retail Merchants' Association is ambiguous in the clause relating to whether the secretary should or should not have a vote, Cox, of Alberni, made a resolution to have the wording changed to more simple form.

"If the retail merchants will stick together, we will be strong enough to defeat the Government on matters pertaining to our affairs," stated President Banfield; "we pretty nearly did it recently. They only had a plurality of fourteen."

"Trowern looks like Lloyd George," said one delegate, "and if pep were dynamite, the Board of Commerce would have been blown sky high before this."

Said Banfield:—"If the opinions expressed by Meighen and Borden of the members of the Board of Commerce had only been held when they appointed them, what a lot of trouble we would have been saved."

Owing to over zeal in association affairs, and a natural enjoyment of collecting, on the part of the secretary, Alberni branch finds themselves with their dues paid up well into next year. Delegate Cox says the secretary is not an Irishman.

"By jove," said Wm. C. Miller, secretary Ontario Branch Retail Merchants' Association, "the Canadian Grocer is always on hand, at anything pertaining to the retail trade," when he saw the Grocer representative at the various sessions.

Professor Boggs, speaking of the luxury tax, said: "It violates all the axioms of taxation; it will be expensive to collect. It will be easily evaded, and will thus put a premium on false statements."

Watch Bulk Cereals During Summer Months

Strict Care Should Be Exercised in Keeping the Bins Fresh and Clean—Too Many Grocers Are Careless in This Regard.

"ONE day last week a retail grocer telephoned and said that the last barrel of rolled wheat he received was full of insects and would I send and take it back," remarked a dealer to Canadian Grocer the other day. "There are some merchants who are under the impression that grubs and other insects are in the packages when they leave the mill," he continued. "This is impossible, because the meals are hot as they go into the containers. The containers are sealed while the meal is still hot. After thinking over the merchant's complaint, I decided to go and see for myself under what conditions he kept his bulk cereals. When I arrived at the store I was shown the bin where the

meal was kept and sure enough it was grubby. I then asked for the clerk who was responsible for keeping the bins filled. After questioning him on his method of looking after the cereals, I found that he was not in the habit of cleaning out the bin before filling it up with fresh goods and he stated that he had been working there for over a year and in all that time it had never been cleaned out to his knowledge. I told him to bring me a box and scoop. I then proceeded to get to the bottom of the trouble. I scooped out all the meal in the bin and found at the bottom for a depth of about six inches, a solid mass of webs and worms. I drew the

Continued on Page 41

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets show few price changes this week. The tone of all markets generally continues firm. Business in wholesale circles is prevailingly quiet, which is customary during the mid-summer season. Retailers are conserving their orders as closely as possible to current needs and are not booking orders for future delivery as freely as in the past.

MONTREAL—There are few changes in the markets this week. Sugar is fairly steady under the recent advances. Molasses has declined. There is a brisk demand for dried fruits with a slight decline on currants. The tea market has firmed considerably and higher prices are expected in the near future. The nut markets continue to rule firm with the tendency for higher prices on fall shipments. Fresh fruit and vegetables are plentiful and quotations lower.

TORONTO—There are few price changes in the markets for general commodities this week. The markets, however, generally rule with a firm undertone. All sugar refineries are now on an equal price basis; supplies are quite plentiful and many wholesalers are taking advantage of the U.S. exchange and shipping surplus stocks over the border. Molasses is steady to firm with a quiet demand noted at this season. Cereals are steady with very little demand. The corn flake manufacturer who withdrew prices a week ago has not yet come back on the market.

The spice market generally continues with an easy tone; manufacturers report pickling spices moving freely. The tea market has developed a firmer tone; primary markets have advanced three to four cents per pound. New crop second grade Japans have not as yet appeared on this market, but quotations are out to arrive and show an advance of four to six cents per pound over old stock. The new pack of sockeye salmon will be very light and quotations very high. Grecian currants are arriving but the demand that was expected in view of the

low prices compared with raisins has not been manifest.

There is a big demand for raisins in the U.S. which tend to make the opening prices on the new crop very high. The high opening prices on prunes given out by some packers are not expected to hold. Spot stocks of shelled almonds and walnuts are being offered to the trade at prices below primary market quotations. There is a distinct easy tone in the market for rice and indications point to lower prices. Vegetables and fruits are arriving in abundance and prices generally are lower.

Fresh pork cuts are up one cent per pound. The butter market is easy and quotations are lower. Supplies of eggs are very light due to the demand for export. Quotations are up two cents per dozen. Lard and shortening are easier with lower quotations.

WINNIPEG—The crop is in excellent condition, and is heading rapidly, due to the welcome rain that invaded the prairie provinces during the week. Business has also been somewhat stimulated by the bright outlook of the crop. There are very few changes in the grocery market this week. There is a scarcity of sugar since the advance of \$3 per cwt. last week. Molasses and syrups remain unchanged with starches firm. Breakfast cereals are in good demand. It has been reported that the hot wave throughout the States has stopped the growth of apricots, with the result that the larger sizes have been greatly affected. The first shipment of canned cherries has arrived. The tea market is much firmer, while the coffee market, although quiet, has shown considerable firmness. Black pepper remains firm. Several shipments of new Western jams have arrived and the quality is up to the standard. Walnut market has shown considerable firmness, while the almond market remains weak. Limited supplies of raspberries are arriving. Oranges advanced during the week, while banana prices have a tendency downward.

QUEBEC MARKETS

MONTEAL, July 30.—Sugars are ruling fairly steady under the recent advances. Yellow sugars are inclined to be easier. The molasses market is easier with a decline of 15 cents per gallon. Dried fruits are unchanged. Canned strawberries will be higher. Teas are firmer and higher prices are expected. Fruit and vegetables are plentiful and quotations are lower.

Sugar Steady

Montreal. SUGAR.—St. Lawrence sugar advanced \$3.00 per hundred, which places all sugar on an equal price basis. Yellow sugar is in a weak market.

Table listing sugar prices including Atlantic Sugar Co., Canada Sugar Refinery, and St. Lawrence Sugar Refineries.

Molasses Has Declined

Montreal. MOLASSES.—The molasses market is easier and quotations have declined 15 cents per gallon.

Table listing molasses prices such as 3-gal. 33 1/2-lb. pails, White Corn Syrup, and various grades of molasses.

Dried Fruit Demand Brisk

Montreal. DRIED FRUITS.—There is no change in the market for dried fruits. The demand is brisk with a slight decline in currants.

Table listing dried fruit prices including Apricots, Apples, Peaches, Raisins, and Currants.

Table listing vegetable prices including Packages only, Figs, Prunes, and various other produce.

Strawberries to Be Higher

Montreal. CANNED GOODS.—There are no price changes in the market for canned goods. Canned strawberries will be higher, but prices have not yet been named.

CANNED VEGETABLES

Table listing canned vegetable prices such as Asparagus, Beans, Carrots, Corn, and Peas.

CANNED FRUITS

Table listing canned fruit prices including Apricots, Apples, Blueberries, Currants, and Peaches.

Teas Are Firmer

Montreal. TEAS.—The tea market continues firm. Quotations this week are unchanged, but higher prices are expected in the near future.

Table listing tea prices from Ceylons and Indians, Javas, and Japans and Chinas.

Spices Are Steady

Montreal. SPICES.—The spice market is steady under a quiet demand. Quotations are unchanged.

Table listing various spice prices such as Allspice, Cloves, Cinnamon, and various other herbs and spices.

Nut Market Firmer

Montreal. NUTS.—The market for nuts continues firm. Higher prices are expected for fall shipments.

Table listing nut prices including Almonds, Brazil nuts, Chestnuts, and Peanuts.

Table with 4 columns: Description, Price, and other columns. Items include Do., large, No. 2, polished; Do., Orleans, No. 2; Pecans, shelled; Walnuts; Do., new Naples; Do., shelled; Do., shelled; Do., Chilean, bags, per lb.

Rice Market Quiet

Montreal. RICE.—There is no change in the quo-

Table with 4 columns: Description, Price, and other columns. Items include Carolina, ex. fancy; Do. (fancy); Rangoon "B"; Rangoon "OC"; Broken rice, fine; Bell Rice, fine; Bell broken rice; Tapioca, per lb. (seed); Do. (pearl); Do. (flake); Honduras, fancy; Siam; NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

for package cereals with the exception of the ready prepared variety. Kellogg's Corn Flakes (London), manufacturers, who withdrew prices a week ago, have not come back on the market and it is the general opinion that prices will be higher when this line is again offered.

PACKAGE GOODS

Table with 4 columns: Description, Price, and other columns. Items include Rolled Oats, 20s, round, case; Do., 20s, square, case; Do., 36s, case; Do., 18s, case; Corn Flakes, 36s, case; Porridge Wheat, 36s, regular, case; Do., 20s, family, case; Cooker Package Peas, 36s, case; Cornstarch, No. 1, lb. cartons; Do., No. 2, lb. cartons; Laundry starch; Do., in 1-lb. cartons; Do., in 6-lb. tin canisters; Do., in 6-lb. wood boxes; Celluloid Starch, case; Potato Flour, in 1-lb. pkgs.; Fine oatmeal, 20s; Cornmeal, 24s; Farina, 24s; Barley, 24s; Wheat flakes, 24s; Wheat kernels, 24s; Self-rising pancake flour, 24s; Buckwheat flour, 24s; Two-minute Oat Food, 24s; Puffed Wheat, case; Puffed Rice, case; Health Bran, case; F.S. Hominy, gran., case; Do., pearl, case; Scotch Pearl Barley, case; Self-rising Pancake Flour, 30 to case; Do., Buckwheat Flour, 30 to case; Self-rising Pancake Flour, 36 to case; Do., Buckwheat Flour, 18 to case

ONTARIO MARKETS

TORONTO, July 30.—There are very few changes in the markets for general groceries. The St. Lawrence sugar refineries have advanced their sugars \$3.00 per hundred, which places all refineries on an equal price basis. Syrups and molasses are steady. Cereals are steady under a quiet demand. Spices are easy. Teas are firmer. New pack sockeye salmon is expected to be very high with a short pack. Shelled almonds and walnuts remain easy. Rices are easy and quotations are expected to be lower. Potatoes have declined \$1.00 per barrel. Domestic vegetables and fruits are arriving in abundant supplies and prices are declining.

Sugar is Plentiful

Toronto. SUGAR.—The St. Lawrence sugar refinery have advanced sugar \$3.00 per hundred, which places all refineries on an equal price basis. Supplies are quite plentiful and many wholesalers are taking advantage of the exchange and selling surplus stocks to the U.S. The raw sugar market continues to decline, but just how soon these declines will affect the Canadian market will all depend on the amount of high price raws the Canadian refineries have on hand.

Table with 4 columns: Description, Price, and other columns. Items include St. Lawrence, extra granulated, cwt.; Atlantic, extra granulated; Acadia Sugar Refinery, extra granulated; Dom. Sugar Refinery, extra granulated; Canada Sugar Refinery, granulated; Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion; Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c; Differentials on yellow sugars; Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c; Acadia granulated, advance over basis; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Molasses Steady to Firm

Table with 4 columns: Description, Price, and other columns. Items include Syrup, 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; Molasses, 100 lbs., No. 1, 35c; No. 2, 45c; No. 3, 55c; Acadia granulated, advance over basis; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Table with 4 columns: Description, Price, and other columns. Items include Cases, 10-lb. tins, yellow, 1/2 doz. in case; Cane Syrups; Barrels and half barrels, lb.; Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over; Cases, 2-lb. tins, 2 doz. in case; Molasses; Fancy, Barbadoes, barrels, gal.; Choice Barbadoes, barrels; New Orleans, bbls., gal.; Tins, 2-lb., table grade, case 2 doz., Barbadoes; Tins, 3-lb. table grade, case 2 doz., Barbadoes; Tins, 5-lb., 1 doz. to case, Barbadoes; Tins, 10-lb., 1/2 doz. to case, Barbadoes; Tins, No. 2, baking grade, case 2 doz.; Tins, No. 3, baking grade, case of 2 doz.; Tins, No. 5, baking grade, case of 1 doz.; Tins, No. 10, baking grade, case of 1 1/2 doz.; West Indies, 1 1/2s, 48s

Cereal Market Quiet

Toronto. CEREALS.—Practically no movement is shown in the market for cereals. The market is steady with no price changes.

