

**PAGES
MISSING**

CANADIAN GROCER

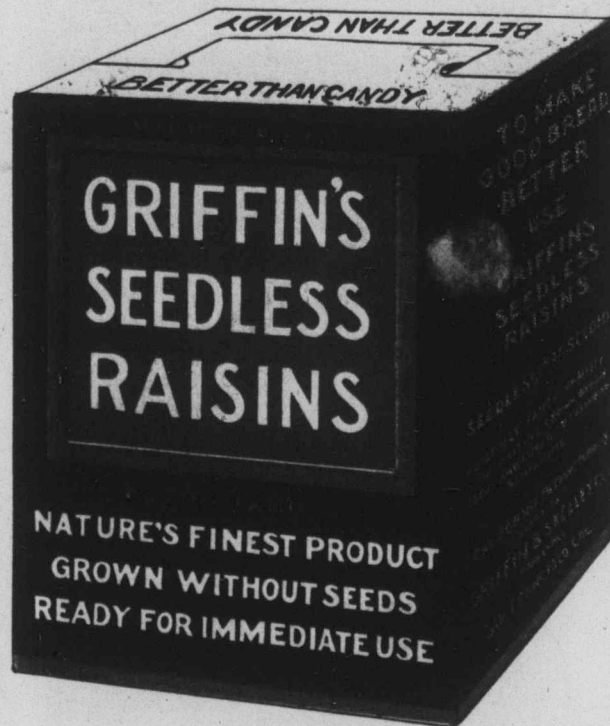
Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, AUGUST 9, 1918

No. 32



An Established Favorite

can always be relied upon to produce quick sales when displayed, and repeats when recommended to your customers.

*Your wholesaler supplies
Griffin's. Ask him.*

TWO SELF-SELLERS

Ioco Liquid Gloss and Household Lubricant are staples. Their well-known quality insures satisfied customers and profits that accrue from repeat orders. There is a daily use for one or both.

Stock these salable necessities now. They fill a general need. Their many and varied uses make and keep them always in demand—always easy to sell.

Ioco Liquid Gloss cleans and polishes finished surfaces of all kinds. Sold in half-pint to 4-gallon size cans, half barrels and barrels.

Household Lubricant prevents rust, is excellent for use in cleaning cut-glass, and keeps sewing machines, typewriters, electric fans, phonographs, etc., in smooth running order. Put up in convenient four-ounce tin oilers.

Put these Imperial products in your show window or on your display counter and see how readily they sell.

If you have not stocked with Ioco and Household Lubricant, write for our dealer proposition.



IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of Gargoyle Mobiloils in Canada

BRANCHES IN ALL CITIES

Bordens



Borden's



The First Thought of the Prospective Camper

Picnickers, campers and holiday folk (as well as home folk) appreciate the advantages of Borden Products.

These four Borden Preparations, nourishing, appetizing, easy to carry, easy to prepare, are five big opportunities for you throughout the holiday season.

Borden's "Reindeer" Coffee and "Reindeer" Cocoa are two especially good lines for your "Vacation Hints" display.

Have you a good stock on hand?

Borden's



Borden Milk Co., Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

Bordens



You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

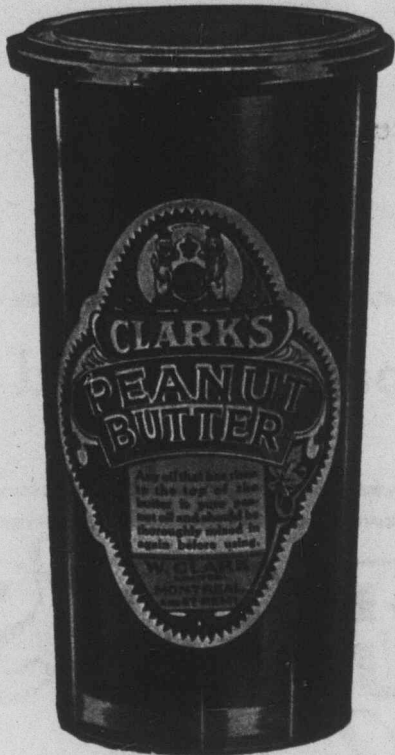
Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

CLARK'S PREPARED FOODS



CLARK'S PORK AND BEANS

Beefsteak and Onions
Cambridge Sausage
Corned Beef
Roast Beef
English Brawn
Loaf Meats
Corned Beef Hash
Minced Collops

Soups (Full assortment)
Potted Meats
Sliced Smoked Beef
Spaghetti with Tomato
Sauce and Cheese
Tongue, Ham and Veal
Fluid Beef Cordial
Peanut Butter

Etc., Etc., Etc.

Good Business is always the result of Quality

W. CLARK, LTD.



MONTREAL

Wheat Flour Substitutes

THE Canada Food Board's order making compulsory the use of wheat substitutes has caused unprecedented demands upon our milling facilities. If your shipments of corn, barley and rye flours do not reach you as promptly as usual, please bear with us. With our special capacity for milling the substitute flour we are doing our best. In the meantime we suggest that you can assist speeding up deliveries by ordering not more than actual requirements until the rush is over.

Campbell's Corn, Barley and Rye Flours are sold in the following size packages:—

3½ lb. 7 lb. 24 lb. 49 lb. 98 lb.

**Campbell's
Corn
Barley
and Rye
Flours**

The Campbell Flour Mills Company, Limited
West Toronto, Ontario

KING GEORGE'S NAVY

CHEWING
TOBACCO

Make it a leader in your tobacco department. You'll find it a ready seller, a good profit maker, and a certain customer-pleaser.

The wholesale trade handles King George's Navy. If you would stock a real "live" line order a supply to-day.



Rock City Tobacco Co., Ltd.

Tea Import Prices



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



We believe they will be even higher throughout the year.



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

What will you require? We have the stock.

KEARNEY BROS., LIMITED

TEA AND COFFEE
MERCHANTS

33 ST. PETER ST.

MONTREAL, QUE.

We repeat the above statement this week, because we feel confident of our judgment of conditions.

SCREW CAPS FOR CATSUP BOTTLES

We can supply your requirements in this line with a double seamed, two-piece screw cap lacquered inside and out, and suitable either for Cork or Combination Crown finished bottles.

Give us quantities and styles and we will be glad to quote you prices and delivery.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 DAVENPORT ROAD
TORONTO, ONTARIO

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D., or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST,

and had absorbed many facts about Canada. He surprised his American travelling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of \$3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

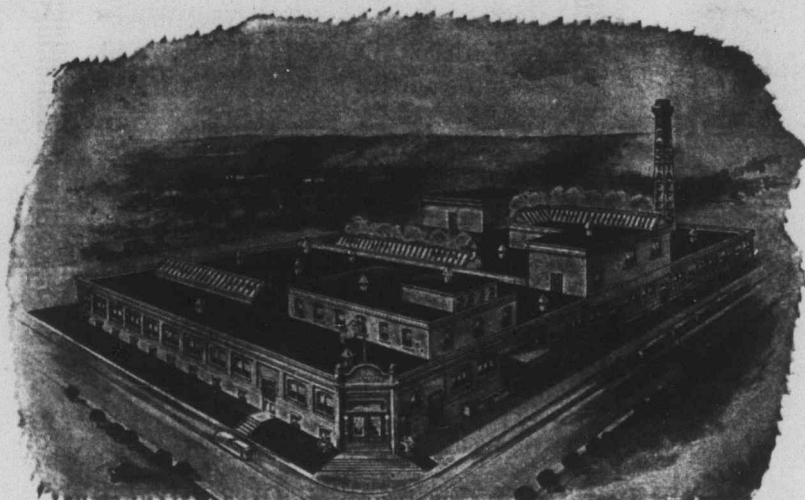
The MacLean Publishing Company, Limited,
Dept. C.G., 143-153 University Ave., Toronto.

Send me THE FINANCIAL POST for four months for One Dollar. Money enclosed to be remitted

(Signed)

C.G.

WAGSTAFFE'S 1918 PACK JAM



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



Strawberry
Raspberry
Black Currant
Plum
Peach
Apricot

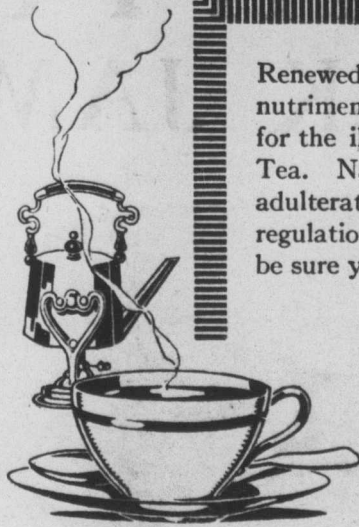


All Ready for Delivery.

WAGSTAFFE, Limited
Hamilton, Canada

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

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

*"Tea tempers the spirit,
awakens thought and
refreshes the body."*

14

A big consumer demand is sure evidence of sterling quality—no amount of advertising, no matter how aggressive, can retain that demand if the quality is not dependable.

When superior quality and aggressive advertising are combined as in the case of JAPAN TEA it creates a demand that keeps the Grocer's cash register ringing.

New customers are attracted, first customers come back and old customers are retained when you sell them Japan Tea—the delightfully satisfying product of old Japan.

Keep a display where the housewife will see it.

EVERY GROCER

should buy

COPELAND'S

Diamond C Brand



Corn Flour

Manufactured by

G. COPELAND & SONS

MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND
CANADA FOOD BOARD
Licenses 123,9-382,3-874



**A Milk Business Acquired
With Little Effort**

Once a woman has become acquainted with the convenience and economy of Klim she will buy it as regularly as she now buys fresh liquid milk. She soon realizes that Klim is not merely a form of milk to be used only when liquid milk is unavailable, but that it is for day-in-and-day-out use in baking and cooking where milk is required.

Establishment of a trade in Klim means to the grocer the acquisition of a new profit-producing business that with little effort will keep growing steadily.

CANADIAN MILK PRODUCTS LTD.

Toronto Montreal

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

Kirkland & Rose
Vancouver

Canada Food Board License No. 14-242

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



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



**Get your share of the
demand for Mathieu's**

Mathieu's Nervine Powders are a simple but efficacious remedy for Headache, Neuralgia, La Grippe, Sleeplessness, etc.

A little showing of Mathieu's on your sales counter will prove to you what an excellent seller it is.

J. L. Mathieu Co.

PROPRIETORS
SHERBROOKE, QUEBEC

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

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

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

F. D. COCKBURN CO.
WINNIPEG

The Canada Nut Co., Limited

"Specializing in Shelled Peanuts"
Large stock always on hand.

VANCOUVER, B.C.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Let us connect you with the Western Markets

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

May we send you full particulars?

SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WHOLESALE GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

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

Est. 1907. Write us.

Correspondence Solicited.

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

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

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

Winnipeg Warehousing Co., Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

WAREHOUSING
DISTRIBUTING
STORAGE

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manu-
facturers first-class service.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

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

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

Are all at your disposal if WE represent you.

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

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

DRIED AND EVAPORATED APPLES

Apple Waste and Chops, Specialties

H. W. Ackerman

BELLEVILLE

ONTARIO

Maclure & Langley, Limited

Manufacturers' Agents

Grocers, Confectioners
and Drug Specialists

13 FRONT STREET EAST TORONTO

On Spot

Tapioca and Sago

Both Singapore and Pen-
ang. Lowest price.

W. H. MILLMAN & SONS

Wholesale Grocery Importers
TORONTO

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent

(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.



IT'S THE REAL MACKAY

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.

Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

John MacKay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

MacKay's Pearl Barley Flour

Made - in - Can-
ada. A "Barley
Food" without a
peer. A seller
and a "re-
peater."

Just the thing
for infants, in-
valids and old
people. Gives a
delightful flavor
to soups and
gravies.

OCEAN BLUE

stands for all that is implied in the word "QUALITY." And quality too at a popular price. No Grocer has regretted stocking OCEAN BLUE since his customers came to know the 5c. "OCEAN" quality.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W., Toronto.



EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

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

KINDLY MENTION THIS
PAPER WHEN WRITING
ADVERTISERS

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

When answering
Advertisements please mention
Canadian Grocer

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

MARITIME PROVINCES

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

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

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

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



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

MARSH'S GRAPE JUICE

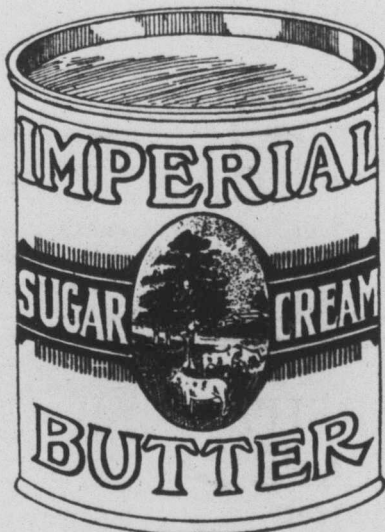
satisfies the taste of critical people.
Wherever a quality, wholesome non-intoxicant is appreciated, you will find a big demand for Marsh's.
Are you supplied?

The Marsh Grape Juice Company
Niagara Falls, Ontario
Agents:
MacLaren Imperial Cheese Co., Ltd., Ontario.
Rose & Laflamme, Ltd., Montreal, Que.





Here
You Are!



Charbonneau's
Imperial
Sugar Cream Butter

A customer-pleaser, the unstinted goodness of which has made it a reliable repeater wherever shown.

Coupled with this quality is a price graded just right to keep a stock moving briskly.

Prompt shipments from

Charbonneau, Limited

Manufacturers of Biscuits,
Confectionery, Syrup Refiners

330 Nicolet Street

Montreal

For Your Critical Customer



When a woman uses first-class materials in baking it is easy to sell her first-class flavoring extract. By the undisputed authority of thirty years' success with the most critical women of Canada, you are safe in recommending

Shirriff's

True Vanilla

It is made with the most expert skill, aged for a whole year, and thus gets from the bean its last vestige of flavor.

Shirriff's is
50%
Stronger than
Government
Requirements

Less of it is sufficient for delicious flavoring than other makes. Your most critical customers can be changed into constant users by introducing to them Shirriff's True Vanilla. Write us.

Imperial Extract Co.
Toronto

Don't Lose Tea Sales Because Women May Think That Tea is Dear

You can easily convince them that Red Rose Tea is not dear—even with the war duty added.

To-day Red Rose Tea costs only about 1-3 of a cent a cup—a teapotful holding five cups of rich, strong tea for about 1 2-3 cents.

If other things were anywhere nearly as cheap as Red Rose Tea there would be no "high cost of living problems" for anyone to worry about.

T. H. ESTABROOKS CO., LIMITED

ST. JOHN TORONTO WINNIPEG

WETHEY'S

Orange Marmalade

excels
all others



Jars like this

are ideal for preserving
and pickling

Prudent Mrs. Housewife will now be planning on beating next winter's high prices by putting away ample stocks of fruits and vegetables.

Show her how easily she can do this by using our Sanitary Stoneware Pottery—the best and most sanitary containers for this purpose.

Would you like to see our folder listing the complete line of crocks with prices? Send for it anyway. No obligation.

The Toronto Pottery Co., Ltd.

617-618 Dominion Bank Bldg.
King & Yonge Sts. TORONTO

THE NEW APPETISER

Delicious Flavour

SAVORA



Delicate Aroma

SAVORA

J. & J. Colman, Ltd., of London, Eng., make Savora

This fact alone is a guarantee to you that when you recommend Savora you are recommending an Appetizer of tip-top quality. Savora is packed in glass jars to retail (large size) at 35c and (small size) at 25c.

How about a case of each to try it out? Savora—the best Mixed Mustard to recommend.

MAGOR, SON and COMPANY, LIMITED

191 ST. PAUL ST. W., MONTREAL

Canadian Agents

30 CHURCH ST., TORONTO

It's a favorite everywhere

and no wonder, when you consider the peerless quality that has ever distinguished this delicious sweetener.

Royal Acadia Sugar is uniformly good—always.

In 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half barrels and barrels.



**"EVERY GRAIN
PURE CANE"**

**The
Acadia Sugar Refining Co., Limited**
HALIFAX, CANADA

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, AUGUST 9, 1918

No. 32

Food Board Suggests Sugar Ration

One and a Half Pounds Per Person Per Month the Standard—As Yet a Request, it May Become an Order—Serious Situation That Makes Such Action Necessary

THE United States some months ago set a standard of consumption for sugar at three pounds per person per month. This seemed very drastic regulation, till recently it was superseded by another regulation diminishing the apportionment to two pounds per person per month.

A request by the Canada Food Board now puts Canada one step ahead of the United States in this matter by suggesting a standard of one and one-half pounds of sugar per month.

Of course there is this distinction that the United States standard is a regulation that must be obeyed, while the Canadian standard is a request, as yet.

Need of Conservation

CANADIAN GROCER has for some time past been urging the seriousness of the sugar situation and has been emphasizing the fact that only by an immediate curtailment of consumption could the future be viewed with any degree of confidence. Canada has done something in this regard. While her imports for the year ending March 31 were 342,799 tons as compared with 327,797 tons for the same period in 1917 there was an increase in her exports from 25,833 to 61,164 which with the decline in beet sugar production from 12,500 to 11,250 tons totalled a decreased consumption of 21,579 tons or 7 per cent.

New Ration Less Than One-Quarter of Average Consumption

That is certainly an encouraging thought, but despite this saving the situation continues to grow more serious. The very suggestion of the Food Board is significant. That standard represents less than one-quarter of the Canadian consumption of last year even with its small margin of saving. The Canada Food Board would not have suggested these figures were they not firmly convinced that it was essential that very unusual methods of saving should be resorted to if the sugar supply were to be made to suffice. The Board urges upon manufacturers a conservation of sugar supplies that shall exceed even

the present regulations. It urges upon the housekeeper the need of using yellow sugar wherever possible, pointing out that to manufacture sugar economically it is necessary to produce 30 per cent. of this grade.

Request May Become an Order

These suggestions are couched as an appeal, but the situation is urgent enough to warrant the assumption, that if this appeal falls on deaf ears, something more definite than an appeal may be forthcoming.

The request is based on the results of an enquiry by the International Sugar Commission into the raw sugar situation, and a study of the world requirements prior to the new crop. This review of the situation was far from satisfactory, and while Canada is under the allocation system it is hardly likely that this share will remain unchanged in view of present conditions. In the Island of Cuba already considerably more than two-thirds of the present estimated production has been cut and marketed.

The crop in Trinidad shows a serious deficit, a serious enough factor when it is remembered that Trinidad is the largest producer of the British West Indies group.

In Java there is a superabundance of sugar, in addition to the present crop of roughly 1,790,000 tons, the bulk of the former year's production is still unmarketed. Unfortunately the situation of Java makes it next to impossible for the countries that are in the greatest need of supplies to secure them from this source. Almost half the world away, it is impossible to release shipping for the carrying of this crop, when ships are so urgently needed for more definite war purposes.