Table with 4 columns: Description, Price, and other columns. Items include Single Bag Lots; F.o.b. Toronto; Barley, pearl, 98s; Barley, pot, 98s; Barley Flour, 98s; Buckwheat Flour, 98s; Cornmeal, Golden, 98s; Do., fancy yellow, 98s; Oatmeal, 98s; Oat Flour; Corn Flour, 98s; Rye Flour, 98s; Rolled Oats, 90s; Rolled Wheat, 100-lb. bbl.; Cracked wheat, bag; Breakfast food, No. 1; Do., No. 2; Rice flour, 100 lbs.; Linseed meal, 98s; Peas, split, 98s; Blue peas, lb.; Marrowfat green peas; Graham Flour, 98s; Farina, 98s

Package Cereals Unchanged

Toronto. PACKAGE GOODS. — This market is fairly quiet with very little demand

New Honey Offered

Toronto. HONEY.—There is no new honey as yet appeared, but bee men are offering their crop at 27 to 28 cents per pound. Dealers state this is too high and are not making any contracts. Some dealers have purchased New Zealand honey at prices laid down in Toronto around 22 cents per pound.

Spices Continue Easy

Table with 4 columns: Description, Price, and other columns. Items include Allspice; Cassia; Cinnamon; Cloves; Cayenne; Ginger, Cochin; Do., Jamaica; Mustard, pure; Herbs — sage, thyme, parsley, mint, savory, Marjoram; Pastry; Pickling spices; Mace; Peppers, black; Do., white; Paprika, lb.; Chillies, lb.; Nutmegs, selects, whole 100s.; Do., 80s; Do., 64s; Do., ground; Mustard seed, whole; Celery seed, whole; Coriander seed; Caraway seed, whole; Turmeric; Curry Powder; Cream of Tartar; French, pure; American high-test, bulk; 2-oz. packages, doz.; 4-oz. packages, doz.; 8-oz. tins, doz.

A Strong Market for Tea

Toronto.

TEAS.—The tea market has developed a firmer tone. The primary markets have advanced three to four cents per pound. This applies especially to the lower grade Ceylons and Indias. High grades are scarce and the market strong. Second grade Japans have not as yet appeared on this market but quotations are out at 55 cents per pound to arrive.

Ceylons and Indias—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes		0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 58
Hysen thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Coffee Market Quiet

Toronto.

COFFEE.—The coffee market is unchanged. Quotations are steady and the demand is quiet.

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

New Salmon Will be High

Toronto.

CANNED GOODS.—The quotations on the new pack sockeye salmon have not as yet been definitely named. The price, however, is expected to be around \$23 for ones. The pack is expected to be small. Canned peas are about cleaned up. Standards are quoted as high as \$2.40 per dozen.

Salmon—		
Sockeye, 1s, doz.	4 95	5 25
Sockeye, 1/2s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Do., 1/2s		2 50
Loobsters, 1/2-lb., doz.		6 50
Do., 1/4-lb. tins		3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2 1/2s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 40
Do., Early June, doz.		2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.		1 45
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.		2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2 1/2s, doz.		2 50
Canadian corn	1 75	2 00
Pumpkins, 2 1/2s, doz.		1 85
Spinach, 2s, doz.		2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard, 10s, doz.		5 00
Apples, gal, doz.		6 25
Peaches, 2s, doz.		4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.		5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each		1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each		1 08
Do., 16 oz., doz.		4 25
Peach, 4s, each		1 32

Do., 16 oz., doz.	4 15
Red Currants, 16 oz., doz.	4 30
Raspberries, 16 oz., doz.	5 05
Do., 4s, each	1 35
Strawberries, 16 oz., doz.	5 25
Do., 4s, each	1 35

New Raisins Expected High

Toronto.

DRIED FRUITS.—There is a quiet demand for dried fruits. Grecian currants are arriving but the demand that was expected in view of low prices as compared with raisins has not been manifest. New crop raisins are expected to open at high figures. The high opening prices on prunes quoted by some packers are not expected to hold.

Evaporated apples	0 21
Apricots, cartons, 11 oz., 48s.	4 55
Candied Peels, American—	
Lemcn	0 44
Orange	0 44
Currents—	
Greek Filiatras, cases	0 16 1/2
Do., Amalias	0 18 1/2
Do., Patras	0 22
Do., Vostizza	0 23 1/2
Australians, 3 Crown, lb.	0 18
Dates—	
Excelsior, pkgs., 3 doz. in case	5 70
Dromedary, 9 doz. in case	7 25
Fard, per box, 12 to 13 lbs.	3 50
Hallowee dates, per lb.	0 18
Figs—	
Taps-Comarde, lb.	0 10
Layer, lb.	0 25
Prunes—	
30-40s, 25s	0 31
40-50s, 25s	0 25
50-60s, 25s	0 23 1/2
60-70s, 25s	0 21 1/2
70-80s, 25s	0 18 1/2
80-90s, 25s	0 16 1/2
90-100s, 25s	0 15 1/2
Sunset prunes in 5-lb. cartons, each	1 15
Peaches—	
Standard, 25-lb. box, peeled	0 26 1/2
Choice, 25-lb. box, peeled	0 23
Fancy, 25-lb. boxes	0 29
Raisins—	
California bleached, lb.	0 27 1/2
Seedless, 15-oz. packets	0 29
Seeded, 15-oz. packets	0 29
Crown Muscats, No. 1, 25s.	0 26
Turkish Sultanas	0 26
Thompsons, Seedless	0 24 1/2
Valencians	0 24 1/2

Shelled Nuts are Cheap

Toronto.

NUTS.—Spot stocks of shelled almonds and walnuts are being offered to the trade at prices below primary market quotations. Importers state that these goods cannot be replaced at the prices quoted and that when present stocks are reduced prices must be advanced. Bordeaux shelled walnuts are quoted at 60 cents per pound. Shelled almonds are 62 to 65 cents per pound.

Almonds, Tarragonas, lb.	0 31
Butternuts, Canadian, lb.	0 08
Walnuts, Cal., bags, 100 lbs.	0 40
Walnuts, Bordeaux, lb.	0 29
Walnuts, Grenobles, lb.	0 34
Do., Marbot	0 30
Filberts, lb.	0 25
Pecans, lb.	0 30
Cocconuts, Jamaica, sack	10 00
Cocconut, unsweetened, lb.	0 38
Do., sweetened, lb.	0 42
Do., shred	0 30
Peanuts, Spanish, lb.	0 26 1/2
Brazil nuts, large, lb.	0 32
Mixed nuts, bags 50 lbs.	0 32
Shelled—	
Almonds, lb.	0 62
Filberts, lb.	0 43
Walnuts, Bordeaux, lb.	0 60
Do., Manchurian	0 60
Peanuts, Spanish, lb.	0 25
Do., Chinese, 30-32 to oz.	0 20
Brazil nuts, lb.	0 85
Pecans, lb.	1 10

Rice Continues Easy

Toronto.

RICE.—There is a distinct easy tone

in the market for rice. Indications all point to lower prices. Quotations on spot stocks are unchanged.

Honduras, fancy, per 100 lbs.	
Blue Rose, lb.	0 20
Siam, fancy, per 100 lbs.	
Siam, second, per 100 lbs.	15 00
Japans, fancy, per 100 lbs.	0 18 1/2
Fancy Patna	17 00
Chinese, XX., per 100 lbs.	
Do., Simiu	
Do., Mujin, No. 1	
Tapioca, pearl, per lb.	0 11
White Sago	0 11

Potatoes Are Lower

Toronto.

VEGETABLES.—Potatoes have declined \$1.00 per barrel. Home-grown potatoes are just appearing on this market but large supplies are expected next week. Imported tomatoes are finished but the Ontario variety is arriving freely and quotations are lower. Vegetable marrow is on the market at 75 cents to \$1.00 per dozen. The first shipment of Michigan celery has arrived. Cabbage is cheaper. Cucumbers are quoted at \$2.75 to \$3.00 per 11-quart basket.

Lettuce, Can., head, 2 to 3 doz. case.	1 50	2 00
Do., leaf, doz.	0 30	0 40
Cabbage, Can., per doz.	0 75	1 00
Green Onions, doz. bunches	0 30	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.		1 00
Cucumbers, per 11-qt. bask.	2 75	3 00
New Carrots, per doz.	0 50	0 60
New Beets, doz. bunches		0 40
Wax Beans, home grown, bskt.	0 40	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crate		2 50
New Potatoes, Carolina—		
No. 1, per barrel		13 50
No. 2, graded, per barrel		10 00
Tomatoes, Ontario, 11-qt. bskt.	2 75	3 00
Do., hothouse, per lb.		0 25
Do., Leamington, bkt.	2 75	3 50
Green Peas, basket	0 75	1 00
Green Peppers, hot, 11-qt. bskt.		1 00
Do., sweet, 11-qt. bskt.		1 75
Vegetable Marrow, doz.	0 75	1 00
Celery, Michigan, bunch.		0 90

Fruit in Good Supply

Toronto.

FRUIT.—The first car of Elberta peaches has arrived and quoted at \$6 per 6-basket crate. California Malaga grapes are on the market at \$6.50 per box. Raspberries are coming very slow and price keep around 33 cents. Huckleberries are in good supply at \$2.75 to \$3.00 per basket. Cantaloupes, standard cases, are up 75 cents.

Oranges, Valencias—	
126s	7 50
150s	8 25
176s, 200s, 216s, 250s	9 00
Bananas, Port Limons	0 10 1/2
Lemons, Cal., 240s	4 50
Do., Messinas, 300s	5 75
Do., Verdillias	5 50
Grapefruit, California Seedless —	
48s	3 50
64s, 80s	4 00
Watermelons, 26-lb. aver., each	1 25
Cantaloupes, Cal., case, 45s.	7 50
Georgia Peaches, 6-bskt. crates.	6 00
Plums, Cal., box	4 50
Canadian Cherries—	
Sour, 11s	1 25
Do., 6s	0 65
Black, 6s	1 75
Do., 11s	3 25
Gooseberries, 6s	0 85
Do., 11s	1 50
Raspberries	0 32
Blueberries, bskt.	2 75
Lawton Berries	0 30
Red Currants, 11s	1 50
Do., 6s	0 75
Black Currants, 11s	3 50
Do., 6s	1 75
Apples, transparent hampers	3 50

Pears, Cal. Bartlett's, box	6 75
Grapes—	
California Malaga, box	6 50

Flour Market Steady

Toronto.
FLOUR.—The flour market is unchanged. The mills are still busy with export orders but domestic business is reported quiet.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	18 70
Manitoba, spring wheat flour, in jute bags, per barrel	15 15

Pickles Advance

Toronto.
PICKLES.—Bishop & Pringle pickles have advanced. The following is now the correct quotations on the Queen Quality brand:

10-oz. Square—	In case	Per doz.
Mixed	2 doz.	\$3 30
Chow	2 doz.	2 70

WINNIPEG MARKETS

WINNIPEG, July 30.—Sugar supplies are not over plentiful and there is a possibility of a scarcity in the next few weeks. Molasses and syrups are unchanged. New pack canned cherries are on the market and prices are in advance of last year. The tea market is firmer. Black peppers are firmer. Cloves are easier. Sago is firm. Rices are easier. Several shipments of Western jams have arrived but definite prices are not named. Almonds are weak. Walnuts are much firmer. New vegetables are arriving freely. Lemons have declined and oranges are higher.

Scarcity of Sugar

Winnipeg.
SUGAR.—The New York raw sugar market declined two cents a pound this week. Since the advance of sugar, \$3.00 per cwt. last week, sugar is not over-plentiful and there is every possibility of a scarcity within the next few weeks. Yellow sugar sales have fallen off and one of our eastern refineries is trying to stimulate the use of same by using space in the daily press trying to create a better demand. Prices are remaining firm.

Redpath, granulated, 100-lb. bag	25 05
St. Lawrence, gran., 100-lb. bag	22 05
Atlantic, granulated, 100-lb. bag	25 05
Dominion, granulated, 100-lb. bag	25 05
Acadia, granulated, 100-lb. bag	25 15
Yellow Sugar, No. 2, 100-lb. bag	24 55
24 65	
Powdered Sugar, 50-lb. boxes, per cwt.	25 60
Icing Sugar, 50-lb. boxes, per cwt.	25 70
Lump Sugar, soft, 100-lb. boxes.	25 80
Do., hard, 100-lb. boxes, per box	26 00
Cubes, 100-lb. boxes, per box	25 70

Molasses is Unchanged

Winnipeg.
SYRUPS.—Molasses is reported to be very firm on account of the steady demand. Supplies, however, are coming through very slowly. Cane and corn syrup remain firm and supplies are arriving a little more freely.

CANE SYRUPS—	
2-lb. tins, 2 doz. in case	9 40
5-lb. tins, 1 doz. in case	11 25
10-lb. tins, 1/2 doz. in case	10 75
20-lb. tins, 1/4 doz. in case	10 50

CORN SYRUP—	
Cases, 2 lb. tins, white, 2 doz. in case	7 00
Cases, 5 lb. tins, white, 1 doz.	

Sweet Mustard	2 doz.	3 00
Sweet Mixed	2 doz.	4 00
18-oz. Mason Sealers—		
Mixed	2 doz.	3 85
Chow	2 doz.	3 75
Sweet Mustard	2 doz.	4 50
Sweet Mixed	2 doz.	5 00
20-oz. Square—		
Mixed	2 doz.	4 75
Chow	2 doz.	4 50
Sweet Mustard	2 doz.	5 25
Sweet Mixed	2 doz.	6 00
Bulk Pickles—Crock, 1 gal. (American)—		
Sour Mixed	1-3 doz.	1 70
Sour Chow	1-3 doz.	2 00
Sweet Mixed or Mustard	1-3 doz.	2 90
Oak Kegs—10 gal.—		
Dill (350 count)		
Sour Mixed		14 00
Sweet Mixed		22 00
Chow		16 00
Sweet Mustard		22 00
Sour Gherkins		
Sweet Gherkins		

Wrapping Paper Higher

Toronto.
PAPER.—Manila paper in rolls has advanced to 15 cents per pound. Kraft is up to 17 cents per pound.

weather due to the consumer using more of package cereals as prices are very reasonable. There is a heavy demand for corn flakes on account of the special price being quoted by some manufacturers.

PACKAGE CEREALS

Rolled oats, 20s, round cartons.	6 00	6 60
Do., 36s, case, square pkts.		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case		4 00
Puffed Wheat, 3 doz. case, case		4 60
Puffed Rice, 3 doz. case, case		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		3 85
Package Peas, 3 doz. case, case		3 75

BULK CEREALS

Rolled Oats, 80s, per bag	6 85
Do., 40s, per bag	3 01
Do., 20s, per bag	1 56
Do., 10-8s, per bale	6 85
Do., 15-6s, per bale	7 70
Oatmeal, 98s, gran. or stand, bag	6 60
Wheat Granules, 98s, per bag	8 60
Do., 16-6s, per bale	9 60
Peas, whole, green, 100-lb. bag, bush.	6 00
Do., split, yellow, 98s, per bag	9 00
Do., split, yellow, 49s, per bag	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	5 30
Do., Lima, 100-lb. bag, per lb.	0 15
Barley Pot 98s, per bag	6 60
Do., pearl, 98s, per bag	8 60
Cornmeal, 98s, per bag	6 25
Do., 24s, per bag	1 62
Do., 10-10s, per bale	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	11 00

Dried Fruit Market Firm

Winnipeg.
DRIED FRUITS.—The hot wave throughout the States during the past month stopped the growth of apricots, with the result that not only have the larger grades been largely affected but the tonnage as well. According to present figures the apricot crop is at least one-third shorter than originally estimated. In addition to this the canners have been buying heavily and have taken twice the tonnage expected. The prune situation during the past week reports a serious dropping off of prunes in Napa and other northern districts. Just how seriously the crop is affected we are as yet unable to determine. The opening price on prunes will probably be named during the month of August.

DRIED FRUIT

Evaporated Apples, per lb.	0 20
Currants, 90-lb., per lb.	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	0 17
Dates, Hallowee, bulk, lb.	0 23
Do., Tunis, bulk, lb.	0 26
Do., Package, 3 doz. case, lb.	0 17
Figs, Spanish, per lb.	0 16 1/2
Do., Smyrna, per lb.	0 23
Do., black, cartons, per carton	0 30
Loganberries, 4 doz. case, pkt.	0 36
Peaches, standard, per lb.	0 29
Do., choice, per lb.	0 27 1/2
Do., fancy, per lb.	0 32
Do., Cal., in cartons, per carton	1 56
Do., unpitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 75
Prunes—	
30-40s, 25s, per lb.	0 32
40-50s, 25s, per lb.	0 27
50-60s, 25s, per lb.	0 21
60-70s, 25s, per lb.	0 18 1/2
70-80s, 25s, per lb.	0 17
80-90s, 25s, per lb.	0 17
90-100s, 25s, per lb.	0 16 1/2
In 5-lb. cartons, per carton	1 30
Raisins—	
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 19
Cal., bulk, seeded, 25-lb. boxes	0 25 1/2

in case	8 70
Cases, 10 lb. tins, white, 1/2 doz. in case	8 45
Cases, 20 lb. tins, white, 1/4 doz. in case	8 45
Cases, 2 lb. tins, yellow, 2 doz. in case	7 00
Cases, 5 lb. tins, yellow, 1 doz. in case	8 10
Cases, 10 lb. tins, yellow, 1/2 doz. in case	7 85
Cases, 20 lb. tins, yellow, 1/4 doz. in case	7 85
MAPLE SYRUP—	
Pure, 2 1/2s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 60
Pure, 10s, per case of 1/2 doz.	23 25
TABLE SYRUP—	
Maple flavor, 2 1/2s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of 1/2 doz.	11 50
Above subject to a discount of 10 per cent.	
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70
MOLASSES, BLACKSTRAP—	
1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
3s, 4 doz. in case	4 40
4s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starches Remain Firm

Winnipeg.
STARCHES.—The starch market is exceedingly firm with every indication for higher prices, due to the firm tone being shown in the corn market.

Cornstarch, 1-lb. pkgs., per lb.	0 12 1/2
Do., No. 1 quality, 1-lb. pkgs.	0 14
Gloss, 1-lb. pkg., per lb.	0 14 1/2
Celluloid, 1-lb. pkg., per case	6 65

Cornflakes in Good Demand

Winnipeg.
PACKAGE CEREALS.—Rolled oats sales have fallen off during the warm

Do., pkt. seedless, 11 oz., 3
 doz. to case, per lb. 0 21
 Do., bulk., seedless, 25-lb.
 boxes, per lb. 0 28

Canned Cherries Arrive

Winnipeg.

CANNED GOODS.—The only line of canned fruit to reach Winnipeg so far is canned cherries and prices are in advance over last year.

Tea is Much Firmer

Winnipeg.

TEA.—Fine and good quality teas are very high and hard to procure, even the common grades have advanced during the week. Prices are well maintained.

INDIA AND CEYLON—

Pekoe Souchongs, first quality . . .	0 48	0 50
Do., second quality	0 44	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 45	0 47
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, first qual. . .	0 58	0 68
Japan	0 52	0 60

JAVAS—

Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Market Firmer

Winnipeg.

COFFEE.—There is not very much change in the coffee market since our last report. Mild coffee remains firm.

COFFEES—

Santos, roasted, best grade	0 45	
Bourbon, roasted, best grade	0 46	
Jamaica, roasted, best grade	0 52	
Mexican, roasted, best grade	0 54	
Maracaibo, roasted, best grade	0 52	
Bogotas, roasted, best grade	0 56	
Rio, roasted, best grade	0 30	0 32

Black Pepper Firmer

Winnipeg.

SPICES.—Black pepper is a little firmer this week, while cloves are slightly easier. Jamaica ginger remains very high and is very hard to procure.

Sago Market Firm

Winnipeg.

RICE.—The sago market remains firm, while the rice market still shows weakness.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 15½	
Do., 50-lb. sacks, lb.	0 15¼	
Siam, Elephant, 100-lb. bags	0 13½	
Do., 50-lb. bags, lb.	0 13¾	
Sago, sack lots, 130 to 150 lbs, per lb.	0 12	
Do., in less quantities, lb.	0 12½	
Tapioca, pearl, per lb.	0 12	0 12½

Western Jam Arriving

Winnipeg.

JAMS.—Several shipments of new Western jams have arrived in Winnipeg, but as yet the price has not been named, and merchants report the quality very good and up to the standard.

Walnut Market Firmer

Winnipeg.

NUTS.—The almond market still remains weak and, owing to the unsettled state of the exchange it is difficult to form a clear idea of future developments. The walnut market is much firmer and very quiet at present. The primary market has increased considerably and higher prices are looked forward to. Spot stocks are pretty well cleaned up. There is nothing particularly developed in

Brazils, but the prospects are only for a fair crop. Lower prices are not expected.

NUTS, Shelled—

Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb. . . .	0 24½	
Pecans, per lb.	1 15	
Walnuts, per lb.	0 64	0 65

Nuts in shell—

Peanuts, roasted, Jumbo, per lb. . . .	0 25	
Almonds, per lb.	0 35	
Filberts, per lb.	0 90	
Walnuts, per lb.	0 25	0 85
Pecans, per lb.	0 32	

New Vegetables in Demand

Winnipeg.

VEGETABLES.—New vegetables are arriving daily and are in good demand. Several shipments of Ontario tomatoes are arriving and are being offered at \$4.50 per basket. New potatoes are being quoted at 10 cents a pound.

VEGETABLES

Carrots, new, per lb.	0 06	
Beets, new, per lb.	0 06	
Turnips, new, per lb.	0 06	
Head Lettuce (Cal.), per doz.	1 75	
Leaf Lettuce, per doz.	0 65	
Radish, per doz.	0 65	
Green Onions, per doz.	0 60	
Cucumbers (hothouse), per doz. . . .	3 50	
Cabbage (new), per lb.	0 07	
Potatoes (new), per lb.	0 10	
Onions (Cal. Bermuda sack), per sack	6 00	
Peas, per lb.	0 15	
Cauliflower, per doz.	4 00	
Celery (B.C.), per lb.	0 13	0 14
Rhubarb, per lb.	0 02	0 02½
Tomatoes, per case	4 00	
Do., B.C. hothouse, per case.	7 60	
New potatoes, lb.	0 10	

Oranges Have Advanced

Winnipeg.

FRUIT.—Strawberries are practically finished and limited supplies of raspberries are arriving. Lemons dropped fifty cents a case, while oranges advanced fifty cents a case this week. Better supplies of bananas are arriving with tendencies for a lower price. Bartlett pears and Crawford peaches are now being offered to the trade.

FRUITS—

Lemons, Cal., per case	6 50	7 00
Bananas, per lb.	0 14	
Peaches, Cal., case	3 50	
Plums, per case	4 50	5 00
Cantaloupe, Stand., 45s, per case . . .	8 50	
Do., flats, 12s to 15s, per case	4 00	
Watermelon, per lb.	0 06	0 07
Cocoanuts, per doz.	1 75	
Dates, 3s pkgs. to case	7 25	
Figs, per case	4 00	
Do., 10-lb. boxes	3 50	
Oranges—		
200s and smaller	11 00	
176s	10 00	
150s	9 00	
126s	9 00	
Cherries, boxes	8 00	
Do., B.C., Royal Ann, 24 to case	5 00	
Do., B.C., Bings, 24 to case.	6 00	
New Apples, per box	5 00	
Pears, case	9 00	
Raspberries, per case	7 50	

WATCH THE BULK CEREAL

Continued from Page 35

merchant's attention to this and explained that the reason he had so much trouble with his cereals was because the bins were never cleaned out before refilling. The fresh goods were dumped on top of the old and worms had worked to the top."

There is no line of goods in a grocery store that needs such careful attention as the bulk cereal department and especially during the summer months.

There are some merchants who are very particular about the way the cereals are kept. One person is made responsible for the condition of the cereals. He must brush out the bins thoroughly before replenishing. Every corner is scraped and the dust removed, so that there is no possibility of insects lurking in the bins to spoil the fresh cereals.

Another point, is to carefully watch the stock and not buy more at one time than can be disposed of in a reasonable period. As cereals are slow sellers in the summer months it is a good plan to buy not more than a couple of weeks' supply at one time. Handled in this manner bulk cereals should not give the merchant much trouble.

A PENNY MADE IS A PENNY AHEAD

Continued from Page 31

because you can show how much more you are giving for the money, with quality unimpeachable.