Since the system of allocation was decided upon, conditions have arisen that have changed the whole face of the matter. According to Willett and Grey reports, the news from France is to the effect that the dry weather has caused a marked decrease in the acreage of sugar beets, which had already been depleted by the German advance

of some time ago, and it is now doubted if 175,000 tons of sugar can be produced, certainly it cannot be unless unusually favorable weather sets in, and also unless France is able to release a large number of men for work in the fields. This fact means that France will require more sugar than was at first expected. Italy will have to obtain sugar to make up for the sugar beet fields overrun in the recent Austrian invasion, and the largely increased force of Americans in France will mean an apportionment that was not originally contemplated. Moreover the forwarding of supplies to these troops of necessity curtails the number of ships engaged in transporting sugar. Another item still is some 50 million pounds recently lost through submarine sinkings off the Atlantic coast. The present indications of the Louisiana crop which will be harvested early in October is satisfactory, but on the other hand the sugar beet crop is disappointing.

As one result of these conditions San Domingo sugars which had recently been allocated to Canada have been transferred to American Atlantic coast refineries. This will probably result in the cutting down of Canadian supplies until the British West Indian crop is available late in the Fall. This leaves the Canadian situation as regards sugar anything but rosy.

Sugar Shortage Real Fact

The meaning of these facts are not far to seek. They point to the possibility of a shortage of sugar, far more serious than any that we have yet seen. Despite this fact there are people who are still wasting this product, without any apparent understanding of the seriousness of what they do. In this regard the merchant may very well be of assistance to the Canada Food Board. The grocer is the man who is in the best position to know whether or no his customers are living up to the spirit of these regulations. He can draw their attention to the shortage of supplies, and thus make them gradually aware of the conditions that exist, and he may assist

in the matter of seeing that a fair percentage of yellow sugars is used. This is an important factor and one where the merchant can probably be of more assistance than any other force.

Refiners and wholesalers have at present heavier supplies of yellow sugar than they should have and the consumption of these stocks at a saving of white sugar would be of no small assistance.

able to interpret this limit number as equally applying to them.

In my last report upon baking powders (see Bulletin No. 360 of January, 1917) the arsenic content was not given, and the present report may be regarded as complementary to Bulletin No. 360.

It is satisfactory to know, as the result of the work now reported, that very few samples of the classes of food materials which are usually made with acid phosphate of lime, have been found to contain more than traces of arsenic. Only six samples are reported as yielding more than 1 part per million, and only one (1) sample is found to contain above five parts per million. This particular sample is found to yield 25 parts per million and must be regarded as adulterated. Its occurrence suffices to show the necessity for occasional inspection of phosphate containing materials; and it is particularly at a time like the present, when chemical manufacturers are being pushed to the limit, that the use of raw material not properly purified, may be expected.

I beg to recommend publication of this report as Bulletin No. 411.

A. MCGILL, Chief Analyst.

Canadian Baking Products Free From Arsenic

A Report, Published for the First Time, Shows a Very Satisfactory State of Affairs Among Manufacturers of Baking Products

In last week's issue of CANADIAN GROCER there was published some hitherto unpublished regulations dealing with the standards and grading of baking powder. The following report on various baking materials is also matter that has not yet been published. This matter will appear in connection with one of the Inland Revenue Department's bulletins at an early date.

It is gratifying to note that this investigation gives an almost clean bill of health to manufacturers of baking powders, egg powders, self-raising flour and cream of tartar. These products may contain arsenic in quantities that make them injurious to health. In this investigation, out of 150 samples examined only one was found to be adulterated.

The report is as follows:

Arsenic in Baking Materials

I beg to hand you a report upon the following classes of food materials, likely to contain phosphate of lime in their composition:

Baking powders 71 samples.
Self-raising flour 30 samples.
Cream of tartar substitutes. 12 samples.
So-called egg powders, etc.. 39 samples.

Total 152 samples.

In a recent report (1916-17) of the Medical Officer of the Local Government Board, London, England, Dr. A. W. J. MacFadden draws attention to the fact that in some 50 cases, acid calcium phosphate, as used in cream of tartar substitutes, was found to contain excessive amounts of arsenic, reaching 400 parts per million, and in one instance, 643 parts. On investigation it was found that all the firms producing the contaminated article were already aware of its character, and many of them had in their possession stocks of contaminated acid phosphate which had been returned to them, in consequence of the activities of the food inspectors. Instead of destroying this material, or employing it in uses where it could do no harm, "it was found to be a common practice of manufacturers to dispose of acid phosphate which had turned out on their own analysis to be considerably contaminated by mixing it with another lot of the product which was free from, or only slightly contaminated with arsenic."

Acid calcium phosphate enters into the composition of most baking pow-

ders, and is largely employed in self-raising flours, pancake flours, cream of tartar substitutes, and other articles which are used as foods. Since sulphuric acid, which always contains arsenic, is employed in its manufacture, it is to be expected that traces of arsenic will be found in acid calcium phosphate; and a tolerance of five parts per million is allowed by order-in-Council of October, 1912 (G. 1048). The limit for baking powders is fixed at two parts per million, and although self-raising flours and egg powders are not specifically mentioned, it is reason-

Canned Peas Lower, Fruits Up

Lower Levels Reached in Prices on 1918 Pack Peas—One Hundred Per Cent. Delivery Expected—Cherries and Gooseberries Higher

QUOTATIONS are now available on 1918 pack of peas and the trade generally will welcome a lower scale of prices on this line, along with the news that the pack has been very heavy and 100 per cent. delivery may be expected. Very fine weather prevailed as a whole during the entire season for peas with the result that the pack is said to be of an unusually high grade.

Canned fruit prices, as issued, continue to reveal a very high scale of figures and cherries, on which figures are now available, along with gooseberries, have followed the upward trend. Canning factories are packing every possible pound of fruit and this in a measure accounts for the continued high prices of fresh fruits with no more than a comparatively small percentage of production reaching the market at all.

The range of prices which are given herewith are strictly net f.o.b. canneries. Wholesalers prices will be higher to cover freight to f.o.b. points and any change of terms:

Cherries, black, not pitted, heavy syrup, 2s	2 70	2 72½
Cherries, red, pitted, heavy syrup, 2s	3 00	3 02½
Cherries, red, not pitted, heavy syrup, 2s	2 70	2 72½
Cherries, white, pitted, heavy syrup, 2s	3 00	3 02½
Cherries, white, not pitted, heavy syrup, 2s	2 70	2 72½
Cherries, standard, 10s	10 37½	10 40
Cherries, solid pack, 10s	14 37½	14 40
Gooseberries, heavy syrup, 2s	3 00	3 02½
Gooseberries, standard, 10s	10 37½	10 40
Gooseberries, solid pack, heavy syrup, 10s	14 37½	14 40

1918 SALMON DELIVERIES

The B. C. packers, CANADIAN GROCER is informed, will deliver but 25 per cent. of booked salmon orders for Clover Leaf brand "talls." Of flats the delivery will be very small, practically none it is stated, and of half flats the delivery will perhaps be as much as 50 per cent. of bookings. New prices will soon be fixed for 1918, and these will, of course, be higher.

GRIST MILL DESTROYED

Fire recently destroyed the Fenelon Falls, Ont., grist mill that for some number of years past has been operated by J. H. Brandon. The mill with its contents was an almost total loss though a good supply of flour stored in an adjoining building was saved. The mill was the property of the town of Fenelon Falls. Some insurance was carried.

VEGETABLES

	Per doz.	
Petit Pois Tres Fins, Sieve 1, 20 oz.	2 22½	2 25
Pois Moyens, Sieve 3, 20 oz.	1 57½	1 60
Peas, Extra Fine Sifted, Sieve 1 2s	2 32½	2 35
Peas, Sweet Wrinkle, Sieve 2, 2s	1 95	1 97½
Peas, Sweet Wrinkle, Sieve 2, 10s	9 30	9 32½
Peas, Early June, Sieve 3, 2s	1 65	1 67½
Peas, Early June, Sieve 3, 10s	7 90	7 92½
Peas, Standard, Sieve 4, 2s	1 52½	1 55
Peas, Standard, Sieve 4, 10s	7 60	7 62½

FRUITS

Cherries, black, pitted, heavy syrup, 2s	3 00	3 02½
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Canadian Fisheries Association Convention Promises Great Success

Prominent Speakers From All Over the Continent Will Discuss Questions of Vital Moment to the Trade

THE convention of the Canadian Fisheries Association, which opened in Halifax on Tuesday of this week, promises to be a great success. It is confidently expected that when all the delegates from outside points have arrived there will be upwards of 150 delegates representing the Quebec, Ontario and Western fishing interests.

Among those who have signified their intention of being present at the gathering are: H. B. Thomson, chairman Canada Food Board; Kenneth Fowler, Fish Division U. S. Food Administration; Hon. W. S. Fielding, M.P., chairman Standing Committee on Fisheries; J. G. Desbarats, Deputy Minister of Fisheries; W. A. Found, Superintendent of Fisheries; C. A. Hayes, general manager, Canadian Government Railways; Dr. A. B. McCallum, chairman Advisory Council Scientific Research; Dr. E. E. Prince, Dominion Commissioner of Fisheries; Allan Donnel, Commission of Conservation; Capt. F. W. Wallace and E. O. Sawyer, Fish Section, Canada Food Board; Professor R. F. Ruttan, member Advisory Board, Council Scientific Research.

Dr. A. P. Knight, professor of biology Kingston University; H. H. Melanson, general passenger agent, Canadian Government Railways; S. L. Squires, Ontario Government Fisheries, and a representative of the Newfoundland government will be present.

The Fisheries Committee of the Halifax Board of Trade have arranged a splendid programme of entertainment for the visitors and their ladies, and the convention promises to be instructive and enjoyable.

Owing to the fact that CANADIAN GROCER goes to press early in the week it is impossible to give any details of the convention in this week's issue. A representative of the paper is, however, in attendance at the convention, and a complete report will appear in next week's issue.

Among the important matters to be brought up are the following:

Tuesday.—Reports of treasurer and committees. The president's address. H. B. Thomson, chairman Canada Food Board, will speak on "Canadian Fish and the War." The main subject for discussion at this session will be "Canadian Fish Resources." Dr. A. G. Huntsman, Toronto University, will deal with the resources of the Atlantic; Dr. C. H. Gilbert, of Leland-Stanford University, San Francisco, California, will deal mainly with the resources of the Pacific; Dr. E. E. Prince, Dominion Commissioner of Fisheries, dealing with the fisheries of the inland waters; W. A. Found, Dominion Superintendent of Fisheries, dealing with "The International Aspect of the Fisheries and the

Problems before the International Fisheries Commission."

Wednesday.—Reports of committees. At the second general session the subject to be discussed will be the "Production and Preparation of Fish." Papers will be presented as follows: "Steam Trawling," by H. F. Robinson, Canso, N.S.; "Refrigeration," by Gardner Poole, Boston, Mass.; "Preparation of Fish," by J. J. Cowie, Ottawa; "Lobster Propagation," by Dr. A. P. Knight, Queen's University, Kingston.

Thursday.—Election of officers, followed by a discussion on "Transportation and Marketing of Fish." Papers will be presented as follows: "Transportation," by A. H. Brittain, Maritime Fish Corporation, Ltd., Montreal; "Marketing," by D. J. Byrne, Leonard Fisheries, Ltd., Montreal; "Standards in Marketing," by T. W. C. Binns.

ERROR IN REPORTED BAKING POWDER STANDARDS

The Inland Revenue Department information used in last week's issue, issued by them in error, are taking steps to remedy the mistake.

As CANADIAN GROCER goes to press a wire has been received from the

Inland Revenue Department, Ottawa, stating that the regulations supplied by them and published for the first time in last week's issue contained an error in statement. The regulations of March 8 contained five clauses, one of which dealt with the necessity of declaring the contents on the label. Further investigation convinced the Department that they had not the authority to impose such regulations. In the new regulation regarding standards, two clauses were therefore dropped. A mistake was made in omitting the second and third paragraph instead of the third and fourth. The correction received by wire makes the regulations read as follows:

BAKING POWDERS

1. BAKING POWDER is essentially a mixture of bicarbonate of soda with an acid, either free, or in combination with an acid salt, together with starch or other neutral material; and is intended to be used as a leavener in baking; the leavening agent being the carbonic acid gas liberated by interaction of the acid component with bi-carbonate of soda under the conditions of baking.

2. The acid materials employed in the manufacture of baking powder shall be in themselves harmless to health, and the compounds resultant from their interaction with bicarbonate of soda shall also be harmless to health.

3. BAKING POWDER must be capable of yielding ten (10) per cent. of its weight of carbon dioxide, on treatment, as rescribed and recommended in Bulletin 360 of the Department of Inland Revenue.

Prices Named on New Pink Salmon Substantial Gains Recorded in All Lines—Interesting Comparisons Past Two Years—Small Pack Best Grades

NEW prices have been named by the canners on the various grades of salmon and a fairly substantial increase is provided for in quotations on the new pack to the trade. The scale of prices which is likely to rule is given out as follows, prices being per dozen:

Sockeye, 1/2s	2 45
Do., 1s, talls	4 50
Red Spring, 1/2s	2 15
Do., 1 lb., talls	3 95
Cohoe, 1/2s	2 00
Do., 1 lb., talls	3 55
Pinks, 1/2s	1 60
Do., 1 lb., talls	2 75
White Spring, 1/2s	1 50
Do., 1 lb., talls	2 75
Chums, 1/2s	1 25
Do., 1 lb., talls	2 25

Indications are that in the better grades, deliveries will be considerably less than had been hoped for, though right in line with predictions made in CANADIAN GROCER some time ago. The delivery of sockeyes, talls, will only run about 25 per cent., while 1/2s will show nearly a full outturn. Indications

are that pinks and chums will show nearly a 100 per cent. delivery.

A comparison of opening prices during the past couple of years is interesting in showing how these have soared in such a short space of time. Last year sockeye, 1 lb. talls, advanced \$3.00 per case over 1916 prices, and the prices named above are based on a jump of \$2.50 per case. This year's opening on Red Spring, 1 lb. talls, is up \$2.50 case over last year, while Cohoes in an increase of \$2.00 last year and \$3.00 this year, show a big percentage climb. The biggest percentage increases, however, are found in pinks and chums, the former advancing \$3.10 last year and another \$1.50 this year to reveal a 117 per cent. advance, while the latter in an advance of \$3.00 last year and 50c this year runs slightly over 100 per cent. up in the two years.

Another item entering into the laid-down cost this year is the increase in freight rates, which figures out at an advance of about one-third and adds a certain quota to the already high prices.

London Grocers' Picnic a Great Success

Large Crowd Gather at Port Stanley and Enjoy a Day of Sports
—Nothing to Mar the Pleasure of the Day—Representatives of Other Cities Present

THE thirteenth annual picnic of the London, Ont., retail grocers, was one that will stand out among the list of these picnics as a record event. To begin with the day was ideal, and the crowds that gathered at Port Stanley were able to enjoy themselves to the full.

The first picnickers left the city early in the morning, and from then on till late in the afternoon there was a constant stream of picnickers on their way to the lake shore. It was estimated that there were upwards of 5,000 picnickers from London alone, while St. Thomas sent a deputation of several hundred, and even from as far away as Windsor a deputation of about seventeen members of the Border Cities Retail Merchants Association, headed by Mayor Tuson journeyed to Port Stanley to be the guests of the London merchants on their holiday.

Visitors From Windsor

The visiting merchants from Windsor were royally treated. They were first shown the beauties of the Forest City and after being guests at a lunch tendered by their brother merchants, they went to Port Stanley by special car.

The deputation which represented business men from Windsor, Walkerville, Sandwich, Ford and Ojibway included Mayor Tuson, Messrs. Clarence H. Smith and T. C. Ray, president and secretary, respectively, of the Border Cities' Retail Merchants' Association, Harry Pratt, Harry J. Neal, O. R. Bensette, T. J. McConnell, Thomas W. Nairn, W. J. Jordan, B. A. Rose, Harry Crouchman, J. C. Scofield, W. J. Clark, J. L'Heureux, R. H. Marentette and two pipers from Detroit, Messrs. Ross and Campbell.

Under the direction of a capable committee the arrangements were carefully

managed and no factor that would contribute to the pleasure of the day or heighten the fun was overlooked. The program of sports, dancing and novelty contests, together with music provided by the Hussars' Band, and an exciting and lively baseball game between representative grocers from the north and south sections of the city was unanimously acclaimed as unsurpassed in the annals of the regular annual outings held in the previous 12 years by the grocers of London.

The teams lined up as follows:

North End—Farr, 2b.; Grier, c.; Young, 3b.; Shaw, 1b.; Williamson, r.f.; Manning, c.f.; Rheaburg, i.f.; Boug, p.; Pierce, s.s.

South Side—Farr, c.; Ross, p.; Tupholme, 1b.; Hoffman, s.s.; Craig, c.f.; May, 3b.; Walters, 1.f.; Jolliffe, 2b.; Willis, r.f.

Umpire—Morley Adams.

Sport Events of Unusual Interest

Among the other events of peculiar interest were:—

Grocers' drivers' race, 100 yards—A. Hoffman, A. Neilson, G. Lewis.

Grocers' sons, 100 yards—Carl Hunter, Fred Young, Norman Carrothers.

Grocers' clerks, men, 100 yards — A. Hoffman, Jack Slater, Earl Hunter.

Grocers' clerks, ladies, 50 yards — O. Curnoe, Doris Rowntree, Ella Clarke.

Grocers' daughters, 50 yards — Rosie Depper, M. Blakley, Miss Rowntree.

Grocers' race, under 40 years—Harold Rowntree, Frank Pierce, C. A. Ross.

Grocers' race, over 40 years — Jack May, C. O'Brien, Tom Ranahan.

Grocers' wives, 50 yards— Mrs. Rowntree, Mrs. Jones, Mrs. Pierce.

Travelers' race—Mr. Park, J. Stevenson, Mr. Phelps.

Obstacle race—Gordon Dalgiesh, Ernest Plasteau, Veran Donahue.

Human wheelbarrow race, lady and gentleman — Mr. Hoffman and Miss Rowntree, Mr. Rowntree and Miss Langley, Mr. Thomas and Miss Pierce.

Sack race—Jack Slater, Charlie Stevens, Stanley Baldwin.

Boxing in barrels, boys under 16 years—Ernest Plastau, Lee Taylor.

Boxing in barrels, open—Lawrence Dunn, C. E. Walters, Roy Clinger.

Tilting the bucket—Roy Clinger and Lawrence Dunn, Harold Rowntree and Wm. Harding, Mr. Hoffman and E. Farr.

Barder city races, Windsor visitors—H. J. Neal, C. H. Smith, T. J. Connell.

The baby show, and dancing contest were, as usual, events of great interest.