What, after all, do you know about package goods on which you are compelled to stake your reputation? How long has the jobber held the case you got in to-day? Is it the tail end of a lot on which he bought too heavily or carelessly doubled up? Is it the last of the final purchase of last season's goods shipped to you just before he got in the first of his new crop product?

You don't know the answer. You must take chances. You will know for a certainty when one of your best customer's reports indignantly, in horrified tones, that "there were worms—do you get me? WORMS—in that last package of Blankton's rice you sent me!"

Of course, the jobber will "make good." Make good? How can he? The damage is done—done through no fault of yours.

But with goods which you buy in bulk, store in proper containers and pack yourself, you are in position to KNOW the condition of every pound sent out. You can buy conservatively, strictly according to the character of each item, keeping your supply light, keeping it fresh always. Your investment in any one item can be kept at the minimum and you have only one line to think about—your own. You don't have to burden yourself, your shelves and your bank balance with six or eight different brands of the same thing. You have excellent merchandise, cared for and backed up by your own skill and integrity.

Why is this not the better way to do?

These are some of the aspects of this problem of bulk vs. package merchandise, and I think it will pay you to weigh all factors carefully.

A final thought is that the packing of your own goods is one of the best ways to utilize every minute of time in your store, getting profitable work out of present-day expensive help which otherwise might be only partially employed. Men can always be kept busy putting up packages in advance.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets FROM HALIFAX, BY WIRE

Halifax, July 29.—Price fluctuations are few this week and are confined mostly to the produce market. Creamery prints have advanced one cent per pound, bringing the price up to 62 cents. Dairy butter has also advanced two cents per pound, raising the price to 54 cents per pound and on tub to 52 cents. Ontario cheese has declined one cent per pound. Eggs are up one cent per dozen. One wholesale grocery firm reports that canned peas of this year's pack are expected to be on the market within the next week.

Flour, No. 1 patents, bbl., Man...	16 50
Cornmeal, bags	6 25
Rolled Oats, per bag	7 25
Rice, Siam, per 100 lbs.	15 75
Tapioca, 100 lbs.	17 00
Molasses (extra fancy Barbadoes)	1 75
Sugar, standard, granulated	24 10
Do., No. 1, yellow	23 60
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 55
Lard, compound	0 29
Lard, pure, lb.	0 31
American clear pork, per bbl.	50 00
Tomatoes, 2 1/2s, standard, doz.	2 28
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 34
Butter, creamery, per lb.	0 62
Do., dairy, per lb.	0 54
Do., tubs	0 52
Raspberries, 2s, Ont., doz.	4 90
Peaches, 2s, standard, doz.	4 50
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 15
Apples, gal., N.S., doz.	5 00
Strawberries, 2s, Ont., doz.	4 90
Salmon, Red Spring, flats, cases	11 00
Do., Pinks	16 00
Do., Cohoes	8 00
Do., Chums	0 21
Evaporated Apples, per lb.	0 29
Dried Peaches, per lb.	5 50
Potatoes, Natives, per 90-lb. bag	5 00
Beans, white	7 50
Do., Yellow Eye	6 50
Lemons, Cal., case	5 00
Grapefruit, Cal., case	0 10
Bananas, per lb.	1 68 1/2
Oats, per bush.	1 75
Watermelons, each	5 00
Apples, American, box	1 00
Carrots, per doz. bunches	1 00
Turnips, per doz. bunches	1 00
Beets, per doz. bunches	1 00
Cabbage, native, lb.	0 07

New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., July 29.—The markets show few changes this week. Business is the average. Rolled oats have declined \$1.00 now quoted at \$13.00. Stocks of canned peas and corn are practically depleted. Fresh vegetables are arriving

in abundance. Old potatoes are finished. New potatoes are easier, now selling around \$4.00 per bushel. Dairy products are slightly scarcer owing to farmers being busy with hay crop.

Flour, No. 1 patents, bbls., Man.	16 60
Cornmeal, gran., bags	6 75
Cornmeal, ordinary	5 10
Rolled oats	13 00
Rice, Siam, per 100 lbs.	15 50
Tapioca, 100 lbs.	13 50
Molasses	1 70
Sugar—	
Standard, granulated	24 10
No. 1 yellow	23 60
Cheese, N.B.	0 32 1/2
Eggs, fresh, doz.	0 55
Do., case	0 50
Lard, pure, lb.	0 29 1/2
Do., compound	0 27
American, clear pork	51 00
Tomatoes, 2 1/2s, standard case	4 25
Beef, corned, 1s	4 00
Breakfast bacon	0 43
Butter, creamery, per lb.	0 57
Do., dairy, per lb.	0 53
Do., tub	0 48
Raspberries, 2s, Ont., case	4 00
Peaches, 2s, standard, case	7 45
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	4 90
Salmon, Red Spring, flats, cases	11 00
Do., Pinks	16 00
Do., Cohoes	8 00
Do., Chums	0 21 1/2
Evaporated Apples, per lb.	0 21
Do., Peaches, per lb.	0 27 1/2
Potatoes, Natives, per bushel	4 00
Lemons, Cal., case	7 00
Grapefruit, Cal., case	8 00
Bananas, per lb.	0 10

Alberta Markets FROM CALGARY, BY WIRE.

Calgary, Alta., July 29.—B.C. sugar has advanced \$2.00 but majority of jobbers are still selling at previous prices. Crisco dropped 50 cents per case. Western pack jams are withdrawn. Sago and tapioca are easier and quotations have dropped one to two cents per pound. New pack lobsters are on the market and quoted at \$3.25 to \$3.50 for quarters and \$5.90 to \$6.00 for halves. Lard is fairly steady. Ceylon coconut is quoted at 27 to 31 cents per pound. Peanut butter is lower. Jello has advanced 40 cents per case. Sorkeye salmon ones \$22.00 to \$23.00 per case. New potatoes are \$90.00 per ton. Raspberries are \$6.00 and cantaloupes \$8.75 per case.

Flour, 96s, per bbl.	14 60
Beans, B.C.	8 50
Rolled oats, 80s	5 80
Rice, Siam	13 00
Japan, No. 1	14 50
Tapioca, lb.	0 09
Sago, lb.	0 09
Sugar, pure cane, granulated, cwt	23 97
Cheese No. 1, Ont., large	0 32
Alberta cheese, twins	0 29
Do., large	0 31
Butter, creamery, lb.	0 59
Do., dairy, lb.	0 40

Lard, pure, 3s	17 40	17 70
Eggs, new laid, local, case	15 00	15 50
Tomatoes, 2 1/2s, standard, case	4 60	5 00
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	10 30	10 30
Raspberries, 2s, Ontario, case	10 60	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21 1/2	0 24
Do., 25s, lb.	0 23 1/2	0 24 1/2
Peaches, evaporated, lb.	0 28	0 28
Do., canned, 2s	7 50	7 50
Prunes, 90-100s	0 17	0 17
Do., 70-80s	0 18 1/2	0 18 1/2

British Columbia FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 29.—There are practically no changes in the markets this week. The potato market is quite upset and are selling at \$55.00 per ton. Moorepark apricots \$3.00 per case. Keremeos \$2.00. Other fruit prices unchanged.

W. J. Freeman of the Brantford Computing Scale Co., Brantford, Ont., is on a business trip to Vancouver.

Albert Reeks, for many years in the grocery business in St. Thomas, Ont., passed away on Saturday last. He was 65 years of age. He is survived by a widow and nephew.

REQUIRES CANADIAN GROCER AGAIN

Canadian Grocer.

Dear Sirs.—It was away back in 1890 or 1891 that I became a subscriber to Canadian Grocer and discontinued only when my business in Montreal, known as the Co-operative Grocery Co., was sold out in 1913.

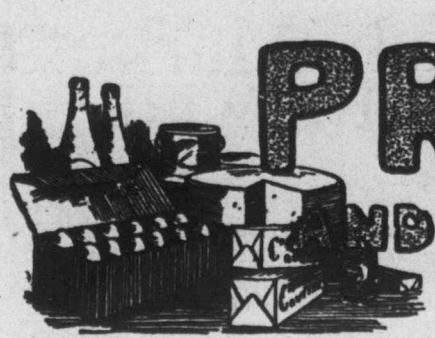
After a rest of seven years I am going to get into the business again, having recently bought from the executors of the estate of the late George Clark of Bothwell, Ont., the premises and the business.

When I take possession about August 15 you may then put back my name on your list of subscribers.

In the meantime, will you have the kindness to favor me with a list of broom manufacturers, including one located in Owen Sound, whose name I have forgotten?

A. GIRARD.

125 Grand Ave. E., Chatham, Ont.,
July 15th, 1920.



PRODUCE AND PROVISIONS

Sockeye Pack on Fraser Will Be Equal to Last Year

Half the Entire Pack in 1919 Was Put Up in the Skeena River District, But a Much Smaller Pack is Expected There This Year.

VANCOUVER (Special).—The 1919 season's pack of sockeye in British Columbia is given below in districts in proportion to the total pack:

4.25 per cent., Vancouver Island District
7.65 per cent., Naas River District
8.01 per cent., Fraser River District
14.8 per cent., Outlying District
15.23 per cent., Rivers Inlet District
50.06 per cent., Skeena River District
100 per cent.

The above shows that half the entire sockeye pack was put up in the Skeena River district. At the commencement of the fishing season reports from that district indicated a good-sized pack. However, the fish had not then commenced to run, and the reports were only indications.

The fish are not running so strong as last year on the Skeena River, and a much smaller pack is expected in that district this season.

A Good Run in Rivers Inlet District

The sockeye are just starting to run on the Fraser River, and the pack on the

Fraser is expected to be equal to last year. However, this was only 8.01 per cent. of the total pack.

Regular English customers have already placed large orders for sockeye and redspring salmon, subject to pack. Sales have been made to them at \$21.00 a case unlabelled. The market is firm, and has a tendency to advance further. In United States packers are asking \$24.00 per case for sockeye halves. Last year the large packers here gave small pro rata deliveries of sockeye at opening prices, and within a short time the market advanced \$3.00 to \$3.50 per case. Short deliveries of this grade are again expected this year, and it is anticipated that independent packers will get a similarly higher price than the opening price. Since the first export sales made, about two months ago, sockeye has advanced \$2.50 per case. The price of raw sockeye to the fishermen opened at 55 cents per fish. Already they are paying 75 cents on the Fraser, and some packers think it will be necessary to pay \$1.00 per fish to induce fishermen to catch same for them.

Canada's Fishing Revenue Enormous

Total Revenue Amounts to Over \$60,000,000, Showing an Increase of \$25,000,000

Ottawa.—Canadian fisheries for the fiscal year, which closed with March last, produced a total commercial revenue in excess of sixty million dollars, or an increase of twenty-five millions, as compared with the fiscal year that closed with March, 1917. The export trade in fish for the last fiscal year was worth \$40,687,172, an increase of over one hundred per cent. in value, as compared with 1914. The increase over the preceding year was in excess of four million dollars.

The export trade with the United Kingdom increased from \$6,726,389 in 1914 to \$9,815,979 in the last year, while the trade with the United States jumped from \$5,644,355 in 1914 to \$17,180,250 last year. The great increase in fish sales to the United States has been due to the fact that the value of canned salmon sold to the Republic in 1914 was \$115,360, while last year it was \$12,067,319. During a span of six years there has been a jump of nearly three hundred per cent. in the value of dry salted cod, ling, hake and pollock shipped into the United States.

Trade authorities look with some disfavor upon the increased fish trade with the United States, because a large quantity of salmon and other fish imported

from Canada is exported again. Statistics indicate that the premium on American money is attracting Canadian trade to the exclusion of other markets. "While United States firms have agents abroad building up future trade, Canadians," remarks an official statement, "are content to sell to the United States. They seem not yet to have appreciated the fact that the premium on American funds gives Canadian exporters in foreign markets an advantage over their American competitors to the extent of the premium. The warning given recently by a Canadian bank that Canadians are letting slip by the opportunity to build up Canadian trade would seem to be applying just now to the fishing industry."

U.F.O. PURCHASE STORE IN ST. THOMAS

The United Farmers' Co-operative Company, Limited, of Toronto, has purchased the business and stock of Samuel Graham, clothing merchant, of this city, and will open the store, which is located in the Engineers' building, as soon as it can be renovated. The announcement was made by J. E. Hagerman, of Toronto, who is in St. Thomas taking stock. The new store will handle general dry goods, men's furnishings, boots and shoes and groceries.

* HAS BIG POTATO CROP

Winnipeg.—Manitoba's potato crop this year will be the biggest by far the Province ever has produced, provided that present favorable weather conditions continue.

528 TONS SUGAR SENT ACROSS LINE IN ONE DAY

Windsor.—According to figures made public by the Customs Department here yesterday, approximately 528 tons of sugar were shipped across the border here in one day last week. The greater part of the sugar is being shipped to the United States by the large Canadian refineries. One shipment of 60,000 pounds was made by a Toronto wholesaler, it is said. Local dealers declare there is no scarcity of sugar despite the large exports.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 30.—The feature of the produce market this week is the drop in the price of butter. Butter is one cent per pound lower this week as a result of the market being less active. Eggs are in good supply but the high prices demanded lately are still in force. There is no change in the price of fresh or cooked meats and the poultry market is rather quiet. Lard and shortening continue firm at prices quoted. Fresh fish from the Eastern coast is very scarce but British Columbia shipments are meeting the market. Qualla salmon is up 1c a pound this week. New cheese is quoted this week at 30c per pound, which is one cent lower than prices previously quoted.

Fresh Meat Unchanged

MONTREAL.
FRESH MEAT.—There is no change this week in the price of fresh meat in the live stock market. The trading is rather quiet and the prices remain unchanged.

FRESH MEATS			
Hogs, live (selects)			0 21
Hogs, dressed—			
Abattoir killed, 65-90 lbs.			0 30½
Fresh Pork—			
Legs of pork (foot on)			0 35
Loins (trimmed)			0 42½
Loins (untrimmed)			0 33
Bone trimmings			0 30
Trimmed shoulders			0 26½
Untrimmed			0 23
Pork Sausage (pure)			0 26
Farmer Sausage			0 20
Fresh Beef—			
(Cows)			
\$0 22	\$0 30	Hind quarters	\$0 25
0 14	0 18	Front quarters	0 14
		Loins	0 46
		Ribs	0 32
		Chucks	0 17
		Hips	0 35
		(Steers)	\$0 25
			\$0 18
			0 46
			0 32
			0 17
			0 35
			0 28
			0 32
			0 22
			0 30
			0 22
			0 30
			0 22
			0 30

Barrelled Meats Quiet

MONTREAL.
BARRELLED MEATS.—There is no change in the price on barrelled meats. The demand is small during the summer season and most of the packing is done for export.

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

Cooked Meats Firm

MONTREAL.
COOKED MEATS.—The demand for cooked meat continues very good during the summer season. There is no change in the price however and quotations remain firm.

Jellied pork tongues		0 47
Jellied Pressed Beef, lb.		0 33
Ham and tongue, lb.		0 38
Veal and tongue		0 35
Hams, cooked		0 55
Shoulders, roast		0 50
Shoulders, boiled		0 43
Pork pies (dos.)		0 30
Mince meat, lb.		0 15
Sausage, pure pork		0 25
Pologna, lb.		0 15
U.s. tongue, tins		0 65

Smoked Meats Unchanged

MONTREAL.
SMOKED MEATS.—There is a very fair demand for smoked meats this week but prices are unchanged. The absence of so many from the city during the summer months has cut down the demand to an extent which is noticeable in sales.

BACON—	
Breakfast, best	0 40
Smoke Breakfast	0 31
Cottage Rolls	0 42
Picnic Hams	0 32
Wiltshire	0 46
MEDIUM SMOKED HAMS—	
Weight, 8-14, long cut	0 43
Do., 14-20	0 46
Do., 20-25	0 40
Do., 25-35	0 35
Over 35 lbs.	0 34

Cheese Slightly Lower

MONTREAL.
CHEESE.—The bidding for cheese on the primary market has not been so active of late. The demand for European market has highly fallen off and as a result the price of new cheese has dropped 1 cent this week to 30 cents per pound. Old cheese continues firm at 35 cents per pound.

CHEESE—	
New, large, per lb.	0 30
Twins, per lb.	0 30
Triplets, per lb.	0 30
Stilton, per lb.	0 37
Fancy old cheese, per lb.	0 35
Quebec	0 30

Butter Drops One Cent

MONTREAL.
BUTTER.—Following the advance in the price of butter of last week there has been a reaction on the market and bidding was not so active this week. As a result the price of butter has dropped 1 cent per pound to 61 cents for creamery prints and 60 cents for solids. The price has been very high on account of the big demand from the American cities and as a result higher prices have had to be paid in Canada. The opinion is expressed that butter will be cheaper in the near future as this demand diminishes.

BUTTER—	
Creamery prints, qual., new	0 61
Do., solids, quality, new	0 60
Dairy, in tubs, choice	0 51
Dairy, prints	0 52

Eggs Demand High Prices

MONTREAL.
EGGS.—The price of eggs remains the same this week with the big demand for packing continuing; 62 cents is being asked for select and 55 cents per dozen for fresh eggs. These prices are very firm and all offerings on the market are taken at the advanced prices.

Margarine Sales Small

MONTREAL.
MARGARINE.—The demand for margarine is not very heavy at this season, and prices continue as they have been for some time.

MARGARINE—	
Prints, according to quality, lb.	0 32
Tubs, according to quality, lb.	0 31

Shortening Prices Hold

MONTREAL.
SHORTENING.—There is no change in the price of shortening this week. The market as a whole is very firm at quotations given but some brands are competing for the market with slightly lower prices.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 27½
Tubs, 50 lbs., per lb.	0 27½
Pails, 20 lbs., per lb.	0 23
Bricks, 1 lb., per lb.	0 23½

Lard Prices Differ

MONTREAL.
LARD.—There is no change in the price of pure lard this week. Some compounds have dropped 1 cent a pound and some brands of pure lard are also cheaper. The well-known brands, however, remain at prices quoted and no reason is given on the primary market for any change in price.

LARD—	
Tierces, 360 lbs.	0 29
Tubs, 60 lbs.	0 29½
Pails, 20 lbs.	0 29½
Bricks	0 31

Eastern Fish Dearer

MONTREAL.
FISH.—The supply of fish from the Pacific coast is meeting the demands of the market very thoroughly. The fishing season from the Eastern coast has been rather disappointing and is about over. Lake trout and white fish are very scarce and doree is practically off the market. Fresh haddock is scarce but cod are in very good supply. Qualla salmon is up 1 cent per pound this week as a result of a shortage in the supply. There is no change in the price of smoked or the prepared fish.

FRESH FISH	
Haddock	0 08
Steak cod	0 10
Market cod	0 07
Mackerel	0 15
Flounders	0 10
Prawns	0 50
Live Lobsters	0 25
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad	0 18
Gaspé salmon	0 40
Halibut	0 26
Gasperaux, each	0 04

Whitefish	0 18	
Lake trout	0 24	
Brook trout	0 50	
Pike	0 12	
Perch	0 13	
Fresh eels, per lb.	0 15	
Fresh Herrings, each	0 08	
Doree	0 24	
FROZEN FISH		
Halibut, large and chicken	0 17	
Halibut, Western, medium	0 23	
Haddock	0 07	0 08
Mackerel	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	0 25	0 26
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 12	0 12
Market Cod	0 06	0 06 1/4
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08 1/2	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	0 06	0 06
B.C. Red Salmon	0 19	0 19
SALTED FISH		
Codfish, large, bbls., 200 lbs.	16 00	16 00
Sardines, half barrel	5 00	5 00
Salted Trout, half barrel	12 00	12 00
Salted Salmon, barrel	27 50	27 50
Boneless cod (20), per lb.	0 15 1/2	0 15 1/2

SMOKED		
Finnan Haddies, 15-lb. box	0 13	0 13
Fillets, 15-lb. box	0 19	0 19
Smoked Herrings	0 24	0 24
Kippers, new, per box	2 15	2 15
Bloaters, new, per box	2 00	2 00
Smoker Salmon	0 35	0 35

No Change in Poultry
Montreal.
 POULTRY.—No change is experienced this week in prices on poultry. Prices remain as they have been for some time while the demand and the offering on the market is small during this season.

(Selling Prices)		
POULTRY (dressed)—		
Chickens, roasting (3-5 lbs.)....	0 38	0 43
Chickens, roasting (milk fed)....	0 42	0 45
Ducks—		
Brome Lake (milk fed green)....	0 47	0 47
Young Domestic	0 42	0 42
Turkeys (old toms), lb.	0 55	0 55
Do. (young)	0 58	0 58
Geese	0 34	0 34
Old fowls (large)	0 29	0 29
Do. (small)	0 32	0 34

Some Cooked Meats Higher

Toronto.
COOKED MEATS.—All cooked meats are in active demand. Boiled hams are steady at 66 cents per pound. Head cheese has advanced three cents per pound. Jellied calves tongue has declined one cent, bringing the price to 52 cent. Spice beef has advanced two cents, now quoted at 32 cents per pound.

Boiled hams, lb.	0 66
Hams, roast, without dressing, lb.	0 63
Boiled shoulders	0 54
Head cheese, 6s, lb.	0 17
Choice jellied ox tongue, lb.	0 65
Jellied calves tongue	0 52
Ham bologna, lb.	0 20
Large bologna, lb.	0 18
Spice beef, lb.	0 32
Macaroni and cheese loaf, lb.	0 26

Above prices subject to daily fluctuations of the market.

Butter Market is Easier

Toronto.
BUTTER.—The butter market is fairly easy, although no price changes have been effected. Creamery prints are ruling at 60 to 62 cents per pound. Very little first quality dairy is being offered on the market.

BUTTER—		
Creamery, prints	0 60	0 62
Dairy prints, fresh, lb.	0 52	0 56

Eggs Are Up Two Cents

Toronto.
EGGS.—Supplies of eggs are arriving in small quantities, and mostly of an inferior quality. Ordinary fresh eggs are quoted at 59 to 60 cents, and extra selects at 62 to 63 cents, which is an advance of two cents per dozen over last week.

EGGS—		
Fresh, selects	0 62	0 63
Fresh	0 59	0 60
Fresh selects in cartons	0 65	0 65

Prices shown are subject to daily fluctuations of the market.

Cheese Market Holds

Toronto.
CHEESE.—The cheese market is steady. Quotations are holding at 30 1/2 to 31 cents per pound. There are still some good old cheese to be had at 33 to 34 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 30 1/2	0 31
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1 1/2c higher than large cheese.

Shortening Market Easy

Toronto.
SHORTENING.—Shortening continues to rule easy. Quotations are 25 to 25 1/2 cents per pound on the tierce basis. Tubs are 1/2 cent higher and pails 3/4 cent higher.

SHORTENING—		
1-lb. prints	0 27	0 27 1/2
Tierces, 400 lbs.	0 25	0 25 1/2

In 60-lb. tubs 1/2 cent higher than tierces, and in 20-lb. pails 3/4 cent higher than tierces.

Lard Declined One Cent

Toronto.
LARD.—Lard is ruling with an easy undertone. This is probably due to the larger stocks in the United States, which were being held for export and have recently been released in view of the fact that export orders have not materialized.

ONTARIO MARKETS

TORONTO, July 30.—In the produce and provision markets, quotations for the most part are firm with some advances registered. Fresh pork cuts are up one cent per pound. Tenderloins have declined two cents per pound. Smoked meats are strong with advances on some cuts. Barrel pork has declined \$1.00 to \$3.00 per barrel. Cooked meats are quite firm with higher quotations on head cheese and spice beef. The butter market is easy, although no price changes have been affected. Supplies of eggs are arriving in small quantities and mostly of an inferior quality; quotations are two cents per dozen higher. Shortening and lard is easier and quotations down one cent per pound. Poultry is becoming more plentiful and quotations have declined on fowl.

Fresh Pork Cuts Up One Cent

Toronto.
FRESH MEATS.—Fresh pork cuts have advanced one cent per pound. Tenderloins have declined two cents per pound, bringing the price down to 58 cents. Other meats are steady at unchanged quotations.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	27 00
Live, off cars, per cwt.	21 00	21 25
Live, fed and watered, per cwt.	20 75	21 00
Live, f.o.b., per cwt.	19 75	20 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 40	0 40
Loins of pork, lb.	0 45	0 45
Fresh hams, lb.	0 42	0 42
Tenderloins, lb.	0 58	0 58
Spare ribs	0 17	0 17
Picnics, lb.	0 29	0 29
New York shoulders, lb.	0 31	0 31
Boston butts, lb.	0 38	0 38
Montreal shoulders, lb.	0 32	0 32
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 32	0 35
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 34	0 36
Chucks, lb.	0 15	0 18
Loins, whole, lb.	0 35	0 42
Hips, lb.	0 30	0 33
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 20
Spring lamb, lb.	0 32	0 36
Yearling lamb, lb.	0 20	0 23
Sheep, whole, lb.	0 12	0 18

firm with an advance of three cents per pound on heavy hams, and one cent on Wiltshire sides. Dry salt meats are up 1/2 cent per pound, with the exception of fat backs, which have declined one cent per pound.