The Committee in Charge

Much of the success of the day's outing was due to the energetic work of the officers of the association and the committees.

These officers and committees were as follows:

President—Jas. McLeod.

First vice-president — John Thomas May.

Second vice-president—P. H. Ranahan.

Secretary—Frank C. Pierce.

Treasurer—Adam Palmer.

Executive committee — Thos. Shaw, Harry Harley, Ed. Noel, Chas. Farr, Ald. Drake, J. W. Eedy, J. A. McFarlane.

Transportation committee—P. H. Ranahan, chairman.

Advertising committee—A. W. Palmer, chairman.

Reception committee — Thos. Shaw, chairman.

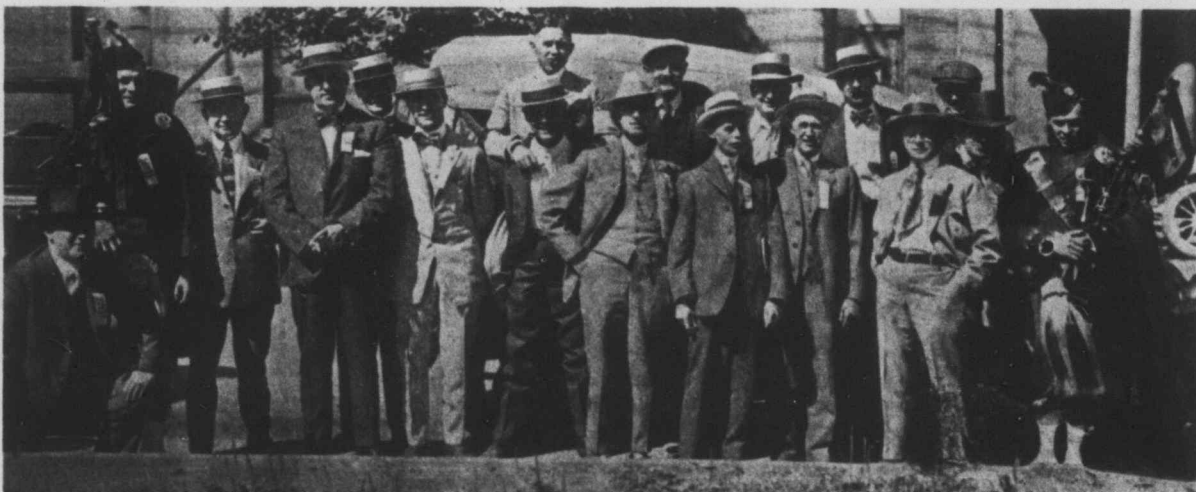
Sports committee—P. H. Ranahan, chairman.

Dancing committee—Kenzie McCormick, chairman.

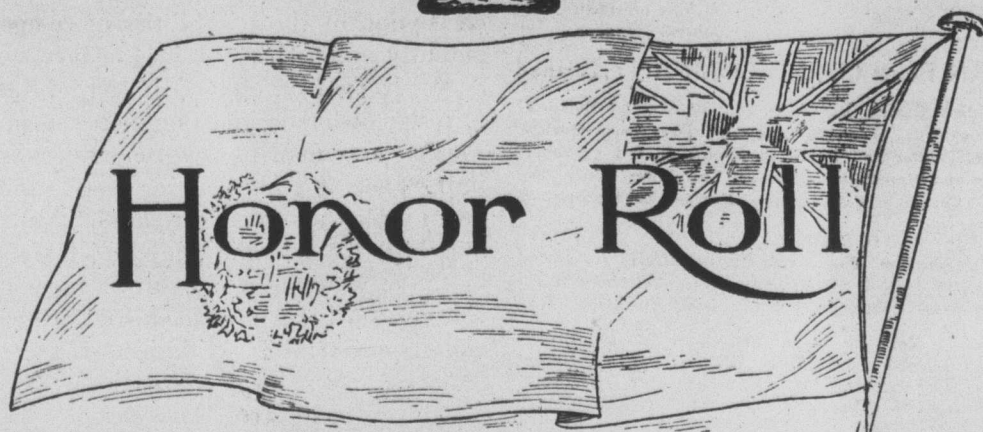
Baby show committee — Ed. Noel, chairman.

Judges—Baby Show — Mrs. Charles White, Mrs. (Major) Bradley, Mrs. Geo. Clark.

Judges of dancing—Dr. Rutledge, of Lambeth, and Mr. Fred Brown, of London.



A large deputation of Windsor merchants came down to Port Stanley to join with the London merchants in enjoying the picnic. The photo shows a group of the Windsor contingent.



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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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

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

PUBLISHED EVERY FRIDAY

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

Vol. XXXII. TORONTO, AUGUST 9, 1918 No. 32

EDITORIAL BRIEFS

ONE of the most popular brands of pincers invented in some time is the Foch variety which is forcing the Hun armies to steadily withdraw all along the battle line on the Western front.

ONE WAY TO LOSE

TO ignore everything but the war will be one way to lose the war. Many who should know better, even high officials, suggest that the war is everything and trade unimportant in comparison. Not a few public men seem obsessed with this idea, failing to understand that the successful maintenance of trade is a most vital part of the war.

The necessity of earning wealth by which the war can be carried on does not appear to be so obvious to them as it is to the commercial community. Some of them have never had occasion to earn anything, or to add in any way to the resources of the country. Those who are acquainted with the commercial and industrial life of the country know that to ignore everything but the war is to take the surest way of losing the war. At the beginning of the struggle there was a great talk of "silver bullets;" but that was when Mr. Lloyd George was Chancellor of the Exchequer. "Silver bullets" are equally needed now, and any war measures which hinder the nation from producing them should be very carefully examined before they are adopted.

OTTAWA NEGLECTING OPPORTUNITIES

TO the wide awake business man, who is brought closely in touch with the opportunities that exist for trade development, the inaction at Ottawa is aggravating in the extreme. There appears to be no conception of the possibilities of co-operation. Apparently no one has any idea of how to work out an aggressive policy. The Minister of Labor and the Minister of Trade and Commerce seem to the average business man to have no understanding of the importance and far-reaching results that might follow a united effort. There are endless opportunities by which the splendid place which Canada has won in the eyes of the world can be turned to trade advantage. All that is needed is a "live wire" to direct matters and take the initiative. If the neglect at Ottawa were not so serious it would be amusing. While the Government officials are sleeping, the representatives of other countries are busy completing arrangements for securing their share of the business. In all justice to the Canadian business man it must be admitted that he is not waiting for the Government departments in many cases to keep him informed regarding trade opportunities. He has discovered that if he depended on this source for advance information that might be productive of big business he would get left. Many big firms, however, deplore the lack of "pep" at Ottawa and feel that they could be helped immensely if the departments realized their responsibilities.

THE RETURNED SOLDIER

ONE of the big problems that confronts the industrial and business community is the assimilation of the returned soldier. Already thousands of these men have been returned from the shell-pocked fields of Europe as unfit for further military service. There are between 20,000 and 25,000 Canadians still in English hospitals.

To train these men in schools in such a way as to fit them to take up some sort of vocation would necessitate large training centres. At most it is estimated not more than twenty or twenty-five courses could be provided for them. If these men were to get their training with employers some 175 occupations would be open to them.

It has been deemed advisable by the Government that these men should receive their training under the conditions they will earn their livelihood in. To this end the Government has taken steps to get the co-operation of employers in this matter.

Retail merchants, manufacturers and other employers of labor will not be tardy in accepting their fair responsibility in this matter. Kindness, consideration and tact, but not for charity, should be the impelling motive of all dealings with these worthy men.

Current Events in Photograph--31

Machine Gun Nests

Since the days of trench warfare have become more or less a thing of the past, we have been hearing more and more frequently of machine gun nests, one of the developments of the new form of fighting.

Our photo shows several of these machine gun nests somewhere in the Rheims-Soissons sector at the time of the late German advance. Note how lightly these defences are held, and how vastly different the surrounding country from the blackened horror of trench warfare days.



BREAD COMPANY ENLARGE PLANT

The Ideal Bread Company, Toronto, has been issued a permit for the erection of a factory at 183 Dovercourt road, at the north-east corner of Argyle street to cost \$75,000.

REGARDING THE STAMPING OF MATCHES

There has been so much uncertainty regarding the method of using the Excise stamps on matches that we publish definite instruction on the matter. This information is provided by the E. B. Eddy Company, Ottawa:

When the revenue officer calls on any retailer, wholesaler or other dealer who has a stock of matches and on which the war excise tax has been paid and it has been proven to the satisfaction of the revenue officer that the tax has been paid, either by producing the wholesaler's invoice or referring him to the "Excise Tax Paid Labels" on the outside of the case, with an affidavit from the vendor stating that he sold the matches described by the invoice to the claimant, that he charged the war excise tax indicated thereon and that he was likewise charged with the tax on said matches when purchasing same, the revenue officer will deliver, without charge, the number of stamps of the proper denomination equivalent to the value of the war tax on the matches represented thereby. On any other matches which they may have in stock and on which the war excise tax has not been paid, the dealer will have to purchase the necessary revenue stamps from the revenue officer and they will

have to be careful to see that all the individual boxes are stamped, for the Act distinctly states that all goods in stock of dealers must be stamped without regard to the date or time of sale."

WOODSTOCK, ONT., STORE FORCED BY THIEVES

For the third time in the last few weeks the general store of John Kelly, Woodstock, Ont., was entered by thieves some time after closing time Saturday night and a large quantity of goods stolen. No clue to the thieves was found.

LIMITED SUPPLIES OF PRUNES AND PEACHES FOR CANADA

Advice from Washington is to the effect that arrangements have been made to permit the export of prunes and peaches to Canada in limited quantities on allotment by the Canada Food Board. It is generally believed that all stocks now under contract will be allowed to come forward, and this, with the allotted amounts will assure Canada a fair stock of these commodities, though undoubtedly they will be much less plentiful than in former years.

Applications for export licenses from the United States must be accompanied by a Canadian license to import. This applies to all unshipped orders, whether from spot stocks or futures.

PEANUT BUTTER MAKERS

Would you please furnish us with list of peanut butter manufacturers in Canada?—O. L. K.

Answer.—W. Clark, Ltd., Montreal, Que.; Bowes Co., Front St. E., Toronto, Ont.; Heinz Co., Leamington, Ont.; MacLaren's Imperial Cheese Co., Front St. E., Toronto; C. & J. Jones, Cumberland Ave., Winnipeg, Man.; Ansley-Hallberg-Lewis Ltd., Winnipeg, Man.; Canada Nut Co., Vancouver, B.C. CANADIAN GROCER would be pleased to hear of any other firms manufacturing this line.

TRYING IT ON THE DOG

Mrs. Cox (handing her husband a saucerful of white powder): "John, taste that and tell me what you think it is."

Mr. Cox: "It tastes like soda."

Mrs. Cox: "That's what I told Bridget. She declares it is rat poison. Taste it again to make sure."

A LONG WALK

Professor Graves was a member of a college faculty who had the not uncommon scholastic failing of absent-mindedness. One day, it appears, his married sister favored him for a long time with loud praises of her first-born. When she paused for breath at the end of her recital the professor felt that it was incumbent upon him to say something.

"Can he walk?" he asked, with affected interest.

"Walk?" Why, he's been walking now for five months!"

"Is that so?" murmured the professor, lapsing into reflection. "What a long way he must have gone!"

Expense Details Carefully Kept

One Merchant Who Knows Where He Stands and Always Seeks to Know More
—A Helpful Discussion of the Problems of Expenses

By Henry Johnson, Jr.

HERE is a snappy letter and plain statement of expenses:
April 21, 1918.

Dear Mr. Johnson,—I am sending you on separate sheet a statement of my expenses for each month of this year, also the amount of business done. Will you diagnose my case and tell me what is wrong, point out the weak pieces and suggest any changes that ought to be made from a study of these figures.

Last week I purchased a new delivery truck, paying \$400. How should this be charged on the record of expenses? These things have troubled me and a satisfactory disposition will help me very much. Thanking you for any consideration you may show in this matter.

Statement			
Expenses	January	February	March
Advertising . . .	\$36.90	\$27.00	\$30.40
Heat, Light,			
Water	34.89	27.97	22.59
*Delivery	216.75	244.96	210.19
Freight, Drayage			
General Expense	81.71	102.63	143.26
Office	71.70	61.70	74.75
Rent	48.83	48.83	48.83
Salaries of Sales			
Force	356.38	284.25	411.00
Proprietor	150.00	150.00	150.00
Insurance	5.75	5.75	5.75
6 Per Cent. Interest on			
Capital	69.17	69.17	69.17
Depreciation on			
Equipment . . .	24.30	24.30	24.30
Total	\$1096.38	\$1046.56	\$1190.24
	14%	13%	14%
Business Done	\$7620.29	\$7840.13	\$8090.22

*This includes upkeep of two delivery trucks and salary of delivery boys.

Condition Seems Wholesome

Really, there seems to be nothing far wrong with that condition, though a few suggestions may be in order.

Undoubtedly Q.C.L. meant to give rough figures of percentages; but, without carrying the decimals very far, I find the expense percentages are 14.4 minus, 13.34 plus, and 14.7 plus. Even so, such expense ratio is very moderate as things are now, on the average. For New York reports 17 to 18 % to be right for grocers, while San Francisco gives 19 to 20, with occasional good conditions enabling some merchants to get it down to 18%. Of course, as I have stated before, each merchant must aim to get his expenses down as low as possible regardless of averages; but averages must serve as our guides, nevertheless. So it is up to my friend to study local conditions and make his business conform thereto. I can only say that any such moderate expense account in my own business would have made me pretty jubilant any time during the past ten or a dozen years.

That item of freight-drayage should not be included in any expense account. Freight, express, haulage from the station—all these items should be added to each invoice against which the charge lies and thus added directly into the cost of the merchandise. These are just as much a portion of direct cost as the prices paid jobber or manufacturer for the merchandise. So here is 1 per cent. to nearly 1½ per cent. which can

be lopped off the expense account.

The rest of it is fine—proprietor's salary, insurance and depreciation. I feel certain that depreciation is as carefully computed as the rest appears to be; that is, about 10 per cent. on inside equipment and 20 per cent. on outside fixings, like trucks, etc., per annum.

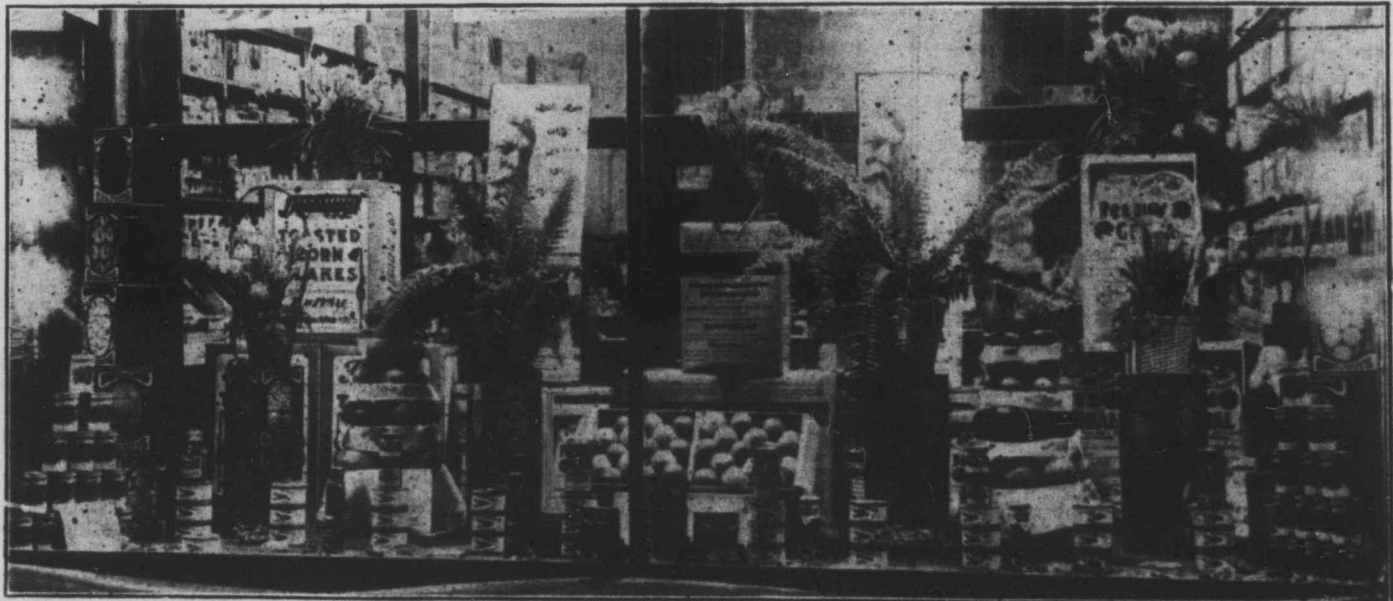
Absorbing the Truck Investment

There are various ways in which the truck can be absorbed, though in passing I should like to ask how my friend got a truck for \$400? Of course, if he traded back an old one, that would account for part of it.

Is there any advertising value in the new truck—that is, did you have such value as a feature in mind when you bought it? If so, then part of the investment should go into advertising. That can be handled by charging a certain amount into advertising every month for a certain number of months and crediting furniture and fixtures with that amount.

If there was no such factor in the deal, then the thing to do is to charge the investment all to furniture and fixtures. Then let it be worked out through the charge for depreciation. Thus it will get into the expense account in due course.

I might say that in any case the direct charge now should be made to furniture and fixtures, because that is the only place in which it can be put as a primary step. But if there is anything my friend had in mind which I have not grasped and therefore have not answered, I hope he will write and ask further.



Enquiry Department

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

QUESTIONS ON THE CONSUMERS' ASSOCIATION

Can you give us any information re "The Consumers' Association, Windsor?" They are trying to get an agent in our district.

W. GIEBIET,
Cambray, Ont.

I am sending you a copy of a circular of the Consumers' Association, Windsor, which is operating in Barrie through an agent. How can they offer goods at the prices quoted in this circular?

O. M. DOANE,
Dalston, Ont.

Enclosed find some papers from the Consumers' Association, Windsor. Are they still allowed to do business?

W. J. RICHARDS,
Middlemiss, Ont.

Ans.—The operations of this firm are within the law—but no more. They use leading lines to sell others of little value. They make a heavy cut on two or three lines, but make up the difference by selling inferior goods at high prices. You cannot buy the cheap goods without also buying the ones that show a profit to them. They also charge a membership fee that shows them a profit. That is how they make this offer. We would strongly advise every merchant to let his customers know the true inwardness of this Association. A complete discussion of the matter appeared in **CANADIAN GROCER** issue of Feb. 22 and further reference was made to it in the issue of March 26.