BARREL PORK.—Mess pork has declined \$3.00 per barrel, bringing the price down to \$47.00. Short cut backs have declined \$1.00 per barrel, which brings the price down to \$56.00. Pickled rolls, both heavy and light weight, are down \$1.00 per barrel.

Hams—		
Medium	0 46	0 48
Large, 20 to 25 lbs. each, lb.	0 44	0 44
Heavy, 25 lbs. upwards, lb.	0 39	0 39
Backs—		
Skinned, rib, lb.	0 52	0 54
Boneless, per lb.	0 60	0 66
Rolled	0 68	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 46	0 48
Breakfast, fancy, per lb.	0 49	0 53
Breakfast, special trim.	0 60	0 60
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 41	0 41
Wiltshire, three-quarter cut	0 44	0 44
Wiltshire, middle	0 46	0 46
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 28	0 28
Do., av. 80-90 lbs.	0 27	0 27
Clear bellies, 15-30 lbs.	0 31	0 31
Fat backs, 10 to 12 lbs.	0 24	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	47 00	47 00
Short cut backs, bbl. 200 lbs.	56 00	56 00
Pickled rolls, bbl. 200 lbs.—		
Heavy	60 00	60 00
Lightweight	66 00	66 00

Above prices subject to daily fluctuations of the market.

Dry Salt Bacon is Higher

Toronto.
PROVISIONS.—Smoked meats remain

Quotations on local market declined one cent per pound during the past week.

Tierces, 400 lbs. 0 26½ 0 27
In 60-lb. tubs, ½ cent higher than tierces, pails
¾ cent higher than tierces, and 1-lb. prints 2c
higher than tierces.

Margarine Unchanged

Toronto.

MARGARINE.—There is a quiet demand for margarine. Quotations are steady and unchanged.

MARGARINE—

1-lb. prints, No. 1	0 36	0 37
Do., No. 2	0 35	0 35
Do., No. 3	0 30	0 30
Nut Margarine, lb.	0 33	0 35

Fresh Fish Arriving Freely

Toronto.

FISH.—There is quite a demand for fish. Supplies are arriving freely and quotations fairly steady. Cod steak is up one cent. Flounders are also up one cent per pound.

FRESH SEA FISH.

Cod Steak, lb.	0 12	0 12
Do., market, lb.	0 04½	0 07
Haddock, heads off, lb.	0 09½	0 09½
Do., heads on, lb.	0 18	0 19
Halibut, chicken	0 23	0 24
Do., medium	0 18	0 19
Fresh Whitefish	0 18	0 19
Fresh Herring	.....	.....

WINNIPEG MARKETS

WINNIPEG, July 30.—Practically no change in the produce and provision market this week. The hog market remains steady and fresh beef from steers and heifers has advanced from two to three cents a pound. Hams and bacons remain steady with cooked meats in good demand. The butter market remains firm with upward tendencies. Ontario cheese is in good demand but supplies are limited. Lard and shortening remain unchanged, while eggs are reported scarce and higher prices are being quoted.

Hog Market Steady

Winnipeg.

FRESH MEATS.—The hog market remains steady. Hogs are being disposed of at \$19.50 per cwt. Fresh beef from steers and heifers has advanced from two to three cents a pound during the week. Mutton declined one cent a pound, while lambs remain steady.

HOGS—

Selected, live, cwt.	18 50
Heavy, cwt.	16 50
Light, cwt.	16 00
Sows, cwt.	14 50

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 39½	0 40
Loins of pork, lb.	0 37½	0 40
Fresh hams, lb.	0 39	0 40½
Tenderloin, lb.	0 57	0 57
Spare ribs, lb.	0 20½	0 20½
Picnics, lb.	0 27	0 27½
Shoulders, lb.	0 28	0 30

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 20	0 29
Front quarters, lb.	0 13	0 17
Whole carcass, good grade, lb.	0 17	0 23

Mutton—

Choice wethers, 55-70 lbs., lb.	0 25
Choice ewes, lb.	0 22

Lambs—

Choice, 30-45 lbs., lb.	0 31
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Hams and Bacon Steady

Winnipeg.

PROVISIONS.—Hams and bacons are very steady with a good demand. Prices remain unchanged.

Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20
Fresh Salmon	.....	0 32

FROZEN FISH

Halibut, medium	0 20	0 21
Do., Qualla	.....	0 10½
Flounders	.....	0 09½
Pike, round	.....	0 09
Do., headless and dressed	.....	0 09

SMOKED FISH

Haddies, lb.	0 13
Fillets, lb.	0 18
Kippers, box	2 25

Chickens Decline

Toronto.

POULTRY.—Poultry is becoming more plentiful and quotations on fowl have declined two cents per pound. Spring chickens are down 5 cents per pound. There is a small demand.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 25	0 25
Fowl, over 5 lbs.	0 30	0 30
Fowl, 4 to 5 lbs.	0 27	0 27
Fowl, under 4 lbs.	0 25	0 25
Ducklings	0 30	0 30
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 35	0 40

Prices quoted to retail trade—

	Dressed
Hens, heavy	0 30
Do., light	0 28
Chickens, spring	0 55
Ducklings	0 40

Cheese in Good Demand

Winnipeg.

CHEESE.—There is a good demand for Ontario cheese, both large and twins. Shipments are coming through very slowly.

Pure Lard is Firm

Winnipeg.

LARD.—There has been no change in the lard market this week. Prices remain unchanged.

Eggs Are Scarce

Winnipeg.

EGGS.—Eggs are reported very scarce and higher prices are quoted. Fresh eggs are quoted at 55 and 60 cents a dozen, with candled eggs around 52 cents a doz.

Fish Supply is Good

Winnipeg.

FISH.—Supplies of fresh fish are arriving daily and the demand is very active.

TEN WORTH-WHILE COMMANDMENTS

Hanging in the office of a Merchant in Western Canada are ten commandments for employees that might well be copied and placed before the employees of a concern of any kind.

They are as follows:

1. Don't lie. It wastes my time and yours. I am sure to catch you in the end, and that is the wrong end.
2. Watch your work, not the clock. A long day's work makes a long day short, and a short day's work makes my face long.
3. Give me more than I expect, and I will give you more than you expect. I can afford to increase your pay if you increase my profits.
4. You owe so much to yourself that you cannot afford to owe anybody else. Keep out of debt or keep out of my shops.
5. Dishonesty is never an accident. Good men, like good women, never see temptation when they meet it.
6. Mind your own business and in time you'll have a business of your own to mind.
7. Don't do anything here which hurts your self-respect. An employee who is willing to steal from me is willing to steal from me.
8. It is none of my business what you do at night. But if dissipation affects what you do the next day, and you do half as much as I demand, you'll last half as long as you hoped.
9. Don't tell me what I'd like to hear, but what I ought to hear. I don't want a valet for my vanity, but one for my dollars.
10. Don't kick if I kick. If you're worth while correcting, you're worth while keeping. I don't waste time cutting specks out of rotten apples.

Your Customers will be glad to get Our New Book— “Saving Without Sacrificing”

THIS is a book every customer at your store will prize and keep. It deals in an understandable manner with the special problems confronting the house-wife in the buying, keeping, and preparation of meats for her table. It has a distinctive dollars and cents value to every housekeeper of to-day—and we want YOU to have a supply to hand to YOUR customers.

*We distribute them through the Retail Dealer
as follows:—*

WE have prepared a series of attractive, snappy little folderettes—just big enough to go into an ordinary envelope or to tuck inside a parcel. Each folder advertises a distinctive line of Davies products—Cooked and Jellied Meats, Bologna, Pure Lard, Peerless Shortening, Pork and Beans, and Wiltshire Bacon—and shows the product in actual colors.

They're the brightest little folders you could ever wish to hand out to your customers. Slip them in the parcels over the counter—or with deliveries of goods—or with outgoing mail. It means increased sales and bigger turnover for your store.

ON the back page the new booklet, “Saving Without Sacrificing,” is shown, and every reader who wishes a copy (it's free) is invited to sign the coupon at the bottom of the page and hand it in to you. Then, as soon as you receive a number of these signed coupons, simply mail them to us and we will send you the necessary number of booklets for you to distribute to your customers who have asked for them.

Every folder has a double purpose—it stimulates the sales of Davies products in your store—and it creates in the minds of your customers the desire to have one of these new practical food economy booklets. Act to-day.

**Fill in and mail the attached coupon to-day and we
will send you a supply of these helpful little
folderettes to give to your customers.**

The William Davies Co., Limited
Packers and Provision Merchants
TORONTO

MONTREAL

HAMILTON

Please send me a supply of your illustrated folders advertising “Saving Without Sacrificing,” which I shall be pleased to distribute among my customers.

Name

Address

.....



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.

Little Selling Effort



will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada
W. G. Patrick & Co., Limited

Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

57

57



Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

57

57



SCOTCH SNACK

IDEA No. 8

Sells Well and Pays a Nice Profit

Keep a good stock on hand, it pays during the warm weather. Scotch Snack will be in big demand—Keep your stock complete.

Order from Your Wholesaler or Direct from

ARGYLL BUTE, "Reg."
MONTREAL, QUE.

M
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M
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“The Greatest Seller of Its Kind in the World”

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

H.A. COOKED MEATS
will increase summer provision
sales



Women dislike standing over hot stoves in summer cooking warm weather meals, consequently they are always on the lookout for appetizing cooked meats that eliminate tedious work.

H.A. tempting cooked meats if *properly displayed* will speed up your provision department and earn you handsome worthwhile profits.

Let us send you a trial order of assorted.

THE HARRIS ABBATTOIR COMPANY, Limited
TORONTO, CANADA



For dainty summer lunches
recommend.....

“BRUNSWICK BRAND” Sea Foods

Brunswick Brand Sea Foods require no cooking and are therefore ideal for preparing warm weather luncheons and hurry up meals. Keep your stock well displayed as their advantages are so obvious that a mere display and a little reminder will increase your profits enormously.

Check over your stock today and order a good supply of these popular lines.

Connors Bros., Limited
Black's Harbor, N.B.

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

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

—Speed up your
 Summer sales with
CHICKEN
 (LILY BRAND)
HADDIES

REGISTERED
 The Popular Summer Sea Food That Means Good Profits for You
The Maritime Fish Corporation
 General Office: Montreal

**KING
 OSCAR**
 Brand
SARDINES

Obtain your supply now of these nicely flavored sardines. This brand should be your choice for customers who want a quickly and easily-prepared luncheon.

Packed only from selected fish in purest olive oil.

Order to-day from wholesaler.

Canadian Agents:
John W. Bickle & Greening
 Hamilton, Ontario

APROL
 SELLING IDEA No. 10

Ask your wholesaler to supply you with receipt books for the use of

APROL

Put one in every order you deliver for a whole week.

Then watch the sale of **APROL** increase.

And with it your profits.

One sale means many sales. Your efforts are useless if you have not a good supply of **APROL** on hand.

The pure nutty oil crushed from the Kernels of Peaches and Apricots.



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



Nourishing and Refreshing

The purity and wholesomeness of MALCOLM MILK PRODUCTS make them a quality line that can be highly recommended. A splendid and convenient line to offer to campers and tourists during these summer days.

Write for price list and sample order.

THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONTARIO

Feature convenience and keeping quality for hot weather



Champagne de Pomme

A Delicious Beverage

Made from the Juice of
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and
4 doz. to the case

Order your supply to-day

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT: 140 ST. CATHERINE ST. EAST, MONTREAL

Macaroni has big possibilities

Superior

Brand

MACARONI



Most women are wonderfully keen nowadays for methods of saving household expense! What could be more fitting than an increased use of macaroni which costs her far less than meat or eggs though higher in food value.

Superior Macaroni

offers the additional incentive of superior flavor, and superior crispness. Try out a sample order and boost macaroni.