This company is still allowed to do business. They were refused the mails for some time recently, but mail privileges have been restored to them. The management is very careful to see that they do not overstep legal limits. They claim, as you may have noticed, "We are partners with the Canada Food Board." They are duly licensed.

STAMPS ON MATCHES

Will ordinary stamps do as tax on matches? If not, where should we apply for the regular revenue stamps?

GEO. TAYLOR,
Brancepeth, Sask.

Ans.—Stamps for use for revenue purposes may be obtained from any Inland Revenue office. Write Inland Revenue Dept., Regina, Sask. It is our understanding of the ruling that ordinary stamps would be considered legal in emergency cases. Regular revenue stamps should, however, be obtained. See article dealing with the matter.

WEEVILS IN MEAL

Could you give us some information on how to deal with moths and worms that get into bins used for holding grain meals in a grocery store?

J. M. WILSON,
Elora, Ont.

Ans.—When weevils get into your grain and meal bins there is not much hope for the contents. One authority states that the odor of ordinary floor oil will serve as a protection against these pests. The best way is to thoroughly clean out the bins, seeing that no trace of the old flour remains. This once done and the bins thoroughly aired there remains only protective measures that should provide against any repetition. First of all stock as lightly as possible and keep the stock moving, actually moving in the bins. The important point, however, is to keep in a cool, dry place. Without heat and moisture the weevil cannot be hatched. If it is impossible to meet these conditions it would be better to buy goods in packages from some reliable firm—and see that they are kept moving.

* * *

MANUFACTURERS OF PARIS GREEN

Will you kindly favor us with the addresses of manufacturers of Paris Green. Also with the manufacturers of Bug Death?

TOOMBS & SON,
Moncton, N.B.

Ans.—The Canada Paint Co., Montreal; Sherwin-Williams Paint Co., Montreal; McArthur-Irwin, Montreal, are manufacturers of Paris Green. The Alabastine Co., Paris, Ont., manufacture Bug Death.

* * *

STAMP TAX AGAIN

Can we affix one cent postage stamps to small boxes of matches and five cent postage stamps to the 500 box, and should they be cancelled when put on?

PHILIP A. BECK,
Cap d'Espoir, Que.

Ans.—Revenue stamps should be used for stamping matches. They may be obtained by writing any Inland Revenue Dept. office, at Quebec or Montreal, for instance, if there is not an office locally. Enclose payment for amount of stamps required. Inspectors are calling in many sections and selling stamps. A one cent stamp on small boxes and five cent stamps on the 500 boxes is correct. These stamps must be cancelled, a cross mark in ink will do. See item on match stamp tax elsewhere in this issue.

FLOUR SUBSTITUTE ORDER

Would it be legal for us to sell a customer one half barrel of flour if he had bought fifty pounds of rolled oats the week previous. Also, if we cannot obtain substitutes that the customer wants, can we send the flour until the arrival of the substitutes or do they have to take what we have in stock?

MURPHY & DeMONT,
Windsor, N.S.

Ans.—The flour substitute order provides that substitutes must be sold with every sale of flour. It is our opinion, however, that if the merchant is confident that the balance is maintained and that the substitutes have been purchased of recent date, in other words that there is no attempt to evade the order, we question the advisability of sending flour alone pending the arrival of other substitutes. It is not necessary for the merchant to stock every kind of substitute. Potatoes also are a substitute, four pounds equaling one pound of substitute. Under the amended regulation only one pound of substitute is required with every four pounds of flour.

* * *

LICENSE FOR BOARDING HOUSES

Please let me know if private boarding houses need a license under the Canada Food Board. If so, what does the license cost?

A. M. GRANDY,
Georgetown, Ont.

Ans.—Yes. Any place that regularly serves meals to others than members of the family must have a license. The license fee is \$2.00 for any such business that does not exceed \$25,000.

* * *

A MARKET FOR OLD IRON

Where can I find a market for old iron?
I. G. CUOLL,
New Carlisle West, Que.

Ans.—Frankel Bros., Eastern Avenue, Toronto.

* * *

BAKING POWDER

We have on hand a considerable quantity (65 cans) baking powder put up under our own label, but has not the formula on it. Is it legal to sell it or what steps should we take to make it legal?

B. A. BARKLEY,
Brinston, Ont.

Ans.—If the baking powder lives up to the Government standard it may be sold under the name Baking Powder. If it comes under the head of compound, it must carry the composition of the powder on the label. See article on the new baking powder standard in this issue.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:

.....

.....

Name

Address

CURRENT NEWS OF THE WEEK

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

Maritime

A company to be known as La Societe Industrielle Du Barachois Limitee has been incorporated in the Province of New Brunswick with a capitalization of \$25,000, with head offices at Barachois. The purposes of the company are:

To engage in and carry on business as general wholesale and retail merchants and dealers in groceries, provisions, hardware, clothing, dry goods, fishing outfits and supplies, fish, coal, hay grains, lumber, shooks, wood, fuel and other commodities and merchandise; to operate and carry the business of cold storage and warehousing in all their several branches and a general fish business for all the purposes of the company.

Quebec

P. M. Hasty, Kazabazua, has sold out.

E. W. Farrell, grocer, Montreal, is dead.

J. A. Vaillancourt, Scotstown, has sold to T. B. Howard.

E. J. Planche & Co., general store, Cookshire, are offering their business for sale.

Demers & Dubois, jobbers in biscuits and confectionery, Sherbrooke, have dissolved partnership.

Bibaud & Fils, general store, Phillipsburg, has registered under the names Oliver L. Bibaud & Charles A. Bibaud.

R. E. Boyd & Co., wholesale grocers, Montreal, have been registered under the name Robert E. Boyd, James Alexander Boyd, & William A. Boyd.

W. H. Halford, manager of Meiji Trading Co., has been confined to his home through the effects of a severe cold.

Fire did about \$1,000 damage to the premises of the Montreal Potato Exchange, St. James street on Saturday last.

C. Ritz, Eastern manager for Montreal office of Robin Hood Mills, is at present a visitor to the Western Canada mills of his company.

J. Rithschilds and Son have removed their liquor stock from 22 McGill College Ave. to 517 St. James street, but are selling groceries still at the former address.

The Canadian Fisheries' Association convention, which is being held this week in Halifax, has given promise of being a success. Among those in attendance from Montreal are the following: J. A. Paulhum of D. Hatton Co.; A. H. Brittain, Maritime Fish Corporation; W. R. Spooner, wholesale fish dealer; D. J. Byrne, Leonard Fisheries, and J. T. O'Connor.

Ontario

Florence J. Seeds, grocer, Toronto, has sold out.

Minnie Palmer, Ottawa, has been succeeded by C. N. Palmer.

N. Carmichael, Toronto, has been succeeded by A. J. Smith.

H. B. Clemes, Toronto, manager of the produce department of Gunns Limited, is at present in the West visiting the larger centres on business for the company.

A fire which resulted in \$40,000 damage occurred at Cobalt on Sunday. Before it was under control it had destroyed four stores, among them the general store of Abraham & Abound. The fire started in the upper story of one of the destroyed stores.

The employees of the Matthews-Blackwell Company plant, Peterborough, were recently tendered a picnic by the company. About 500 people representing employees and their families went by boat to Wallace Point, and a very pleasant day was spent in all manner of athletic and other contests.

Two Cornwall, Ontario, firms have been prohibited by the Canada Food Board from purchasing or selling flour for a period of fifteen days from August 1. This action was taken because the parties named were not conserving in the distribution of flour, and did not take sufficient precaution to prevent illegal export of flour from Canada.

Western

A. H. Cook, general store, Rossduff, Sask., has been succeeded by G. T. Ross.

John Kwosnica, general store, Rosstern, Sask., has been succeeded by M. Caninetaky.

C. Allison has recently opened a grocery and fruit store in the Ozark building, Melford, Sask.

R. W. Ewing, manager of the import department; E. L. Phelan, manager of the coffee department, and N. B. Stark, Canadian manager, all of W. R. Grace & Co., New York, called on their representative in Winnipeg, C. H. Grant & Co., this week.

The B. B. Rye Flour Mills Ltd., Winnipeg, have placed a contract for additional plant which will give them increased storage and warehouse space and also increase their present milling capacity. Work has already begun, the machinery ordered, and they expect to be delivering flour from this new addition by about September 1. This firm is now making barley flour as a substitute for wheat flour. When the new rye crop comes in, they will be manufacturing rye flour particularly.

PROMINENT TARA, ONT., OFFICIAL PASSES AWAY

Jasper D. Tobey, one of the pioneer residents of the Tara district, Ontario, passed away recently at that place in his 73rd year. In 1882 he founded the general store business now carried on by his sons, and was one of the foremost business men in this place for many years. As a public man he served this community well, having been clerk of this village since its incorporation in 1881 until the year 1908, and having been secretary of the School Board for twenty years. As deputy returning officer he held the Dominion and provincial elections during his entire term of office as clerk of the municipality. Besides his wife, he leaves three sons: William of Owen Sound, Charles and Victor of Tara, and one daughter, Mrs. George Neil, also of Tara.

WESTERN FIRM CHANGES NAME

WINNIPEG.—The A. Macdonald Company has changed its name to "Western Grocers, Limited," under which designation will come the three companies composing this firm. They are the A. Macdonald Company on the prairies, Leeson, Dickie, Gross & Co., in British Columbia, and Riley-Ramsey Co. in Ontario. The policies management, etc., of the company are unchanged. The head office is in Winnipeg.

MUST RETURN SUGAR

The Canada Food Board has ordered that the Mascot Confectionery Company, Bleury street, Montreal, is not entitled to an allotment of sugar for the manufacture of candy and must not manufacture candy or purchase sugar for that purpose. Any sugar on hand must be returned to the dealer from whom it was purchased and all orders for sugar must be cancelled as this company had not manufactured candy previous to May 1, 1918, and, therefore, was not under the sugar regulations entitled to sugar for this purpose.

LONDONER REPRESENTS FOOD BOARD IN WESTERN ONTARIO

John Bridge, manager of the Neal Baking Company, has been named special Western Ontario inspector of the Canada Food Board. Mr. Bridge, who will serve without pay, has been entrusted to supervise the proper enforcement of the Canada Food Board regulations as they apply to bakers, confectioners and to public eating places.

The territory to be covered by Mr. Bridge includes Brantford to Glencoe; Stratford to Wyoming; south to Aylmer and Tillsonburg.

TOBACCO EXCISE TAX AN IMPORTANT ITEM

Ottawa, July 29.—The growing importance, from a revenue standpoint, of the Inland Revenue stamp war tax collections is indicated in the revenue returns of the Inland Revenue Department for June. For that month the war taxes yielded \$664,436. The biggest source of revenue, with prohibition in force practically throughout the Dominion, is tobacco, on which the excise collections for the month totalled \$1,729,725. The total revenue of the department for the month was \$2,993,630, as compared with \$2,146,995 in June, 1917.

THIEF STEALS WAGON AND ALL

There has been a great deal of annoyance in Montreal of recent date over thefts from delivery wagons. So serious has the matter become that merchants have formed an association with the intention of obtaining united action in dealing with this matter. Recently this annoyance was emphasized when an unusually bold thief stole a horse and wagon belonging to the Canadian Northern Express Co., with \$500 worth of shipments. It was stolen on Bleury street, within 50 feet of the traffic policeman at the corner of Craig and Bleury streets.

The driver in charge of the wagon was on his delivery round at the time. He had already delivered some shipments from his load, and was delivering another to a consignee on Bleury street leaving the wagon at the curb, when the theft took place in his temporary absence. He was away from his wagon for less than a minute, but in that time the thief or thieves had driven the wagon out of sight. No witnesses of the departure could be secured, although the street was busy.

MONTREAL BISCUIT COMPANY'S PLANT DESTROYED BY FIRE**Alien Enemies Suspected, Large Commercial Plant and Thirty Dwellings Destroyed in Midday Fire in Montreal**

A fire that totalled well up to half a million dollars in damages occurred in the St. Henri district of Montreal at noon on Monday. The fire started in the waste paper machine in the cellar, and three men employed in that department are being held as witnesses in the investigation that is contemplated.

The fire was so fierce that the firemen had difficulty in combating it, as in one instant a hundred feet of hose was consumed. The high wind fanned the flames, which spread on both sides of Brewster avenue, where the factory is located. Some thirty houses surrounding the blazing factory also fell victims to the blaze and some very narrow escapes are recorded, though no serious casualties resulted.

The factory was a large two-story building, and was completely gutted. It was insured for \$295,000, and in it were employed some two hundred persons in

normal times, but owing to the scarcity of sugar about 150 had been laid off. As the fire broke out at lunch time, there were, moreover, few employees in the building at the time, and these escaped.

ELEVEN MONTREAL RESTAURANTS CLOSED**Food Board Take Action Against Infringing of Various Food Board Regulations**

For various offences against the food regulations, the Canada Food Board has ordered the closing of eleven Montreal public eating places for periods ranging from three to fifteen days. Following is the list:

Great Britain Lunch Room, 553 St. James street; Canadian Restaurant, 67 St. Catharine street E.; Capital Lunch, 234 St. Lawrence Main; Rieudieu Hotel, Jacques Cartier Square; Terapin Cafe, 25 Notre Dame street E.; Emil Cafe, 24 Lagachetierre street; Montreal Cafe, 283 St. Paul street E.; Martinique Cafe, 294 St. Lawrence Main; Herb's Place, St. Lawrence Main and Craig streets; D. Lesage Restaurant, 195 St. Paul street E.; Champagne Restaurant, 33 Craig street.

The cause of complaint are various, serving doughnuts and for serving bread, veal, beef steak, pork, and sandwiches at prohibited times.

During the period that these eating places must remain closed, the proprietors have been forbidden to serve any meals or to produce any food or food products.

Dealers are warned that sale of any foodstuffs to persons whose license has been suspended or cancelled, or whose business has been closed by order of the Canada Food Board, would be in violation of the Food Board's regulations and would entail cancellation of their licenses.

UNWRAPPED CANTALOUPEES KEEP BEST

Wrapped cantaloupes deteriorate rapidly after they are removed from refrigerator cars. Unwrapped cantaloupes will keep better while in your hands and will better satisfy your customers.

When, on summer days, crates of cold cantaloupes are removed from refrigerator cars, moisture from the atmosphere condenses on the surface of the melons. This moisture soon evaporates from cantaloupes not wrapped, but from wrapped cantaloupes evaporation is hindered by the paper, and the moisture aids the development of decay and mould.

It is difficult for you to examine the crates of wrapped cantaloupes which you buy. The practice of wrapping cantaloupes enables unscrupulous persons to cover up and pack defective melons.

While wrapped melons may remain firm longer than those unwrapped, owing to the fact that evaporation of moisture is retarded by the paper, this benefit is not sufficient to compensate

for the decay and mould which result from wrapping.

DURHAM, ONT., MERCHANTS CLOSE FRIDAY AFTERNOON

The business men of Durham have decided on taking Friday afternoon as a half-holiday each week during the month of August.

DELIVERYMEN'S CONVENTION

The fourth annual convention of the National Deliverymen's Association will be held on August 12 and 13 at South Bend, Ind. In view of the unusual conditions existing at the present time and the great impetus which has been given to the union delivery plan through the recognition by the Government of the economy made possible by this form of service the recommendation of the Government that union delivery be adopted generally, it is expected the convention will be a very important one. F. A. O'Donnell, a specialist in co-operative deliveries and member of the association, was in Ontario last week and extended a hearty invitation through CANADIAN GROCER to deliverymen and retailers to be present.

COMPLAINT ON TENDER REQUIREMENTS OF R. N. W. M. P.**Merchants Urge That Sending Sample of Standard Lines Like Sugar and Salt is an Unnecessary Burden**

A western merchant, from the province of Saskatchewan, has called attention to the form of tender used for the supplies of the Royal North-West Mounted Police. This dealer calls attention to the fact that tenderers who are from all over the Western Provinces are required to send samples of the jobs on which they wish to submit tenders, which include sugar, salt, one pound tins of Magic Baking Powder, bars of Royal Ivorine and Golden West soap, paraffin candles. The point is made that sending samples of these foods is a waste of time, energy and money and results in no useful end as the goods referred to are of standard quality, from one end of the country to the other. Sugar, for instance, would probably be of the same quality, whether purchased in Halifax or Vancouver.

This criticism was submitted to the Comptroller of the Royal North-West Mounted Police. His reply is as follows:

"The Department requires that samples of articles mentioned in paragraph No. 10 of the form of tender should be submitted by the party or parties tendering, but it does not say, nor is it necessary, that 1-pound tin in the case of baking powder should be forwarded, a small quantity would suffice, and this applies to the other articles enumerated."

Even so, while this interpretation makes matters much clearer there seems no good reason why samples of articles of standard nature should be required.

THE CLERKS' DEPARTMENT

WORKING FOR THE WIZARD OF SCIENCE—BY HIS SON

Charles Edison Tells of His Experiences, His Advantages
and the Drawbacks He Has Been Able to Avoid
in the so Often Unsuccessful Position of
"Working For Father"

THOMAS A. EDISON can work all day and most of the night on his inventions. How would you like to work with him? Is he a hard task-master? How much work does he expect of his own son who works with him? How about the son's point of view? Here is an interesting subject for all business men with sons of their own, or for the sons of business men interested in the principles of efficiency as applied to the most particular case of his own son by the "Wizard of Efficiency," Thomas Edison.

Young Edison's Idea of It

Charles Edison—"Charlie," as his intimate associates call him—has put himself on record as regards his impressions of having his exceedingly brainy dad as employer. Without prying, it is possible to take a peep into the working relations of these two, and in a very few words to disillusion oneself of the idea that Thomas A. Edison is either a hard task-master or an indulgent parent. Here is what "Charlie" Edison has to say about it in the *American Magazine*:—

One of the chief reasons why I work for my father is because he does not make any difference in his business treatment of me on that account. I know that if Thomas Edison were like some fathers, nothing would induce me to hold a job under him.

When I was graduated, and my father said something about my taking a job under him I told him I thought I'd like to work somewhere else for a while. Right there he showed his wisdom. Instead of arguing with me, he said, 'All right! Go ahead!' He didn't even insist on getting a job for me. He let me corral one for myself. It was with the Boston Electric Light Company, and my salary was fifteen dollars a week. I stayed there a little less than a year making an infernal nuisance of myself, poking around in various departments, but learning a lot about the work, and also learning to stand on my own feet in a business way.

Edison Didn't Interfere

My father didn't interfere. He just let me go ahead even when at the end of the year I started out with a friend to do a little traveling. We two boys headed for the West with only a few dollars in our pockets. We paid our way with odd jobs here and there, and finally landed in San Francisco with one dollar and a half between us. Still my father didn't interfere. Of course he knew I wasn't loafing. I wasn't really doing

much work but I was learning a lot of things useful to me. The boy who goes straight from school or college into his father's office will never know from his own experience what average normal business relations are. From the very first he is 'the son of his dad,' and not only to his father but to everybody around the place. It is a bad plan. Even though he is going in with his father later, a boy ought to take his first job with someone else. Everybody including his father will have more respect for him if he has shown that he can make good by himself.