SOLE SELLING AGENTS:

Sainsbury Brothers
TORONTO

VANCOUVER WINNIPEG MONTREAL HALIFAX

The Superior Macaroni Co., Ltd., Toronto



A Ready Supply Always Profitable

BRODIE'S XXX Self-Raising Flour kept on hand and prominently displayed at this season is a profitable suggestion for you. Its efficient quality will be readily recognized.

For making Pancakes, Muffins, Biscuits, Doughnuts, etc.

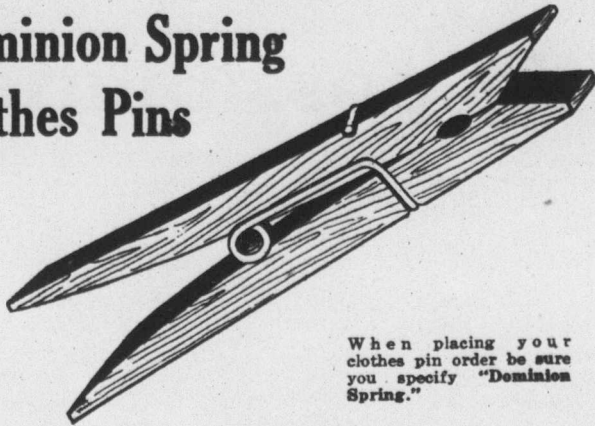
Your order can be fulfilled through your wholesaler or jobber.

Brodie & Harvie, Ltd.

Montreal

Ontario Representatives: Chadwick & Co., Toronto. Quebec Representatives: J. B. Renaud & Cie. Inc., Quebec.

Dominion Spring Clothes Pins



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

There's greater Satisfaction

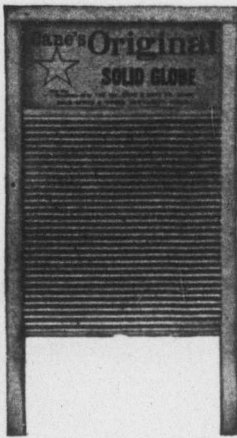
selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

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

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Cane's Washboards

*Built to last
a lifetime*



Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

Wm. Cane & Sons Co.
Limited
NEWMARKET, ONTARIO

Sell the Best

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

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

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling
and
Mfg. Coy., Limited

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

D. W. ROSS COMPANY
Agents
MONTREAL

Flour is the Basis of the Cook Book

EVER notice how often flour is mentioned in the cook book? It is the main basis for the majority of the recipes you see there. Cooks can't do much without flour.

Push the sale of flour in your store and encourage the wholesome practice of home-baking.

PURITY FLOUR

makes friends for the grocer that recommends it, because it is a good strong flour for bread and bread products, and is equally good for pastry and household baking in general. Every time you sell flour you make business in a score of other lines of your stock as advertised in the cook book to go with flour.



WESTERN CANADA FLOUR MILLS CO., LIMITED

Head Office, Toronto, Ontario

Branches at: Victoria Nanaimo Vancouver Prince Rupert New Westminster Nelson Courtenay
 Rosland Calgary Edmonton Brandon Winnipeg Goderich Ottawa Montreal St. John, N.B.



You Can't Say You Keep the Best
 Unless You Offer Your Customers

LANKA TEA



Putting Shirriff's Marmalade on the Nation's Breakfast Table

THESE is no place for half-measures in the Shirriff organization. Choicest Seville oranges and pure Cane sugar make Shirriff's Marmalade the best marmalade possible. Striking advertisements which arrest attention, are constantly impressing the public with Shirriff superiority—literally putting Shirriff's Marmalade on Canada's breakfast table.

The ever-increasing demand for Shirriff's Marmalade is a welcome warning to grocers to stock up well on this popular preserve. Shirriff's is a quick seller, a sure repeater and a steady profit-maker. Be sure you have it when your customers ask.

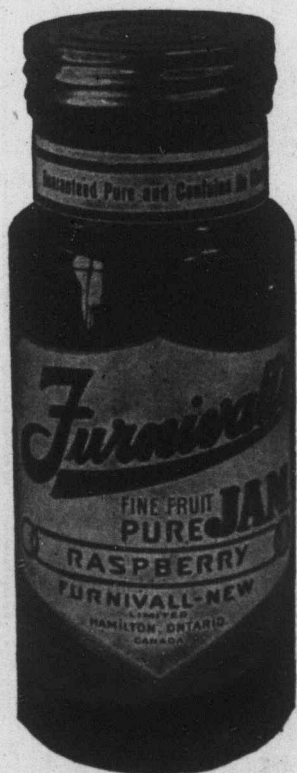
IMPERIAL EXTRACT COMPANY
TORONTO, ONTARIO

Selling Agents for Canada:

HAROLD F. RITCHIE & CO., LIMITED
TORONTO AND MONTREAL

Shirriff's

(TRUE SEVILLE)
ORANGE
MARMALADE



Furnivall's

FINE FRUIT
PURE JAM

A PERFECT blend of juicy, sun-ripened fruit and pure cane sugar. Their popularity and prestige are to-day rewarding thousands of Canadian grocers with handsome profits and customer goodwill.

FURNIVALL-NEW
LIMITED
Hamilton - Canada

AGENTS—City of Toronto: C. H. Grainger, 406 Parliament St. Eastern and Western Ontario: The Specialty Sales Co., Toronto. Northern Ontario: E. A. Cuff, North Bay, Ont. Hamilton: J. T. Price & Co., 35 Mary St. The City of Ottawa, Quebec and Lower Provinces, with exception of Cape Breton: Geo. Hodge & Son, Ltd., Montreal, Que. Cape Breton Island: O. N. Mann, Sydney, N.S. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Saskatchewan: Gilbert Stroyan, Saskatoon, Sask.

WHITTALL CANS

for

**Meats
Syrup**

**Vegetables
Fish Paint**

**Milk
Etc.**

PACKERS' CANS

**Open Top Sanitary Cans
and**

**Standard Packer Cans
with Solder-Hemmed Caps**

A. R. Whittall Can Company, Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna



Order from your wholesaler

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG



BONNE SANTÉ

THE NEW SELF-RISING FLOUR

For Making
All Kinds of Cakes, Pies,
Croquettes, etc.

Finest Package on the Market

Bonne Sante Products Ltd.

9 Iberville St.

Montreal

AGENTS WANTED

All foreign and domestic
fruits, also fresh Georgian
Bay trout.

LEMON BROS.

OWEN SOUND - - - ONTARIO

TOMATO PASTE

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

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - - - MONSREAL, QUE.

Advertising to Buyers is one
way to surely make
Advertising Pay

Advertise Your Product in Canadian Grocer

It reaches the Buyers

It's a Business-Getter

Rates and Information on Request

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies,
Guaranteed Fresh Fruit and
Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.
Strawberry \$5 15
Currant, Black 5 05
Pear 4 40
Peach 4 40
Plum 4 20
Apricot 4 50
Cherry 4 35
Gooseberry 4 50
**"AYLMER" PURE ORANGE
MARMALADE**
Per doz.

Per doz.
**PORK AND BEANS
"DOMINION BRAND"**

Individual Pork and Beans,
Plain, 75c, or with Sauce,
4 doz. to case \$0 85
1s Pork and Beans, Flat,
Plain, 4 doz. to case 0 92½
1s Pork and Beans, Flat,
Tom. Sauce, 4 doz. to case 0 95
1s Pork and Beans, Tall,
Plain, 4 doz. to case 0 95
1s Pork and Beans, Tall,
Tomato or Chili Sauce, 4
doz. to case 0 97½
1½s (20 oz.), Plain, per doz. 1 25
Tomato or Chili Sauce 1 27½
2s Pork and Beans, Plain,
2 doz. to the case 1 50
2s Pork and Beans, Tomato
or Chili Sauce, Tall, 2
doz. to case 1 52½
2½s Tall, Plain, per doz. 2 00
Tomato or Chili Sauce 2 35
Family, Plain, \$1.75 doz.; Family,
Tomato Sauce, \$1.95 doz.; Family,
Chili Sauce, \$1.95 doz. The above
2 doz. to the case.

CATSUPS—In Glass Bottles.

Per doz.
½ Pts., Aylmer Quality 1 80
12 oz., Aylmer Quality 2 55
Per jug
Gallon jugs, Aylmer Quality, \$1 65
Per doz.
Pints, Delhi Epicure \$2 75
½ pints, Red Seal 1 25
Pints, Red Seal 1 90
Quarts, Red Seal 2 40
Gallons, Red Seal 6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK
Terms—Net 30 days.
Eagle Brand, each 48 cans. \$12 50
Reindeer Brand, each 48 cans 12 00
Silver Cow, each 48 cans. 11 60
Gold Seal, Purity, ea. 48 cans 11 35
Mayflower Brand, each 48 cans 11 35
Challenge Clover Brand, each
48 cans 10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans \$7 90
Jersey Brand, Hotel, each 48
cans 7 90
St. Charles Brand, tall, each 48
cans 8 00

Jersey Brand, tall, each 48
cans 8 00
Peerless Brand, tall, each 48
cans 8 00
St. Charles Brand, Family, 48
cans 7 00
Jersey Brand, Family, each 48
cans 7 00
Peerless Brand, Family, each 48
cans 7 00
St. Charles Brand, small, each
48 cans 3 70
Jersey Brand, small, each 48
cans 3 70
Peerless Brand, small, each 48
cans 3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24
cans \$7 50
Reindeer Brand, small, each 48
cans 8 00
Cocoa, Reindeer Brand, large,
each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50
W. B. BROWNE & CO.
Toronto, Ontario

Wheatgold Breakfast Cereal
Packages, 28-oz., 2 doz. to
case, per case \$6 00
98-lb. jute bags, per bag 8 00
98-lb. jute bags, with 25
¾-lb. printed paper bags
enclosed, per bag 8 50
HARRY HORNE & CO.
Toronto, Ont.

Per case

Cooker Brand Peas (3 doz.
in case) 4 20
Cooker Brand Popping Corn
(3 doz. in case) 4 20
**COLMAN'S OR KEEN'S
MUSTARD**

Per doz. tins

D.S.K., ¼-lb.
D.S.F., ½-lb.
D.C.F., 1-lb.
F.D., ¼-lb.

Per jar

Durham, 1-lb. jar, each ..
Durham, 4-lb. jar, each ..
**CANADIAN MILK PRODUCTS,
LIMITED**
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case. \$12.50
16 oz. tins, 2 doz. per case. 11.50
10 lb. tins, 6 tins per case .. 25.00
Prices f.o.b. Toronto.
THE CANADA STARCH CO., LTD.
Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—
Boxes

40-lb., Canada Laundry ... \$0 12½
100-lb. kegs, No. 1 white. 0 12½
200-lb. bbls., No. 1 white. 0 12½
40-lb., Edwardsburg Silver
Gloss, 1-lb. chrome pkgs. 0 14½
40 lbs., Benson's Enamel,
(cold water), per case. 4 30
Celluloid, 45 cartons, case. 5 20
Culinary Starch
4 lbs., W. T. Benson & Co.'s
Celebrated Prepared ... 0 14
40 lbs. Canada Pure or
Challenge Corn 0 13
20 lbs. Caseo Refined Potato
Flour, 1-lb. pkgs. 0 16
(20-lb. boxes ¼c higher, except
potato flour.)
LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case. \$6 80
5-lb. tins, 1 doz. in case. 7 75
10-lb. tins, ½ doz. in case. 7 45
20-lb. tins, ¼ doz. in case. 7 40
(Prices in Maritime Provinces 10c
per case higher)

Barrels, about 700 lbs. 0 00
Half barrels, about 350 lbs. 0 00¼
CROWN BRAND CORN SYRUP
2-lb. tins, 1 doz. in case. 6 20
5-lb. tins, 1 doz. in case. 7 15

Holidays

The Salesmen are away on their annual vacation and will not be back on the job until August 9th. In the meantime we are offering some lines of goods at prices which we think should be attractive enough to draw business without the assistance of a salesman.

If you will look over this list you may find some things which you can use to advantage, and we shall be very glad to hear from you.