Usually two things are wrong with your father as an employer. One is that he is likely to let you have things pretty 'soft.' The other is that he will not treat your ideas and suggestions with the respect he shows for those of other men. You are still his little boy to him. Anyway he knows you haven't any experience. He didn't let you get away. So he treats you with patronising indulgence.

Had the Drop on Dad

That is where I had the drop on my father. I had knocked around in a few organizations before I went with his. I had picked up some ideas of my own. But even if I had not I know from observation that if he had been like many men, he would have ridiculed my notions just because they were mine. I want to say that there isn't any better way of making a boy hate working for his Dad, and also of making him of no account in the business. Luckily for me Thomas Edison has more sense than to do it.

I remember the first job he gave me when after five months in San Francisco, I came back to work for him. Of course I wanted to make a good showing; but when he asked me to figure the cost of some disc records my heart sank. I was an electrical engineer, and this seemed to me a job for an accountant. But when I told him so, he looked up sharply and said:

"All it takes is common sense. Just plain common sense."

Well, I didn't say anything more. I tackled the job, and found he was right.

Of course I could always go to my father for advice, and he would give it to me. But so far as my feeling that the relations between us affected my standing in the company, I might as well have been working for Charles M. Schwab, or anybody else. Father has no patience with inefficiency. If I hadn't made good after a fashion, he would have fired me, and if he hadn't, if he had let me stay just because I was his son, I should have had a sort of contempt for him.

The Best Employer—Just Dad

As it is, I would rather be Thomas Edison's employee than anybody else's. And I think that plenty of other young

men would gladly work for their fathers if they, too, could be sure of being treated as an employee. Lying on my desk right now is a letter from a friend who has just been graduated and who is facing the same problem that is worrying other boys. He writes:

"Father has been after me the last couple of months to go into the business with him, into the factory as one of the employees. I've been worrying about this. I honestly don't know whether it would be the best thing for me. Father and I get along pretty well, better than most fellows and their dads, and yet I feel that I ought to go elsewhere for at least a few years. I see so many of the fellows in this city who work for their fathers, and they are either always loafing or scrapping around with them. It just doesn't seem possible for a fellow to work for his father and not take advantage of the fact that his old man is the boss and that, if he does lay down on the job, he won't be fired.

"To come down to tacks, Charlie, the real reason for writing this letter is to get your advice on the thing. You've been working with your father a few years now. How are things going? Are you glad or sorry that you decided to go with him. How about it? Do you think I ought to go with Father?"

I know just how he feels. He isn't looking for a soft snap—and he's afraid he will get it! He wants to be "on his own." And I'm going to tell him that he's dead right. That's where he ought to be, for a year or two at least.

Curse of the "Soft Snap"

The curse of the soft snap has ruined plenty of fine young fellows. I know one chap who really had lots of ability, but his father offered him a desk job that involved only nominal work and he took it because it meant a good time. Well, he woke up one day to find that the business was on the verge of bankruptcy. He was five years out of college and had to begin all over, a grown man competing with boys at a boy's wages.

Just now I am very much interested in the struggle of a certain organization to keep alive. The whole trouble with it is that "Son is working for Father." In this case, Father happened to be the president of the company.

The vice-president retired. Three men had been working like tigers in anticipation of this very thing, and of course they expected that one of them would get the position. Nothing of the kind! The president simply boosted his incompetent son into the place. One after another, the three valuable men resigned and went elsewhere. The result is that the president is trying to swing his own job and theirs, too; for of course he can't get competent men in their places if he is no more loyal to his subordinates than he has shown himself. The whole spirit of the organization has changed, and the business is going to pieces.

Mother May Do Mischief

Another danger of this father and son business is the part the mother sometimes plays. I heard of a case recently where a home was broken up because of this very thing. The mother nagged her husband into taking the boy into the business, even though he was absolutely incompetent.

The father tried to start him at the
(Continued on page 36.)

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE sugar situation is one of extreme interest at the present time, and indications are that supplies will be none too heavy from now until the end of the year. The trade should urge conservation along lines suggested by Canada Food Board, otherwise enforced action may be expected.

Prices on the 1918 pack canned salmon are out and reveal a substantial advance over last year's opening, though in some quarters the opinion was expressed that quotations are lower than had been expected.

Canned peas are also being quoted, and the lower scale of prices will be generally welcomed. Canned fruits are high, cherries and gooseberries being named at higher levels than last year for new pack goods.

MONTREAL—This is one of the quietest weeks of the season. With a great exit from the city of holiday seekers the population is temporarily less, and the summer resort trade is having its innings. Price changes are remarkably few, and while revisions will be made for new pack canned peas and also on B.C. salmon, these are not yet worked out by the jobbing trade.

Some new fruits are arriving. As a general thing the prices of all fruits are high, and the same might be stated of vegetables. Watermelons are off the market, and Montreal melons are high in price.

The coffee outlook is brighter, as far as future supply is concerned. Shelled walnuts are still going up, but wholesale prices have not recorded any change here. Molasses still is scarce. The sugar outlook is not very rosy, but with careful conservation and observance of the regulations there will probably be ample to meet the needs.

TORONTO—It is understood that arrangements are being made in Washington to permit export of prunes and peaches to Canada in limited quantities, as allotted by the Canada Food Board. Applications to the United States Government for export licenses must be accompanied by a Canadian license to import. This applies to all unshipped goods, whether from spot stocks or futures. This, in a nutshell, sums up the situation as it has developed in respect to these two lines, and the feeling generally among the trade is that orders already placed will, in a large measure, come through.

Prices named on China green teas show very substantial gains over opening prices of last year. In respect to Japans, prices on second crop teas, which usually cost from 4 to 5c per pound less than first crop, are actually costing slightly more than first crop.

Quotations available on canned salmon for the 1918 pack show a substantial increase over opening prices of last year, with prospects of a short pack in the better grades.

Canned peas are lower for new goods, with 100 per cent. delivery expected and general run of pack considered high quality. Cherries and gooseberries follow the trend of other fruits so far packed in that high prices have been named.

Prices on rice show some revisions over figures prevailing for some time, and the tendency on all lines is upward. Stocks are in very fair shape, but replacement is becoming increasingly hard.

WINNIPEG—Particular mention was made last week in this report of an embargo placed by the American Government on dried prunes and peaches. The situation has been considerably relieved since then, and it is believed that licenses will be obtained to export these lines into Canada.

The trade were all very much pleased to receive the news this week that canned peas had opened up much lower than they opened last year. The decline at the factory will amount to about 20c a dozen, but the real difference locally will be about 15c a dozen, owing to the fact that freight rates are somewhat higher this year. On the other hand, pitted cherries opened up very high, in fact all fruits are expected to be higher this year. Canned tomatoes are said to have opened up in British Columbia last week about 35c a dozen below last year.

The strike of postal employees ended on Wednesday, July 31, to the great relief of everybody in Western Canada. While the strike extended to other cities in the West, Winnipeg was the chief sufferer, as the strike here was continuous, and business was completely tied up. The wholesale houses who do business by catalogue suffered particularly, but no more than the mail order houses which sell direct to the consumer. The strike was no respecter of persons, for it tied up all business from the biggest to the smallest. By Saturday last things had resumed a normal state again.

QUEBEC MARKETS

MONTREAL, August 7.—The mid-summer quiet is manifest here as in other parts, and trading is confined pretty closely to summer lines. Fruits and vegetables are very largely used, and as a consequence there is not so much trading in regular grocery lines. Price changes are very few.

Scare in Selling Will Help Sugar Situation

Montreal.
SUGAR.—There is not a great deal that can be added to what already has been said as to the conservation of sugar stocks and the distribution of quantities carefully by the trade will help materially in giving all some sugar. It seems to be the opinion of some refiners that the trade is not insisting on the consumer taking soft or brown sugars. The refiner insists on the jobber taking a proportionate share of these with every order, and the jobber the retailer. Why should the retailer expect to meet the wishes of his trade if they insist on having all refined? It is a question requiring the most earnest co-operation from all parties concerned. In a general way there is no improvement in the situation here. Markets are very firm and supplies light. The new freight schedules will probably have some effect on the price of sugar to the consumer, dependent upon where he resides. In the meantime the refiners are working for the best rates possible under the new arrangement to increase rates. No prices have changed here.

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

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

New Pack Pea Prices Lower Than Last Year's

Montreal.
CANNED GOODS.—The canners' prices are out to the jobbing trade on canned peas of the new pack. These are favorable when compared with the quotations last year, and for some of the grades are nearly 15c per case less than the opening price for 1917. Jobbers are now figuring out their costs and will make new prices to the trade in the immediate future. Cherry prices are out and these are higher to the jobber, so that an advance may be looked for in the quotation on these. In the matter of old

pack tomatoes some report they are sold out entirely. A considerable activity in the canned goods trade is reported.

Salmon Sockeye—		
"Clover Leaf," ½-lb flats	2 40	2 45
1 lb. flat	4 00	
1 lb. talls, cases 4 doz., per doz.	3 75	
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	1 80	
Pinks, 1-lb. talls	2 30	2 40
Cohoos, 1-lb. talls	2 65	
Red Springs, 1-lb. talls	2 70	
Red Springs (new pack) doz.	3 75	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 "¼s"	20 00	
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	4 00	
Tomatoes, 1s	1 25	
Tomatoes, 3s	2 50	2 75
Tomatoes U.S. pack (2s)	1 90	2 12½
Tomatoes, 2¼s	2 40	2 60
Peas, standards	1 75	
Peas, early June	1 90	
Beans, golden wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s	3 00	
Do., (U.S.), gallons	10 00	
Corn (on cob, gal. cans), doz.	8 50	
Red raspberries, 2s	2 90	
Simcoes	2 75	
Red cherries, 2s	2 60	2 90
Strawberries, 2s	3 00	
Strawberries, 1918 pack (2s)	4 00	
Rhubarb, 2¼s	2 60	
Blueberries, 2s, doz.	1 85	
Pumpkins, 2¼s	1 60	1 70
Pumpkins, 3s	1 75	
Pumpkins (gallon), doz.	6 00	
Potatoes, Can. Sweet, 2½-lb. tins	2 10	
Potatoes, Cal. Sweet, 2-lb. tins	2 75	
Carrots, sliced, 2s	1 45	
Apples (gallons)	5 00	
Peaches, 2s (heavy syrup)	2 00	2 40
Pears, 3s (heavy syrup)	2 45	
Pineapples, 1½s	2 25	
Pineapples, 2s	3 10	
Pineapples (grated), 2s	2 90	
Greengrass plums (light syrup)	1 90	
Lombard plums (heavy syrup), 2s	1 70	

Jobbers Not Seeking Large Spice Business

Montreal.
SPICES.—The situation is one marked by continued firmness. This will, think importers, continue to characterize the markets, for in view of the shipping situation and the short stocks in most import points there cannot well be much improvement. Locally there is no revision of prices and a fair amount of seasonable demand is reported.

	5 and 10-lb. boxes
Allspice	0 20 0 22
Cassia	0 35 0 35
Cassia (pure)	0 35 0 37
Cayenne pepper	0 28 0 35
Cloves	0 75 0 77
Cream of tartar	0 95 1 00
Ginger	0 30 0 40
Ginger (Cochin or Jamaica)	0 30 0 30
Mace	0 80 1 00
Mixed spice	0 30 0 32
Nutmegs	0 45 0 50
Pepper, black	0 42 0 45
Pepper, white	0 48 0 50
Pepper (Cayenne)	0 35 0 37
Pickling spice	0 25 0 27
Paprika	0 45 0 50
Tumeric	0 21 0 23
Cardamon seed, per lb., bulk	2 00
Carraway, Dutch, nominal	0 75
Cinnamon, China, lb.	0 30
Cinnamon, per lb.	0 85
Mustard seed, bulk	0 25
Celery seed, bulk	0 44
Shredded cocconut, in pails	0 21 0 23
Pimento, whole	0 18 0 20

For spices packed in cartons add 3¼ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Advance Of Season Sees Less Maple Product

Montreal.
MAPLE PRODUCTS.—There is still some business doing in these lines, but the same is confined to a small compass. The supply of sugar has been very readily picked up, more buyers from outside being in the market this year than is usually the case in the average season. Syrup is scarce, and in view of the small supply of both lines prices rule strong, but with no changes made. In the matter of honey it seems evident as reported two weeks ago in CANADIAN GROCER, that there is little to be had, and that for what there is available a long price will be asked.

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

Cane Syrup Up 50c Case Little Molasses in Sight

Montreal.
MOLASSES AND SYRUPS.—There is not a great deal of molasses around here, and supplies are much shorter than they usually are at this season of the year. Notwithstanding this there is reason to anticipate that there will be enough stock of molasses for the next fall and winter demand. Some promise of supplies to be sent forward in the next few weeks has been expressed to CANADIAN GROCER by a large importer. In the meantime there is a firmness of undertone and prices are fully maintained as given below. Charges have been made in the price of corn syrup of Crystal Diamond make, showing 50c advance on the 2 dozen case lots, 75c on the barrel lots, and 75c on half barrels. There is a good demand from certain sections of the trade for syrups, while others report it somewhat quieter.

Corn Syrup—	
Barrels, about 700 lbs.	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	0 07½
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 65
5-lb. tins, 1 doz. in case, case	5 20
10-lb. tins, ½ doz. in case, case	4 95
20-lb. tins, ¼ doz. in case, case	4 90
2-gal. 25-lb. pails, each	2 15
3-gal. 38¼-lb. pails, each	3 25
5-gal. 66-lb. pails, each	5 25
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	6 00
Barrels, per 100 lbs.	8 75
Half barrels, per 100 lbs.	9 00
Prices for Barbadoes Molasses—	Island of Montreal
Punchons	1 00
Barrels	1 03
Half barrels	1 05

For outside territories prices range about 3c lower.

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

Will Be Plenty Peanuts; Walnuts Scarce and High

Montreal.
NUTS.—There is some consolation in the fact that there will be enough peanuts for the coming season's demand.

One jobber stated that he had received 1,000,000 pounds for distribution. In the matter of walnuts the situation is different. It is expected that these will be extremely high later in the season, and they have already reached high figures here as well as elsewhere. New high prices are confidently forecast by those most closely in touch with actual conditions. Filberts, too, are high, and one report states "will advance appreciably." Markets here are firm and business has been good.

Almonds (Tara), per lb.	0 24	0 30
Almonds (shelled)	0 50	0 55
Almonds (Jordan) .....	.....	0 70
Almonds, Valencia, shelled	0 45	0 46
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 21	0 22
Filberts, Barcelona	0 17½	0 18½
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo, per lb.	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2 .....	.....	0 14
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 40	0 40
Pecans (shelled) .....	.....	0 30
Walnuts (Grenoble)	0 20	0 23
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 76	0 82
Walnuts (Marbots), in bags	0 25	0 28

Some Hope Yet For Getting Prunes Through

Montreal.—**DRIED FRUITS.**—There is some activity in certain lines of dried fruit and those that have stocks still in hand are fortunately placed. The importers of prunes, apricots and peaches are hopeful of securing a modification of the recent drastic order placing a definite embargo on these from the States. It will be some time before it is known what may be expected. One jobber stated to CANADIAN GROCER that there was reason to expect a better and a larger demand from the trade for raisins, this, in view of the curtailed use of sugar. Figs are firm. In a general sense the markets are well held without any price changes.

Apricots—		
Choice	0 28	
Fancy	0 30	
Apples (evaporated)	0 20	
Fancy—		
Faced	0 19	
Choice	0 17	
12 oz., per pkge.	0 16	
Pears	0 16	
Drained Peels (old)—		
Citron .....	.....
Lemon	0 27½	0 32
Orange	0 28½	0 34
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatels, loose, 2-crown	0 10½	0 11
Muscatels, loose, 3-crown, lb.	0 11½	
Muscatels, 4-crown, lb.	0 12	
Cal. seedless, 16 oz.	0 14	
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.	0 13	
Choice seeded, 16 oz. pkgs.	0 12	
Valencias, selected	0 11	
Valencias, 4-crown layers	0 11½	
Currants, old	0 24	
Do., new	0 32	
Dates, Excelsior, per case	6 84	
Do., Dromedary	7 92	
Figs (new), 100 to case	11 00	

Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats) .....	.....	0 12
Figs, Portuguese (mats) .....	.....	0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes—		
30-40	0 19	
California, 40-50s	0 18	
25-lb. cases, 50-60s	0 17	
60-70s	0 15½	0 16½
70-80s	0 13	0 15½
80-90s	0 11½	0 14
90-100s	0 11	0 13
Oregon, 30-40s	0 15½	
40-50s	J 15½	
50-60s	0 12½	

Expected Plenty Coffee Here, Prices Maintained

Montreal.—**COFFEE AND COCOA.**—There is enough coffee to meet Canada's demands at the present time and the outlook is such as to indicate that there will be a better supply than seemed possible a few weeks ago. It is now a matter of being able to maintain ample transportation, and there is a favorable outlook in this respect. Some damage was done recently to the stocks in the growing points of Brazil, but this was not so great as some reports indicated. The market here is steady and firm and quotations are not revised in any particular. Cocoa sales are somewhat lighter, due, undoubtedly to the warmer weather conditions.

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

Second Crop Japan Tea is Higher; Trading Light

Montreal.—**TEA.**—Some of the second crop Japan teas are now finding their way to this market. For such as are received much higher prices are asked, and the same will apply to stocks arriving subsequently. Freights being so much higher than they were two years ago (nearly four times), this has been a large factor in increasing costs. The number of new buyers in the Japan market also has been a factor of much importance. At the present time there seems to be an inclination on the part of retailers to get stocks down to a small compass, to trade on what they have before they buy new. It would seem that there will be a considerable activity in the tea markets this fall. In the meantime all tendencies are of a firming nature.

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

Rice Quotations Hold And Tapioca Is Selling

Montreal.—**RICE AND TAPIOCA.**—The sales of tapioca continue on a steady and active basis. This is a line that finds favor in the warm weather with many as a desert. Prices are fully maintained without change. Rices have been selling moderately well with some, while others report a quiet market. The price ranges on these, according to quality, are unchanged, but the same are firm. Stocks are none too large but these are ample to meet the requirements.

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

Good Beans Scarcer; Not a Big Movement

Montreal.—**BEANS.**—The outlook for a crop of first-class beans in this part of Canada is excellent. It is a matter of favorable weather conditions from now forward. To date the weather has been good. Of the better grade of beans from last year, some of the jobbers report the supply to be limited. There are seemingly plenty of other grades. None are in active demand, the amount of business being done confining itself largely to a sorting trade for small lots. Prices hold without change.

Beans—		
Canadian, hand-picked, bush	8 40	9 00
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia .....	.....	9 00
Brown Beans .....	.....	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 50	8 75
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (not), per bag 98 lbs. ....	.....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Not Much Wheat Flour; Brans and Shorts Scarce

Montreal.—**FLOUR AND FEEDS.**—The demand for flour is probably less than it was although there is a steady movement to dealers. In view of regulations being more drastic than ever before there is an apparent willingness to live within these consistently. Some state that they have had more demand than they had anticipated and attribute this to demand from new sources. The supply of shorts and bran is very small, for with milling at a standstill or practically so, supplies have been pretty well absorbed. Special feeds are therefore more in evidence and these are selling freely.

War Standard, Graham and Whole	
Wheat Flours—	
Car lots (on track)	10 95

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

**Cornmeal Is Very Firm;
Oat Flour Here Soon**

Montreal.

CEREALS.—The market tendencies on cornmeal are firm, with corn crop outlook having an effect on prices of future corn. The prices remain without change here for the present, however, and a fair amount of business is passing. Oatmeal has been a little harder to get, for the mills have not been turning this out for a little while back. There is not any reported shortage, however. A little firmness is noticeable in rolled oats, the minimum prices being \$5.30 per 90 pound bag. Rye flour is active though not to the extent it was a few weeks ago. A good demand exists for corn flour and also for rice flour. No changes have been made in price.

Cornmeal, Pure Gold	7 00
Cornmeal (Gold Dust)	6 25 6 60 7 00
Barley, pearl	7 50 8 25 8 75
Barley, pot, 98 lbs.	6 00 6 25 6 75
Barley flour, 98 lbs.	6 25
Buckwheat flour, 98 lbs.	7 25
Corn flour, 98 lbs.	5 80 6 00
Rice flour	8 75 9 00
Hominy grits, 98 lbs.	6 75 8 00
Hominy, pearl, 98 lbs.	7 50 8 25
Oatmeal (standard-granulated and fine)	5 60 6 30 6 60
Peas, Canadian, boiling, bush.	5 00 5 50
Split peas	9 50 11 25
Rolled oats, 90-lb. bags.	5 20 5 30 5 50
Rolled oats (family pack), case	5 70 5 80
Rolled oats (small size), case.	2 05 2 10
Rolled wheat (100-lb. bbls.)	6 75
Rye flour, small lots, 98 lbs.	6 55
Rye flour (Can.), 98 lbs.	7 25 7 50 8 00
Do. (American), 98 lbs.	6 85
Self-raising flour—	
3-lb. pkgs., doz.	2 85
6-lb. pkgs., doz.	5 60

**Plenty of Vegetables
at Lower Quotations**

Montreal.

VEGETABLES.—While there are plenty of vegetables on the market now and prices are as a consequence lower, the costs are ranging higher than in other years. This is but natural, with all commodities on advanced lists. Potatoes are more abundant and cheaper, while carrots, beets, parsnips and turnips are offered by the bag at \$1.50. Egg plant is also in the market at \$1.50 per basket. Vegetable marrows are plentiful and cheaper this week. Cauliflower is more reasonable in price but the quality is inferior owing to the excessively hot weather prevailing here.

Beans, new string (20-lb. bag)	0 75
Beets, new, bag	1 50
Cauliflower (Montreal), doz.	0 75
Carrots, bag	1 50
Carrot (new), doz.	0 30
Celery (Montreal), Doz.	0 75
Cucumbers (Montreal), doz.	0 25 0 50
Egg Plant, basket	1 50
Lettuce, curly (doz.)	0 30
Lettuce (Montreal), head	0 50
Leeks	2 00
Mint	0 20
Mushrooms, lb.	0 90
Onions, spring, doz.	0 50
Do., Silver and Red (crate)	3 50

Onions, American (100 lbs.)	6 00
Parsnips, new, bag	1 50
Parsley (Canadian)	0 20
Peas (Montreal), 20-lb. bag	1 00
Potatoes (sweet), per hamper, as to size	2 50 4 00
Potatoes, bag	2 00 2 50
Potatoes (New Brunswick), bag.	1 65
Potatoes, new, Virginia, bbl.—	
No. 1	5 50
Romane	0 50
Radishes (doz.)	0 25
Rhubarb, doz.	0 25 0 35
Spinach, box	0 50
Turnips (Quebec)	3 00
Turnips, new, per bag	1 50
Tomatoes (hothouse), lb.	0 25
Tomatoes "bus." ctes, New Jersey	2 50
Tomatoes, Montreal (box)	2 00
Vegetable Marrow (doz.)	1 00
Watercress (Can.)	0 40

**Cherries and Melons Up
Most Fruit Scarce**

Montreal.

FRUIT.—Advances were made for Montreal melons, which are now being sold here, the price being \$2 per dozen higher at \$14. Cherries are also higher and the wholesale price of \$1.75 is quoted. Early apples are to be had in barrels and the opening price of \$5.50 is named on Yellow Transparents and Duchess. It is understood that there will be a good yield of Saugenay blueberries this season, and that these will

ONTARIO MARKETS

TORONTO, August 7.—Prices have been named on 1918 pack canned salmon which reveals a scale of figures substantially higher than the opening prices of last year. Canned peas 1918 pack are now being quoted, and a decline is noticeable in figures named. Canned cherries and gooseberries in line with other fruits so far packed are higher. Rolled oats have advanced, while many changes in fruits and vegetables are recorded.

**Trade Must Face Sugar
Situation Outlook**

Toronto.

SUGAR.—It is time facts surrounding the serious situation developing in sugar were brought before the trade, and dealers should be prepared to handle the situation as its condition warrants. The Canada Food Board in a message to the people of Canada has asked that the people limit themselves to 1½ pounds of granulated per month along with a heavy percentage of yellow. There is every reason to believe that an order-in-council will be passed making this law, or at least placing decided restrictions on the use of sugar, and dealers should make every effort to live up to the letter of the Food Board's request and in this way secure as great a distribution of available supplies to their customers as possible. Full details of Canada's position in regard to future supplies is outlined elsewhere in this issue. No change in price locally has been effected, but increased freight rates will result in a revision of prices upward after August 12.

be available within the next week. It cannot be stated now what the prices are likely to be. Watermelons are scarce. The market on lemons, oranges and bananas is maintained and there is a good trade in these fruits.

Apples—

American (bask.) Duchess or Yellow transparent	3 25
Do., (in bbls.)	5 50
Apricots (Cal.) box	3 00
Bananas (fancy large), bunch.	5 00 5 50
Blueberries, quart	0 30
Canataloupes (45 size), crate	6 50
Do., (15 size), crate	3 00
Cherries (California), basket	1 75
Cocoanuts, sack	7 25 8 50
Currants (Red or Black), gallon	1 00
Gooseberries, gallon	0 75
Grape fruit (fancy Jamaicas)	3 25 3 75
Grape fruit (fancy Porto Ricos) 80, 96, 112	5 00
Grape fruit (fancy Porto Ricos) 54, 46	4 75
Lemons (fancy new Messina)	8 50 9 00
Lemons (choice)	7 00
Melons, Montreal, Musk (basket of 12)	14 00
Lemons (California seedless)	8 00
Oranges, Valencia lates	7 50
Oranges, Porto Ricos	5 50
Oranges, California navels	7 50
Oranges, Jamaica	6 50
Oranges (bitter)	4 00 5 00
Oranges (Seville, bitter)	5 50
Oranges (Sorrentoes), 200 size	5 00
Plums (Cal.), box	3 00
Pineapples, Cuban (crate)	6 00
Pineapples, Florida	6 00
Pears, Cal., eating, small box	3 00
Peaches, bush, basket	4 50
Raspberries (imported), qt.	0 25
Watermelons (each)	0 75

Atlantic, extra granulated 9 27
St. Lawrence, extra granulated 9 27
Acadia Sugar Refinery, extra granulated 9 27
Can. Sugar Refinery, extra granulated 8 82
Dom. Sugar Refinery, extra granulated 8 97
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

**Milk Stock Higher;
Jelly Powders Again Up**

Toronto.

MILK STOCK, JELLY POWDERS.—Higher prices have been named on milk stock during the week, the present basis of quotations for the 200-lb. barrels being 24c, and 50-lb. drums 26c per pound. Jelly powders are again on the upward trend and new prices adopted are \$1.30 per dozen. Extracts have also advanced, the 2-oz. selling at \$1.00 dozen. Small's maple butter, 24 1's is up to \$1.90 in some quarters.

**Cane Syrup Up 50c;
Molasses Steady**

Toronto.

MOLASSES, SYRUPS.—An advance

in cane syrup of 50c per case is provided for in prices just issued on the Crystal Diamond line which in 2's is now selling at \$6.00 a case. Molasses remains unchanged, with indications that an improved demand may manifest itself owing to sugar scarcity developing. Prices are held steadily at figures shown herewith:

Corn Syrups—	
Barrels, per lb.	0 07
Cases, 2-lb. tins, 2 doz. in case	4 65
Cases, 5-lb. tins, 1 doz. in case	5 20
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cane Syrups—	
Barrels and half barrels, lb.	0 06
Cases, 2-lb. tins, 2 doz. in case	6 00
Molasses—	
Fancy, Barbadoes, barrels	1 05
Choice Barbadoes, barrels	0 95
West India, 1/2 bbls., gal.	0 56
West India, No. 10, kegs.	6 50
West India, No. 5, kegs.	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, 2-lb., baking grade, case 2 doz.	3 50
Tins, 3-lb., baking grade, case of 2 doz.	4 60
Tins, 5-lb., baking grade, case of 1 doz.	3 90
Tins, 10-lb., baking grade, case of 1/2 doz.	3 75
West Indies, 1 1/2, 48s	5 00
West Indies, 2s, 36s	4 00

1918 Canned Salmon Prices Higher; Peas Are Lower

Toronto.
CANNED GOODS.—Prices on the 1918 pack of canned salmon have been determined upon, and as intimated in CANADIAN GROCER in previous issues, show substantial increases. From costs in wholesalers' hands, the following prices have been worked out to the retail trade; Sockeye 1/2's \$2.45; 1 lb. talls \$4.50; Red Spring 1/2's \$2.15; 1 lb. talls \$3.95; Cohoe 1/2's \$2.00; 1 lb. talls \$3.55; Pinks 1/2's \$1.60; 1 lb. talls \$2.75; White Spring 1/2's \$1.50; 1 lb. talls \$2.75; Chums 1/2's \$1.25; 1 lb. talls \$2.25 per dozen. A 25 per cent. delivery of Sockeye 1 lb. talls is all that is expected, while 1/2's will run close to 100 per cent. Pinks and Chums will run close to a 100 per cent. delivery, too, it is thought. Lower prices on canned peas are named for the new pack, Standards 2's being quoted at \$1.55, and early fine 2's at \$1.67 1/2 per dozen, net f.o.b. canneries. Higher prices on canned cherries and gooseberries are out, full details being given elsewhere in this issue.

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

Salmon—	
Sockeye, 1s, doz.	4 00
Sockeye, 1/2s, doz.	2 40
Alaska reds, 1s, doz.	3 75
Chums, 1-lb. talls	2 35
Do., 1/2s, doz.	1 35
Pinks, 1-lb. talls	2 26
Do., 1/2s, doz.	1 35
Cohoos, 1/2-lb. tins	1 85
Cohoos, 1-lb. tins	3 45
Red springs, 1-lb. talls	3 15
White springs, 1s, dozen	2 30
Lobsters, 1/2-lb., doz.	3 25
Canned Vegetables—	
Beets, 2s	1 50
Tomatoes, 2 1/2s	2 50
Peas, standard	1 95
Peas, early June	1 95
Beans, golden wax, doz.	1 85

Beans, golden wax, doz.	1 85
Asparagus tips, doz.	3 42 1/2
Asparagus butts	2 00
Corn, 2s, doz.	2 45
Pumpkins, 2 1/2s	1 80
Spinach, 2s, doz.	1 90
Do., 2 1/2s, doz.	2 52 1/2
Do., 10s, doz.	7 55
Succotash, No. 1, doz.	2 00
Pineapples, sliced, 2s, doz.	3 17 1/2
Do., shredded, 2s, doz.	3 00
Rhubarb, preserved, 2s, doz.	2 07 1/2
Do., preserved, 2 1/2s, doz.	2 65
Do., standard, 10s, doz.	4 50
Cherries, 2s	2 75
Peaches, 2s	2 10
Pears, 2s	1 85
Plums, Lombard, 2s	1 75
Plums, Green Gage	1 80
Raspberries, 2s, H.S.	3 00
Blueberries, 2s	2 25
Preserved Fruits, Pint Sealers—	
Peaches, pint sealers, doz.	3 40
Jams—	
Black currants, 16 oz., doz.	3 40
Do., 4s, each	0 95
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	3 35
Do., 4s, each	0 95
Strawberries, 16 oz., doz.	3 40
Do., 4s, each	0 88

High Prices on Peels; Prunes, Peaches May Come

Toronto.
DRIED FRUITS.—Very high levels have been reached in prices now effective on American peels, lemon being quoted at 43 1/2c, orange at 45 1/2c, and citron at 53c per pound. Following representations made to Ottawa and Washington the trade has been advised that Washington is making arrangements to permit the export of prunes and peaches to Canada in limited quantities as allotted by the Canada Food Board. Applications for export licenses from the United States must be accompanied by Canadian license to import. That means Canadian permits or licenses must be secured before any export from the United States will be permitted. These conditions apply to all unshipped orders, whether from spot stocks or futures. The feeling among the trade is that orders already placed will be allowed to come through, though how big an allotment of the crop this will represent is unknown as yet.

Apples, evaporated, Ontario	0 19
Do., da., Nova Scotia	0 17
Apricots, unpitted	0 16 1/2
Do., fancy, 25s	0 30
Do., choice, 25s	0 25
Do., standard, 25s	0 24
Candied Peels, American—	
Lemon	0 48
Orange	0 45 1/2
Citron	0 53
Currants—	
Grecian, per lb.	0 26
Australians, lb.	0 30
Dates—	
Excelsior, kgs., 3 doz. in case	6 50
Dromedary dates, 3 doz. in case	7 50
Figs—	
Tape, lb. ....	.....
Malagas, lb. ....	.....
Comadre figs, mats, lb.	0 13
Cal., 3 oz. pkgs, 20s, case	1 80
Cal., 10 oz., 12s, case	1 40
Prunes—	
30-40s, per lb., 25's, faced	0 18
40-50s, per lb., 25's, faced	0 17
50-60s, per lb., 25's, faced	0 16
60-70s, per lb., 25's, faced	0 14
70-80s, per lb., 25's, faced	0 13
80-90s, per lb., 25's, unfaced	0 12 1/2
90-100s, per lb., 25's, faced	0 13
Peaches—	
Standard, 25-lb. box	0 15 1/2
Choice, 25-lb. boxes	0 18 1/2
Fancy, 25-lb. boxes	0 22
Practically peeled, 25-lb. boxes	0 22
Extra fancy	0 23

Raisins—	
California bleached, lb.	0 14
Valencia, Cal.	0 10 1/2
Valencia, Spanish	0 10 1/2
Seeded, fancy, 1-lb. packets	0 12 1/2
Seedless, 12-oz. packets	0 11
Seedless, 16-oz. packets	0 14 1/2
Seedless, bakers, Thompsons, 50s	0 15

China Greens Slow; Very Heavy Advance

Toronto.
TEAS.—China greens, on which quotations are now available, show very heavy advances over opening prices of last year. These will cost, laid down anywhere from 43 to 76c it is estimated. Second crop Japans which usually cost from 4c to 5c per pound less than first crop are costing slightly over first crop, namely 38 to 40c, plus 10c war tax. To both quotations shown must be added fair profit for dealer. Locally there are no new developments in the tea situation. The demand is only fair while the price tendency, on the better grades particularly, is upward.

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

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

Coffee Unchanged As Regards Local Conditions

Toronto.
COFFEES.—There are no new developments of particular interest in the situation locally. Stocks are still ample for present demands, and prices hold unchanged.

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

Spices Hold Firm, Unchanged; Demand Steady

Toronto.
SPICES.—Spices have held firm and unchanged during the week, a very firm undertone being noticeable, however, in all lines. The demand shows some slight improvement and is expected to reach even better proportions from this time forward.

		Per lb.
Allspice	0 18	0 20
Cassia	0 33	0 45
Cinnamon	0 45	0 55
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs—		
sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Mace	0 90	1 10
Pastry	0 28	0 40

Pickling spice	0 22	0 30
Peppers, black	0 43	0 46
Peppers, white	0 48	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s....	0 45	0 48
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 38	0 45
Celery seed, whole	0 55	0 75
Coriander, whole	0 25	0 28
Caraway seed, whole	0 90	1 00
Cream of Tartar—		
French, pure	0 95	1 05
American high test .....	.....	.....
2-oz. packages, doz.	1 50	.....
4-oz. packages, doz.	3 25	.....
8-oz. packages, doz.	5 45	.....
8 oz. tins, doz.	5 75	6 00
Tartarine, barrels, lb.	0 21	.....
Do., kegs, lb.	0 23	.....
Do., pails, lb.	0 25	.....
Do., 4 oz., doz.	0 90	.....
Do., 8 oz., doz.	1 75	.....
Do., 16 oz., doz.	3 25	.....

**No More Shipments
Tuna; Walnuts Scarce**

Toronto. NUTS.—Applications for licenses to import tuna have been refused by the War Trade Board at Washington. In fact one importer had a shipment for which the Canada Food Board had granted a license held up by United States Government, and despite representations made by the Canada Food Board since, this shipment has not yet been released and is not likely to be. Spot stocks of walnuts are very light in New York, it is said, and the feeling among importers there is that no further supplies will be forthcoming from France. Present stocks are taking care of the demand, and the feeling generally is that the trade will get through the Christmas season satisfactorily. Almonds hold firm for spot stocks and abroad.

In the Shell—

Almonds, Tarragonas, lb.	0 24	0 27
Walnuts, Bordeaux	0 25	0 27
Walnuts, Grenobles, lb. ....	.....	.....
Walnuts, Manchurian, lb. ....	.....	.....
Filberts, lb.	0 19	0 22
Pecans, lb.	0 27	.....
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 24	0 25
Brazil nuts, lb.	0 15	0 17
Cocanuts, 100s .....	.....	7 50

Shelled—

Almonds, lb.	0 50	0 55
Filberts, lb.	0 40	0 45
Walnuts, lb.	0 75	0 82
Peanuts, Spanish, lb.	0 19	0 23
Do., Chinese, 30-32 to oz. ....	.....	0 18
Brazil nuts, lb.	0 68	0 75

**No Change in
Situation in Beans**

Toronto. BEANS.—There is no change in the situation as regards beans during the week. Prices have held firm, and the demand is being easily taken care of from ample stocks.