Courtier Salmon 1s Tall	3.45	Monarch Strawberries H.S. 2s	4.75
Tiger Salmon 1s Tall	3.50	Griffin Fancy Seeded Raisins	
Monarch Lombard Plums		15 oz. - - - -	28
H.S. 2s - - - -	2.60	Sun Maid „ „ 15 oz.	28
Monarch Green Gages		Griffin Seedless 15 oz.	29
H.S. 2s - - - -	2.75	Choice Cleaned Smyrna	
Bartlett Pears H.S. 2s	4.10	Sultanas - - - -	25½
Monarch Pitted Red		Fine „ „ „	24½
Cherries H.S. 2s -	3.90	Madagascar Lima Beans	12¾
Monarch Red Rasp-		Singapore ^{SEED} _{PEARL} Tapioca	8½
berries H.S. 2s - -	4.75		

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

New Apples

Delaware apples in Hampers are now arriving—Transparent Variety—Quality excellent.

California Bartlett Pears

Our first car of these delicious pears is due Monday. Followed by regular arrivals.

Also California Plums, Canteloupe, Georgia Peaches—Tomatoes, Local Cherries, Raspberries, etc.

White & Co., Ltd. - Toronto
for FANCY FRUITS

CALIFORNIA FRUITS

Peaches Plums Apricots
Canteloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

The good keepers for summer use—Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son

Guelph Established 1861 Ontario

10-lb. tins, 1/2 doz. in case... 6 55
20-lb. tins, 1/4 doz. in case... 7 00
(5, 10, and 20-lb. tins have wire handles.)

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 80

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

BLUE
Keen's Oxford, per lb. 0 27
In cases, 12 12-lb. bxs. to case 0 27
NUGGET POLISHES
Polish, Black, Tan, Toney Red,
Dark Brown, White Dressing, each \$1 25

Doz.
White Cleaner (liquid) \$2 00
Card Outfits—Black, Tan,
Toney Red, Dark Brown... 4 80
Metal Outfits—Black, Tan,
Toney Red, Dark Brown... 5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 13
Currency, 12s 1 13
Stag Bar, 9s, boxes, 6 lb. 1 08
Pay Roll, thick bars 1 30
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 25

Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. 1 25
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 30

Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream, 1/2s, 1/4s, and 1-lb. tins 1 60
Master Workman, 2 lbs. 1 25
Master Workman, 4 lbs. 1 25
Derby, 9s, 4-lb. boxes 1 30
Old Virginia, 12s 1 70
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 35

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

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

Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 0 30

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

SWEET CHOCOLATE
Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes 0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case.... 0 38

Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case
Diamond Crown Chocolate, 28 cakes in box 1 30

CHOCOLATE CONFECTIONS
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. 0 49

Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. 0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. 0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. 0 45

No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. 0 42
Nonparell Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 45

Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. 0 60

NUT MILK CHOCOLATE, ETC.
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35

Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box 2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. 0 47

Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box 2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. 0 47

Fruit and Nut Milk Chocolate Slabs, per lb. 0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb. 0 47
Plain Milk Chocolate Slabs, per lb. 0 47

MISCELLANEOUS
Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. 6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 3 35

Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 3 35
Chocolate Ginger, 1/4 lb., 1 doz. in box, per doz. 4 50

Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 60
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box 2 05

Triumph Chocolate, 1/2s, 4-lb. boxes, 36 boxes in case, per box 2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box 2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 15

20-1c Milk Chocolate Sticks, 60 boxes in case 0 80

6c LINES
Filbert Nut Bars, 24 in box, 60 boxes in case, per box... \$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box... 0 95

Ginger Bars, 24 in box, 60 boxes in case, per box.... 0 95
Fruit Bars, 24 in box, 60 boxes in case, per box.... 0 95
Active Service Bars, 24 in box, 60 boxes in case, per box... 0 95

Victory Bars, 24 in box, 60 boxes in case, per box.... 0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box... 0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box 0 95

Royal Milk Cakes, 24 in box, 60 boxes in case, per box... 1 00
Cream Bars, 24 in box, 50 boxes in case, per box 0 95
We pack an assorted case of 60 boxes of bars.

Maple Buds
6c display boxes
6c pyramid packages, 4 doz. in box
6c glassine envelopes, per box 1 90

Queen's Dessert, 10c cakes, 24 cakes in box, per box 2 00
W. K. KELLOGG CEREAL CO.
Battle Creek, Mich.
Toronto, Canada.

The Waxtite Line
Kellogg's Toasted Corn Flakes 4 15
Kellogg's Toasted Corn Flakes Ind. 2 00
Kellogg's Shredded Krumbles 4 35
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran ... 2 25
Kellogg's Krumbled Bran, Ind. 2 00

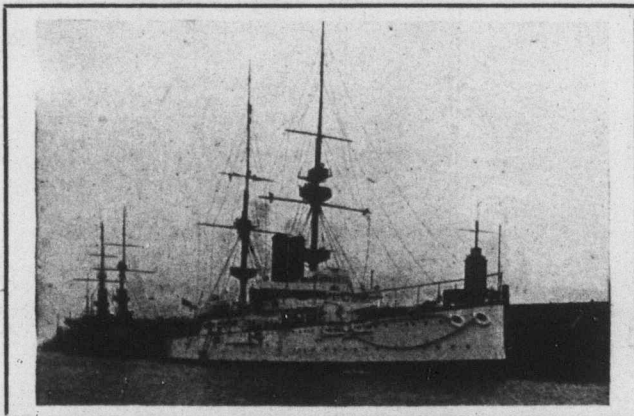

BRODIE & HARVIES, LTD.
14 Bleury St., Montreal.
XXX Self-Rising Flour, 6 lbs. packages, doz. \$6 40
Do., 3 lbs. 3 24
Superb Self-Rising Flour, 6 lbs. 6 20
Do., 3 lbs. 3 15
Crescent Self-Rising Flour, 6 lbs. 6 30
Do., 3 lbs. 3 20
Perfection Rolled Oats (55 oz) 3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pkgs., doz... 1 60

ESCOFFIER



SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"

SAUCE ROBERT
FOR ALL MEATS ETC.



SAUCE DIABLE
FOR ALL KINDS OF FISH

SAUCE MELBA
FOR PUDDINGS AND FRUIT

Sole Selling Representatives:
MESSRS. ARGYLL BUTE, LTD.
357 St. Catherine St. West, Montreal, Canada

SAUCE DERBY
FOR ALL COLD MEATS AND STEWS



Pure and Appetizing Summer Drink

Suggest Marsh's Grape Juice to your customers during the hot weather.

It is pure and wholesome — crushed from Concord Grapes. The profit will please you.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.
Agents for Ontario, Quebec and Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto and Montreal

N. B.

Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

INDEX TO ADVERTISERS



**ROSE'S
LIME JUICE**

A stock on hand for displaying will bring good results. Put up in attractive bottles.

Your customers will find it pleasing and of good quality. Just the right drink for satisfying at picnics and other outings.

Holbrooks, Ltd.
Toronto and Vancouver

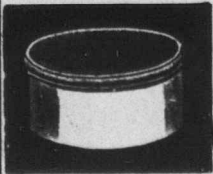
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BUYERS' MARKET GUIDE

Latest Editorial Market News

STONEWARE JARS



as Food Protectors are needed in every home. Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

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

60-62 JARVIS STREET
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut
The finest made

Brokers

Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

We are offering to Jam Manufacturers,
Confectioners and Picklers, etc.

Fruit pulp of all kinds, Canned Goods,
Tomato Puree, Anchovies, Nuts, Peels in
Brine, etc., etc.

F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

BOOKING ORDERS FOR MOLASSES

Molasses manufacturers are urging customers to book orders and keep stocks in advance of present needs in view of the fact that they are expecting a serious congestion of freight in the fall and early part of the winter. Last year, they claim that shipments were held up two to three months.

LOWER PRICES ON RICE

The rice market is easier. Importers are looking for a decided drop in prices for the new crop, which will arrive during the first part of October.

REFINED SUGAR

PROMPT SHIPMENT

Write for Prices

JOHN GARVEY & SONS

Wholesale Grocers

LONDON, ONT.

GROCERS

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

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

Phone 1577



BREAK NO FEARS AND IS FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE - SUPERSEDE ALL OTHER STYLES FOR INVENTED GAS LIGHTS.
R.M. Moore & Co. Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

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

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

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

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

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.

Wanted

Rates For Classified Advertising

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

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

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

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

WANTED

WANTED—MALE OR FEMALE, EXPERIENCED clerk for country general store, must be live wire, versed in all lines in general store (especially dry goods), and furnish best of reference. Furnish reference and all particulars with first letter. Would consider partner with some capital; about sixteen thousand invested in stock and buildings. Apply Box 145, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GENERAL STORE IN COUNTRY village. Old-established business. No competition. Turnover \$5 to 40 thousand. Truck on road. Average 75 to 100 cases eggs a week. Good country trade. Advancing age reason for selling. Box 200, Canadian Grocer, 153 University Avenue, Toronto, Ont.

HEAD CLERK IN CHARGE OF LARGE GROCERY store desires change. Position wanted where chance of advancement can be earned. Am keen buyer, salesman, and specialize in advertisement writing. Age 33. Single. Best references. Apply Box 202, Canadian Grocer, Toronto.

CLERK WANTED—YOUNG MAN 14 TO 17 years old, general store, no draying, experience not necessary. Apply stating salary expected less board. Ralph D. Munro, Auburn, Ont.

AGENCY—LARGE EXPORTERS, HIGH CLASS table delicacies, require energetic representative with first-class credentials for Canada. Liberal commission. Write Box "A.I.P.," c/o Davies Co., 23 Finch Lane, E.C. 3.

FOR SALE—EXCELLENT GROCERY STORE property in thriving farming centre in Middlesex County. For further particulars, write S. B. Arnold, Barrister, Chatham, Ont.

Wanted--A Real Salesman

A leading manufacturing concern located in Toronto needs a high-grade man to sell a food specialty line to grocers in Eastern Canada. Not a man who merely "calls on the trade"—but one who knows how to go after business and get it.

Write, giving retails of your present and past sales record and experience, but don't waste time applying unless you are an A1 salesman—a real producer. Salary commensurate with ability. Apply Box No. 206

CANADIAN GROCER
153 University Ave., Toronto

BAKER'S COCOA and CHOCOLATE



Registered
Trade-Mark

preparations
are the stand-
ards for qual-
ity. All other
brands are
compared
with them
but none has
been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

IN MAKING PICKLES

Instead of using spices, better results are obtained by using

PARKE'S PICKLE MIXTURE



A combination of prime selected spices in proper proportions to produce firm, fine appearing and tasty pickles that will keep well. No additional spices are required.

Retail Price 25c Package.
Wholesale Price \$2.25 per doz. \$27.00 per gross.

PARKE & PARKE, LIMITED
Macnab St. & Market Sq. Hamilton, Ont.

FOR SALE

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

FOR SALE—GOOD COUNTRY BUSINESS. Stock, store, outbuildings and residence. Particulars apply to W. Geo. Gauley, Vars, Ont.

WHOLESALE GROCERY BUSINESS FOR sale in one of the best locations in the Maritime Provinces. Best of reasons for selling. Unless you mean business do not write. "Wholesaler," Canadian Grocer, 153 University Ave., Toronto, Ont.

NATIONAL SIX-CYLINDER MODEL TOUR-ing Car in good condition; will sell at a bargain. Apply Box 8, Port McNicoll.

FOR SALE—GENERAL COUNTRY STORE IN Village, one and one-half miles from station. Good business. Stock \$10,000. Turnover \$40,000 annually. Could lower stock to suit purchaser. Reason for selling, want to get to High School or College. Box 208, Canadian Grocer, 153 University Ave., Toronto.

COLLECTIONS

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

FIXTURES FOR SALE.

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

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
La Prairie (Montreal) Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba, Saskatchewan and Alberta—
The W. L. Mackenzie and Company, Limited, Winnipeg.
British Columbia—The W. L. Mackenzie and Company,
Limited, 1314 Standard Bank Bldg., Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St.
John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.
INCORPORATED
MONTREAL

Gosse-Millerd's Ocean Products



PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.



PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.



PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

Especially Seasonable Now

and as a matter-of-fact
Quality Goods are Always
in Demand

NOTE

Get a report to-day on your
stock of canned fish on
hand



PACKED
96 ½-lb. Flats per case.
48 1-lb. Talls per case.



PACKED
96 ½-lb. Flats per case.



PACKED
96 ½-lb. Flats per case.



PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

GOSSE-MILLERD PACKING COMPANY, LIMITED

Salmon and Herring Cannery and Packers

Head Office, 597 Hastings St. West, Vancouver, B. C., Canada