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

**Rices Show Firmer
Tendency; Prices Higher**

Toronto. RICES.—A firmer situation has developed in rices in that prices show an upward tendency. Quotations below have undergone some revision and in

each case an advance is provided for. The question of supplies is still difficult and replacement of present stocks is not looked upon as easy.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs. ....	.....	13 00
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 00
Do., Simiu .....	.....	13 00
Do., Mujin, No. 1 .....	.....	12 00
Do., Pakling .....	.....	11 50
Tapioca, per lb.	0 14	0 14½
White Sago	0 14¼	0 16

**Package Goods Hold
Firm and Unchanged**

Toronto. PACKAGE GOODS.—There has been no change in package goods during the week. Prices have held firm and unchanged, with the demand along usual channels.

**Honey Prices To Be
High; Maple Syrup**

Toronto. HONEY.—Prices to the trade have not yet been named on honey, and it is difficult to get a line on what they may be, more than that they will be high. Estimates of the crop vary from very poor to very fair, and it will probably be another couple of weeks before extraction proves up much. Maple syrup is void of any interesting features during the week.

Honey—

Clover, 5 and 10-lb. tins .....	.....	.....
Do., 54s, case .....	.....	.....
60-lb tins .....	.....	.....
Buckwheat, 60-lb. tins .....	.....	.....
Comb, No. 1, fancy, doz. ....	.....	.....
Do., No. 2, doz. ....	.....	.....
Jars, 7-oz., doz. ....	.....	.....
Do., 10-oz., doz. ....	.....	.....
Do., 12-oz., doz. ....	.....	.....
Do., 16-oz., doz. ....	.....	.....

Maple Syrup—

No. 1, 10-lb. tins, 6 to case....	15 10	.....
No. 2, 5-lb. tins, 12 to case....	17 10	.....
No. 3, 2½-lb. tins, 24 to case....	18 50	.....
No. 3, 32-oz. bottles, 24 to case....	16 70	.....
Gallon tins, Imperial, per gal.	2 25	.....
5-gallon tins, Imperial, per tin	10 50	.....
Barrels, 25 or 40 Imp. gals., gal	2 00	.....

**Oranges Very High;
More Apples Coming**

Toronto. FRUITS.—Advances in oranges have been made during the week and present prices range at very high levels, from \$8.00 to \$10.00 per box. Supplies are none too plentiful and are not expected to be heavy until new crop is harvested. Local apples are becoming more plentiful and a car of California Gravensteins is looked for this week. Blueberries, currants and cherries hold very firmly at high levels, though peaches show a slightly easier tendency.

Apples—

Early, 6 qt. basket.....	0 40	0 60
Do., 11 qt. basket.....	0 50	0 75
Do., Fancy Williams, hamper... ..	.....	3 50
Bananas, per lb.	0 06	0 07
Blueberries, per 11-qt. basket... ..	1 75	2 00
Currants, black, 11-qt. basket... ..	2 75	3 00
Do., red, basket .....	.....	2 00
Do., box .....	.....	0 17

Cherries, 11 qt. basket.....	1 775	2 00
Do., 6 qt. basket.....	1 00	1 25
Grapefruit—		
California, ½ case	3 75	4 00
Oranges—		
Valencias—		
96s .....	.....	8 00
100s .....	.....	8 00
126s .....	.....	8 00
150s, 176s	8 50	9 50
200s, 250s, 288s	9 75	10 00
Lemons, Cal., case	9 00	9 50
Do., Verdilla .....	.....	10 50
Peaches, basket	0 75	0 85
Do., Bert Johnson, Arkansas, bush. ....	.....	6 75
Do., Cal., Elbertas, box	1 90	2 00
Pears, Cal., Bartlett	4 50	4 75
Plums, early Canadian, basket.....	0 50	0 65
Raspberries, per box	0 28	0 30
California Fruit—		
Peaches, per box	1 90	2 00
Plums, according to quality and size, per box	3 00	3 50

**Cabbage Lower; Potatoes
Unsettled; Tomatoes Easy**

Toronto. VEGETABLES.—A substantial decline is reported in cabbage, heavier receipts from local sources bringing this about. Cases are being quoted at from \$1.50 to \$2.50, with figures generally not much over \$2.00. Potatoes are unsettled, and following declines towards the end of last week, the market has stiffened again. Tomatoes are easier and splendid sales from good receipts reported. Cucumbers are much lower and corn is being offered at from 25c to 30c per dozen.

Beets, Can., doz .....	.....	0 30
Cabbage, Can., 30-36s, crates....	1 50	2 50
Cantaloupes, Ark., standards, 45s .....	.....	6 50
Do., 45s .....	.....	6 50
Do., flats, 15s, case.....	2 75	3 00
Celery, doz.	0 40	0 50
Corn, doz.	0 25	0 30
Cucumbers, Can., basket.....	0 40	0 50
Egg Plant, basket	1 00	1 25
Lettuce, in boxes	0 50	0 60
Onions—		
California, 100-lb. bags.....	4 50	5 50
Peas, Canadian, 11-qt. basket... ..	0 35	0 60
Peppers, green, basket.....	0 75	1 00
Potatoes—		
Virginia, No. 1 .....	.....	5 50
Do., Canadian, bag	2 00	3 00
Tomatoes—		
Leamington, No. 1, basket	0 75	0 80
Do., No. 2, basket	0 50	0 60
Turnips, baskets .....	.....	0 30
Vegetable Marrow, basket, 10-12... ..	0 35	0 40

**Some Wheat Flour Selling;
Winter Grade Scarce**

Toronto. FLOUR.—Some demand is being experienced for wheat flour, and whereas stocks are not heavy the opinion has been expressed that supplies would likely be ample till next crop is available. The possible exception to this, it is thought, is winter grade.

**Ontario Govt. Standard
Feeds Now Selling**

Toronto. FEEDS.—Any stocks of mill feeds that may be available are light, and the attention of the trade is in some instances turned towards the Ontario government standard feeds. A demand is springing up and millers turning these out report a very fair sale in progress. Prices being quoted are as follows:

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

**Rolled Oats, Oatmeal
Register Advances**

Toronto.

CEREALS.—Rolled oats and oatmeal have stiffened during the week, quotations now ranging from \$5.50 to \$5.75 for the former in 90's and from \$6.00 to \$7.00 for the latter in 98's. The demand continues along very satisfactory lines, and other substitutes for wheat are enjoying a good sale as well.

Single Bag Lots
F.o.b. Toronto

Barley, pearl, 98s 7 00 8 00

Barley, pot, 98s	5 50	6 25
Barley Flour, 98s	6 50	7 00
Buckwheat Flour, 98s	6 50	7 00
Cornmeal, Golden, 98s	6 00	7 00
Do., fancy yellow, 98s	5 00	5 00
Corn flour, white, 98s	5 80	6 50
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rolled oats, 90s	5 50	5 75
Oatmeal, 98s	6 00	7 00
Rolled wheat, 100-lb. bbl.....	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 50	8 00
Peas, yellow, split	10 00	10 50
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, August 7.—The strike of postal employees ended on Wednesday last, July 31, to the great relief of everybody in Western Canada. While the strike extended to other cities in the West, Winnipeg was the chief sufferer, as the strike here was continuous, and business was completely tied up. The wholesale houses who do business by catalogue suffered particularly, but no more than the mail order houses which sell direct to the consumer. The strike was no respecter of persons, for it tied up all business, from the biggest to the smallest. By Saturday last things had resumed a normal state again.

Particular mention was made last week in this report of an embargo placed by the American Government on dried prunes and peaches. The situation has been considerably relieved since then, and it is believed that licenses will be easily obtained to export these lines into Canada.

**Tendency for
Sugar is Upward**

Winnipeg.

SUGAR.—There is a firm tendency to this market although supplies are coming in very plentifully. Redpath was selling at a very low figure, and naturally there was a heavy demand for their sugar. However, they are not making deliveries freely now. One of the refiners raised their price 10c per cwt. last week and it would not be surprising to see a further advance.

**Tomatoes and Peas
Open at Low Figures**

Winnipeg.

CANNED GOODS.—The trade were all very much pleased to receive the news this week that canned peas had opened up much lower than they had opened last year. The decline will amount to about 20c dozen, but this amount will be reduced to 15c a dozen owing to the fact that freight rates are somewhat higher this year. On the other hand pitted cherries opened up very high, in fact all fruits are expected to be higher this year. Canned tomatoes are said to have opened up in British Columbia last

week about 35c a dozen below last year.

**Big Demand
for Fruit Jars**

Winnipeg.

FRUIT JARS.—Merchants all over the West report large sales of fruit jars. The educational campaign conducted by the Canada Food Board is having excellent results. Fruit and vegetables, both home grown and imported, are being canned in hitherto unheard of quantities. It is expected that fruit jars will shortly be scarce, and this, with the biggest preserving season yet to come. One manufacturer states that they have completely sold out and will make no more this season.

**Big Demand for
Pork and Beans**

Winnipeg.

PORK AND BEANS.—Since the statement that restrictions were being placed on the canning of pork and beans, there has been a tremendous demand for this line; however, so far there has been no advance in price.

**Beans Remain Weak;
No Price Changes**

Winnipeg.

BEANS.—The market is still very weak, and is staying where it dropped to. The excitement has passed off and the trade are content to wait until there is a demand again for this commodity.

Soya Beans, 200-lb. sacks, bush.	4 00
Japanese Kotonashi, per bushel..	9 10
Limas, per pound	0 16

**Prunes and Peaches
to be Allowed in**

Winnipeg.

DRIED FRUITS.—A better situation exists regarding prunes and peaches. It was reported last week that an embargo had been placed by the American Government on these two lines. On receipt of this news the jobbers and importers of Winnipeg met, and messages were sent to the War Trade Board, and to the Ottawa Government asking for explanation. It was learned that this embargo had been imposed without consulting Ottawa at all, but it was also discovered that the action was taken by the Ameri-

can Government simply to control the industry, and that it was not an absolute embargo. It is expected that exporters who apply for a license will be granted one. Jobbers express the opinion that all dried fruits are going to be high in price owing to the action of the American Government and scarcity. While apricots opened up comparatively low, it will not be long before they are high.

**Sockeyes and Springs
Will Open High**

Winnipeg.

CANNED SALMON.—Opening prices have not arrived yet but reports coming in indicate that sockeyes and springs will open up very high this year and that the run will not be a large one.

**Shipping Coffee
Via Canadian Port**

COFFEE.—Big sales of coffee took place this week in Rios, Santos, Bourbons. The reason for these sales is that supplies are now being brought in c. i. f. St. John's, N.B. instead of through New York.

Green Coffee—

Rio, New York Grading No. 5, per lb..	0 20
Do., do., No. 7	0 10
Santos, fine old crop	0 23 1/2
Bourbon	0 25
Mexican	0 30
Costa Rica	0 34

**West Sold Out
of Bran and Shorts**

Winnipeg.

FLOUR AND FEEDS.—There is very little one can say about the flour situation except that flour stocks are getting rather low in the West.

Rolled Oats.—Rolled oats are selling at the same figure as last week, \$4.60-\$4.80 for 80's, and there is a big demand.

Feeds.—The situation continues very bad in fact, there is no feed for sale in the West, mil's having sold out all bran and shorts.

**Fruit Quoted High
Affecting Sales**

Winnipeg.

FRUITS AND VEGETABLES.—Business is very good on account of the holidays, but sales are kept back considerably on account of the high prices prevailing for fruit. It is expected that all lines will be much lower this week. Plums last week were bringing \$2.25-\$3.00, but should be down to \$2 this week. Ontario tomatoes are selling at \$1.25 per basket. Canteloupes are down to \$3 per crate of fifteen. There are no more watermelons offering. Apricots are done. Cherries were expected this week to sell around \$2.25 for four-basket crate. Peaches are bringing \$2.25 but should be lower this week. Blueberries are quoted at \$2.25-\$2.50, but should be lower by this time. British Columbia apples are selling at \$3.25-\$4.00 box. Bartlett pears are coming in at \$4, but this price is too high for big sales.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, August 6.—There is only a weak demand reported for package cereals. People seem to be going in more for bulk goods. Siam rice is more plentiful but prices are firm, and demand seems to indicate that householders are having success with wheat flour substitutes. New potatoes are plentiful and quality is improving. Hams and bacon are very firm and have advanced slightly though the taking off of the ban has had little effect on demand. Butter is firm at 52c. There are about enough fresh eggs to fill orders at 60c a dozen.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 85 10 95
Rice, Siam, No. 1, per ton	1 85 1 90
Do., Siam, No. 2	1 90 1 95
Rice, China, 44 lb. mats, No. 1.	1 75 1 89
Do., No. 2	2 10 2 15
Do., Japanese	0 09 0 15
Beans, Japanese, per lb.	0 14 1/2 0 15
Beans, B.C., white	45 00
Potatoes, per ton	0 02 1/2 0 32 1/2
Do., new, per lb.	0 29 1/2
Lard, pure, in 400-lb. tierces, lb.	0 52
Lard, compound	0 26
Butter, fresh made creamery, lb.	0 33
Cheese, Canadian	0 62
Margarine	8 25
Eggs, new-laid, in cartons, doz.	10 00
Oranges, box	
Lemons	
Salmon—	
Sockeye, halves, flat case	16 50
Tall, case	14 00
Pinks, case	8 25 10 25
Cohoos	11 00 13 00
Chums	7 50 9 00

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., August 7.—New seasons jams, 4's sold on arrival at \$8 dozen. Wagstaff strawberry, raspberry and black currant jams 4's advanced 2c. Tomatoes in 2 1/2 tins to arrive are quoted at \$4.50 a case. Prunes are about 1c pound higher all round. June cheese, large Ontario, is selling at 26c. New pack standard peas 2's are now here and are offering at \$3.60 a case. Apples in large cans are quoted at \$2.65 to \$2.85 a case. Sockeye salmon 1's talls, new pack, are quoted \$16.75, 1/2's at \$18.50 to arrive. Some nice vostizza currants in bulk are selling at 28 1/2c a pound. Evaporated apricots are quoted at 26c to 29c, peaches 16c to 19c.

CALGARY:

Beans, small, lb.	0 10 0 11
Flour 98s, per bbl.	10 35
Molasses, extra fancy, gal.	1 15

Rolled oats, 80s	4 80
Rice, Siam, cwt.	8 50 9 50
Rice, Japan	10 50 12 50
Rice, China, per mat, No. 1.	5 10
Do., No. 2	4 70
Tapioca, lb.	0 15
Sago, lb.	0 15
Sugar, pure cane, granulated, cwt.	10 60
Cheese, No. 1, Ontario, large.	0 26
Butter, creamery, lb.	0 45 1/2 0 47
Do., dairy, lb.	0 35 0 38
Lard, pure, 3s, per case	19 50
Eggs, new-laid, case	12 00 12 50
Candied peel, lemon, lb.	0 36
Tomatoes, 2 1/2s, standard case	4 50
Corn, 2s, standard case	5 60 5 90
Peas, 2s, standard case	3 60
Apples, gals., Ontario, case.	2 65 2 85
Strawberries, 2s, Ontario, case.	7 50 8 10
Raspberries, 2s, Ontario, case.	
Apples, evaporated, 50s, lb.	0 21
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 16 0 19
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tal. case.	16 75
Do., halves	18 50
Potatoes, per ton	40 00
Oranges, Valencias, case	7 50 8 00
Lemons, case	12 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, August 6.—It has been a very quiet week in the St. John market, the only changes noted here are the arrival of new pack peas on the market at \$3.30, and a sharp advance in Kentucky onions, which are now selling at \$7.75 to \$8.00.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbis., Man.	12 05
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 65 3 75
Corn flour, 98 lbs.	4 00
Rye meal, 98 lb. bag	8 00
Rye flour, 98 lbs.	9 00
Rice flour, per pound	0 11
Potato flour, per pound	0 18
Oatmeal standard, per bbl.	12 75
Molasses, extra fancy, gal.	0 90 0 92
Rolled oats, bbl.	12 00
Beans, yellow-eyed	9 75 10 00
Beans, Canadian, white	9 50
Rice, Siam, cwt.	10 25 10 35
Sago and tapioca, lb.	0 18 0 19
Sugar—	
Standard, granulated	9 35 9 40
No. 1, yellow	8 85 8 90
Cheese, N.B., twins	0 24 1/2 0 25
Eggs, case	0 49 0 50
Breakfast bacon	0 37 0 38
Butter, creamery, per lb.	0 42 0 44
Butter, dairy, per lb.	0 36 0 38
Butter, tub	0 35 0 37
Margarine	0 30 0 32
Lard, pure, lb.	0 32 0 32 1/2
Lard, compound	0 27 0 27 1/2
American clear pork	61 00 64 00
Beef, corned, 1s	4 25
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont. case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 00
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case.	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 18 0 19
Peaches, per lb.	0 19
Potatoes—	
Native, barrel	4 50 5 00

Onions, Kentucky, 100-lb. bags.	7 75 8 00
Lemons, Cal., Messina, case.	
Oranges, Cal., case	10 00
Grapefruit, case	7 50
Bananas, per lb.	0 07 1/2 0 08
Plums, Cal., crate	3 00 4 00
Peaches, Cal., crate	2 25 2 50

WORKING FOR THE WIZARD OF SCIENCE—BY HIS SON

(Continued from page 23.)

bottom and train him up, but the mother fussed and insisted on his pushing the boy ahead. The man had sense enough to know he would wreck the business if he did. They quarreled and quarreled, until finally the father fired both his wife and his son! He told a friend that he would have gone either bankrupt or crazy if he hadn't.

Just on principle, I think it's not a good plan to mix family and business. I know my father doesn't care to have his relations working for him. And it is up to those that do try harder than the other employees to make good. Instead of being jealous of me when I went into our business, I think the other men in the company pitied me. They knew I wouldn't have it "soft" from my father—and I haven't. But he has been mighty square to me.

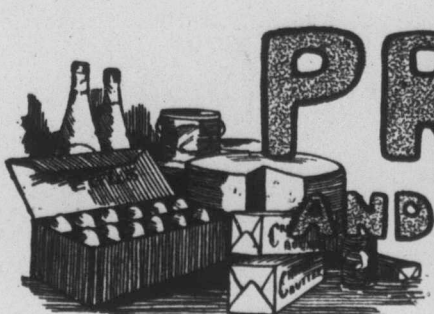
Edison's Honor Code

Of course I think he is the finest boss in the world. For one thing, I have never known him to do a dishonorable thing. I have even known him to do things that seemed foolish to me, at the time, in living up to his word or to a contract. For instance, a year or two ago we contracted to sell some materials to a firm at a certain price. Before we could deliver the goods prices rose enormously. So much so, in fact, that the buyers themselves realized that we would lose money, and offered to pay a higher figure. I was all for accepting their offer. But was my father willing? I should say not! He said to us:

"A contract is a contract and must be lived up to. Even from the point of view of straight business, it pays in the end." My father was right, as usual. Some time after we had fulfilled our contract about that one sale, the same thing happened again. But this time we were purchasing the materials of the same firm to which we had been selling goods before. We offered, as they had, to release them from the terms of the contract, and they, in turn, declined to take advantage of the offer. This happened three times. So that, quite apart from the ethics of the thing, it was good business, just as Father had said.

Father hates deception or cheating, anyway. He was trying to buy a certain piece of real estate one time, working through an agent, of course. One night when we were at dinner the agent came in, quite excited, to tell Father he had discovered that the land belonged to a widow who was sick and who had no idea of its value. He said he thought he could get it for a song. When he had finished my father said angrily:

"You pay that woman every cent the land is worth! And if I ever catch you trying to cheat anybody out of his rights, I'm through with you for life!"



PRODUCE AND PROVISIONS

Pork and Bacon Embargo Lifted

May Now Give Free Rein to Passion for Pork—England and Allies Well Supplied at Moment—Heavy Demand Now and Light Production—No Decline in Prices in Sight

THE embargo that has lasted for a goodly number of months now, that made pork and bacon a thing not to be thought of on several days of the week, is once more a thing of the past. It is possible now, whenever the heart yearns for a dish of ham and eggs to go into any restaurant and order it without the hang-dog feeling of the malefactor. The Canada Food Board has definitely let down the bars, and nothing pertaining to the pig is at present forbidden.

The reason for this definite change of policy is that the supplies that have been piling up in England and the allied countries have reached such a safe margin that there is no further demand at the moment.

The measures of conservation and increased production that were inaugurated some time ago have proved more than successful, so much so that Canada's export of pork products alone have exceeded by a margin of 25,000,000 over a five-year pre-war average. The simple fact of the matter is therefore that there is no further need for saving this particular product at the moment, and therefore the people at home may now give free rein to their appetites for pork.

A Period of Heavy Consumption

At present Canada is facing a period of heavy consumption in this line. This is always the case at this time of the year. The warm weather induces a demand for pork products at this time much in excess of the demand at other times of the year. It is a fortunate chance therefore that permitted the withdrawal of the embargo just at this time.

Production Unusually Light

While this is a time of heavy consumption, it is unfortunately true also that at the present time there is a very low production, in both Canada and the United States. Hogs are very scarce, and probably will be until the late Fall. What little is offering is bringing high prices, advances having been registered even within the course of the past few days, even while Allied buying has been cut to very narrow limits.

There has been a suspicion that this

change in conditions might have been occasioned by the difficulty of financing this industry. This is not the case, however. The Allied Governments have been in the market for everything offering, until the surplus piled up and had reached such proportions that fur-

ther buying became unnecessary for the moment.

With the light production, however, and the heavy demand, there is little likelihood of it being possible to pile up any surplus of production at this time and it is probable that by the time when hog production is back to normal again that the Allied Governments will once again be in the market.

This would seem to preclude the possibility of any great decline in pork produce even though the largest buyer is for the moment off the market.

The Art of Grading Beef

Interesting and Useful Information Concerning the Nature and Grades of Various Cuts

From "The Packer"—Published by the Wm. Davies Company.

In order for the retail butcher to buy meat intelligently and to the best possible advantage both to himself and to that of the customers he is in business to serve, it is essential that he be familiar with the nature and grades of the various cuts he sells—especially with regard to the relative proportions of lean meat, fat and bone which each cut contains.

The majority of experienced butchers are, no doubt, acquainted with this information, but for the benefit of those who have not had so favorable an opportunity of familiarizing themselves with the different grades of meat they are called upon to handle, we append a few interesting pointers which we trust may prove helpful.

Facts to Be Considered

In grading any wholesale cut of meat there are three factors which must be taken into careful consideration. These are—thickness, covering, quality and weight.

The thickness of lean meat is one of the first factors in judging the merit of any cut. The majority of your customers demand lean meat, particularly when buying steaks or roasts, and as a result of this demand it necessarily follows that meat which shows a good thickness of lean flesh commands a better price in the market than any other. The depth of lean flesh generally indicates the particular class from which a cut is made—especially in distinguishing steers from cows. The shape and general appearance of a cut are also very largely determined by its thick-

ness or depth of lean flesh meat. Thick-meated loin and ribs, and full compact rounds and chucks are very desirable. Only by cutting can this thickness be revealed. An uncut side will often mislead even an expert with regard to the actual thickness of the flesh.

The next factor is covering or depth of fat. This—particularly in connection with the prime cuts, such as ribs and loins—is very important if you are catering to a class of trade that demands quality. It is, in fact, only possible to secure the finest quality of lean meat in the prime cuts of the carcass when the outer covering of fat is fairly liberal. Lower grades of beef are, as a rule, but indifferently covered in fat, and in some of the very cheap grades it is not by any means uncommon to see ribs and loins almost destitute of fat. Perfect finish is distinguished by a smooth covering of firm white fat over the entire carcasses, the greatest depth being along the back, but not excessive in any one part.

Quality is that determining factor in grading beef which includes form, thickness and finish. It comprises the grain and firmness of the lean flesh, the "marbling"—that is to say, the distribution of fat throughout the lean—and the proportion of bone or other waste in the cut.

Fine Fibre Grain the Best

The grain of the best meat is fine in fibre and texture and the surface of the cut has a smooth, "velvety" appearance and touch, while a cut from

poor grade of beef is stringy and coarse.

The distribution of fat and lean throughout a cut—more especially in ribs and loins—makes a great deal of difference in its tenderness, the presence of a fairly liberal proportion of fat throughout the lean affording an added tenderness, flavor and juiciness to the meat when roasted. While all good beef has a certain softness and elasticity of texture it must never be "flabby." There should be that firmness of substance which is an indication of tenderness and maturity.

The quality of bone denotes to some extent the age and quality of the flesh of a carcass. The harder and more brittle the bones the older the animal.

Weight is one of the principal factors in grading beef. It is generally agreed that the heavier carcasses are, as a rule, superior in form, thickness, finish and all-round quality than are those of lighter weight. While, in the retail market, the better grades of beef are chiefly composed of heavy cuts, a light cut may grade No. 1 provided it conforms with all other requirements of that particular grade. So, also, a heavy cut which shows a deficiency in quality, may sometimes be put into No. 2, or even No. 3 grade.

While all these factors are important in the grading of beef, in the higher grades finish is particularly essential. Thickness, quality and form (the shape or "build" of a carcass or side), are of about equal importance one with an-

other. In the medium or lower grades the question of finish is not so necessary a factor as thickness of lean flesh and form. Weight and soundness are more important in the higher grades than in the lower.

MICHIGAN'S GREAT BEAN PROMISE

Michigan's bean crop this year is expected to reach 6,000,000 bushels—just double last year's crop, states Kenneth Phillips Kimball, of Detroit, a member of the United States food administration, and director of the nation's bean crop, who has just completed a survey of crop conditions, and all other phases of the bean industry in the state. He visited all the principal bean growing districts and elevator points throughout Michigan.

OVER A MILLION ACRES IN RICE

For the first time in the history of the United States rice is growing on more than one million acres, according to the preliminary acreage estimate for 1918, completed by the Southern Rice Growers' Association. The acreage is distributed as follows:

Louisiana, 573,108; Texas, 244,103; Arkansas, 167,911; Carolina, Georgia, Florida, Alabama, and Mississippi, 8,000; California, 120,000. This indicates an increase of 15.8 per cent. when compared with the acreage for 1917, which was 961,075. This year the acreage for Louisiana, Arkansas and

Texas is 985,122, or 24,047 greater than for the United States in 1917.

The general condition of the crop is excellent, the estimate reports. Some of the Texas crop is threatened by salt water, but the situation is not nearly as trying on that account as it was at this time last year.

The United States acreage is divided as follows: Honduras, 141,704; Blue Rose, 516,043; Japan, 163,102; Louisiana Pearl, 103,636; Early Prolific, 117,846; Carolina, 54,282; Edith, 15,963. Total, 1,113,122 acres.

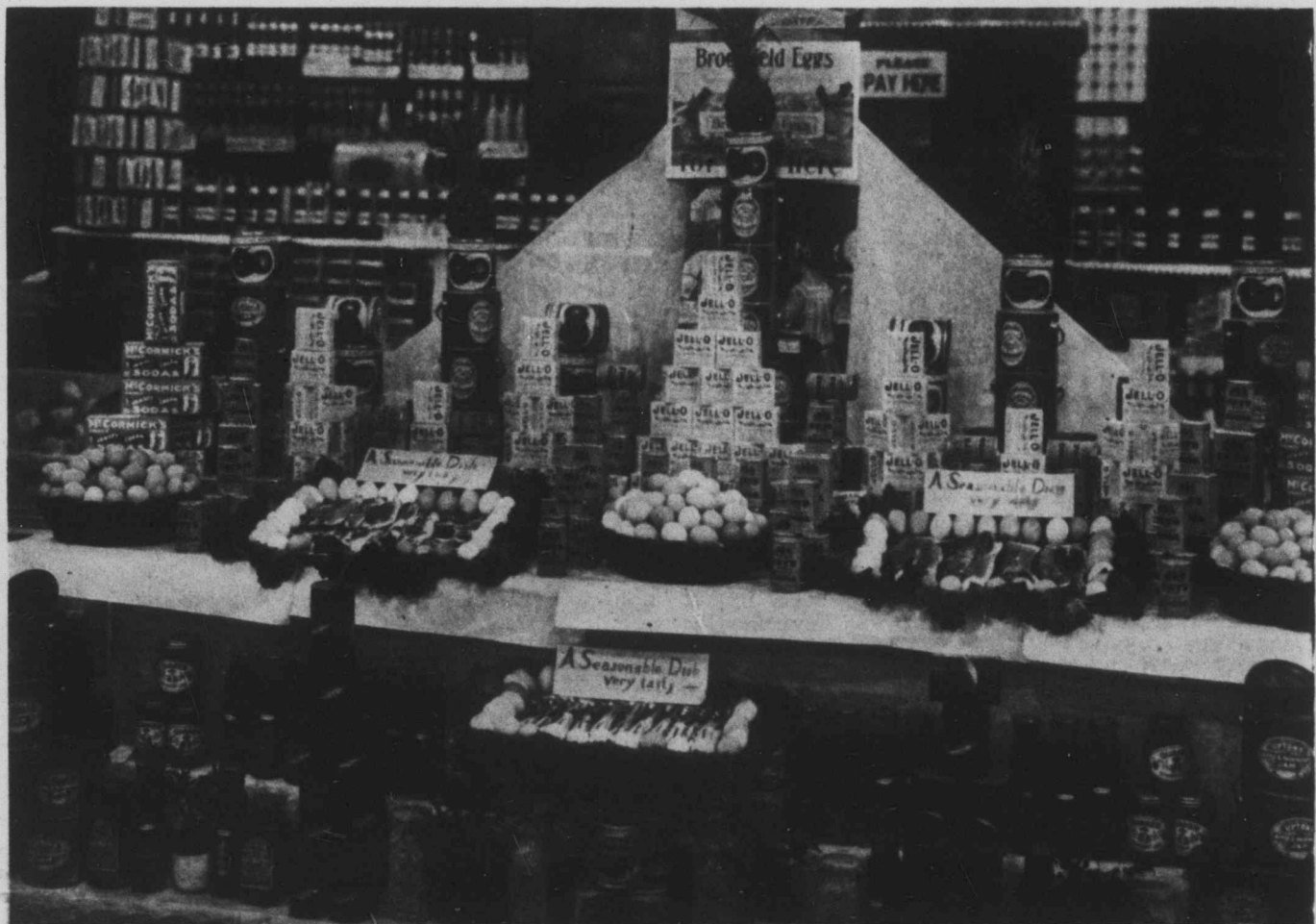
CORN AND TOBACCO DISTRICT SUFFERS FROM LACK OF RAIN

Rain is urgently needed in Kent and Essex Counties, as both the corn and tobacco crop is beginning to show serious signs of suffering from the prolonged drouth.

For nearly six weeks not a drop of moisture has fallen, and farmers are being obliged to haul water to keep their plants from burning up. The tobacco had a fine start, but is beginning to wilt under the burning sun and hot winds.

HE KNEW HIS LINE

"Now," said the colonel, looking along the line of recruits, "I want a good smart bugler." At that, out stepped a dilapidated fellow who had a thick stubble of black beard. "What!" said the colonel, eyeing him up and down. "Are you a bugler?" "Oh bugler," said he; "I thought you said burglar."



A Produce Window that might be used to advance now that the restriction in the use of bacon has been withdrawn.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

HIGHER prices reached towards the end of last week were maintained early this week on live hogs of \$20 per cwt., fed and watered. The run is light, and buyers are picking offerings quickly.

Indications are that the removal of restrictions on the use of pork and bacon has exercised an influence for good on the demand for those lines. Cooked meats reveal a firmer tendency, and backs are very strongly held.

Butter shows an easier buying tendency, though this is not reflected in prices to the trade. The supply is falling off slightly, while the demand continues good. A very good demand for margarine is reported, due, it is thought, to high prices ruling on butter.

Eggs are in very good demand, and supplies reaching the market are quickly absorbed. Prices are 1c lower in the country, but the heavy shrinkage now, due to extreme hot weather, will serve to keep prices to the trade firm.

is having a noticeable effect in the quotations. For while it is still a fact that supplies are picked up quite promptly an easier feeling is developing and creamery is down one cent. on prints and also for solids. There is a great lot of butter in store, the returns showing that no less than 127,497 packages were held in Montreal on August 1st as compared with 99,275 on August 1st, 1917. Outside buyers were in the market last week and this resulted in a better maintenance of prices, some think, than would otherwise have obtained. As an indication of the large amount of butter coming to Montreal this year, 41,748 packages more were received from May 1st to August 1st than in the same period of 1917. With some country boards showing a lower range of prices last week it is probable that there may still be a further reduction, if the production is maintained.

Butter—

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

Hogs Higher Again Cured Meat Firm

Montreal.

PROVISIONS.—The usual amount of trade obtains for cured and cooked meats. It is better, as a matter of fact, than some past seasons have shown and a large output to the camping resort element has been maintained. Prices have made no change during the week but there has been a continued maintenance of these and it would not come as a great surprise if some changes were made. Receipts of hogs by the abattoirs have been very good and the prices have again advanced. According to quality the range for live hogs was from \$20.50 to \$21, while dressed hogs are also advanced and range from \$30 to \$30.50 per hundredweight.

Hogs, dressed—		
Abattoir, killed, small	30 00	30 50
Do., heavy, 225-275 lbs.	27 50	28 00
Hogs, live	20 50	21 00
Hams—		
Medium, smoked, per lb.	0 37	0 38
Large, per lb.	0 35	0 36
Backs—		
Plain	0 42½	0 43½
Boneless, per lb.	0 45½	0 46½
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 52
Hams, roast, per lb.	0 52	0 52
Shoulders, boiled, per lb.	0 46	0 46
Shoulders, roast, per lb.	0 48	0 48
Barrel Pork—		
Canadian short cut (bbl.)	\$58 00	
Clear fat backs (bbl.)	60 00	
Short cut clear pork (bbl.)	58 00	
Heavy mess pork (bbl.)	55 00	
Bean pork (bbl.)	54 00	

Lard Very Firmly Held; Sales are Fair

Montreal.

LARD.—There is some trading in lard, but this is not larger than usually obtains in midsummer. Dealers are

naturally not stocking up heavily and buy frequently, rather than carry large stocks. The tone of the market is one of much firmness, although quotations have held without change of any kind.

Lard, Pure—

Tierces, 400 lbs., per lb.	0 31½
Tubs, 60 lbs.	0 32
Pails	0 32½
Bricks, 1 lb., per lb.	0 33½

Shortening Prices Hold But Trading Limited

Montreal.

SHORTENING.—Nothing more than a limited interest is manifest for shortening. This is the usual condition in August. Prices are held on an unchanged basis with the tendencies quite firm, but more activity is desired in the matter of trading.

Shortening—

Tierces, 400 lbs., per lb.	0 25½
Tubs, 50 lbs.	0 26½
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

Manufacturers Deliver Margarine More Often

Montreal.

MARGARINE.—Jobbers have a frequent demand for margarine, but their orders from the retail trade are usually of smaller proportions than in the cool weather. The manufacturer, carrying stocks under the best of storage conditions, is able to make frequent delivery to the produce man and he, in turn, supplies the retail trade oftener. The market is without change of any kind.

Margarine—

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

Slightly Easier Tone in Creamery Butter

Montreal.

BUTTER.—It would seem that the accumulation of large butter stocks here

Receipts of Cheese Have Kept Up Well

Montreal.

CHEESE.—While the amount of cheese coming into Montreal does not show an increase of great proportions over those of last year, there is a maintenance of delivery to keep pace with that of last year. The figures for 1917 have been surpassed by 5,727 boxes, up to August 3rd, 867,724 boxes of cheese being recorded as received here. As far as trade goes this is fair, and the prices are steady but without change.

Cheese—

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

Egg Production Falls But Consumption Large

Montreal.

EGGS.—The demand for eggs this season has been very heavy all through. As a consequence supplies have been more generally absorbed than usual and storage stocks are not considered heavy. A great many western eggs found their way to this market, but the recent heat has had a deteriorating effect upon them as delivery could not be made quickly enough to offset the effect of such weather conditions. It is stated that export will not be permitted by regular dealers but that a commission will probably be appointed to undertake shipment of any stocks that may be available for export overseas. Comparing receipts with those of 1917 from May 1st to date the receipts for 1918 are 21,560 cases less. With such an active local and outside demand it is not to

be wondered at that the market is steady and firm.

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

Broiler Prices Lower; Heavy Poultry Demand

Montreal.

POULTRY.—The steadiness of demand for poultry is still manifest. As a matter of fact there continues to be a heavier demand than the produce men can supply. In view of the fact that regulations do not permit storage before September, prices on broilers are weaker, 43c being the top range, instead of 45c. A large produce dealer informed CANADIAN GROCER that there was now no shipment of poultry by the carload, as in previous years, particularly in young chickens. The local demand is even greater than can be supplied, without considering outside needs at all. Most prices are firmly maintained.

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

Swordfish on Market; Fish Markets Quieter

Montreal.

FISH.—This is probably the very quietest season for the fish business, although this year is somewhat different from past ones. It is largely a matter now of maintaining stock to meet the requirements of the consumer. Swordfish have arrived and are high in price, selling at 22 and 23 cents per pound. These are quite popular and the same are said to be superior to halibut in the opinion of users. Their season is a short one. Fresh haddock supply is limited. Cod are in fairly good supply, while lake fish and brook trout are scarce. Many of the local fish men are taking interest this week in the big annual convention being held in Halifax.

SMOKED FISH.		
Haddies (fresh cured)	0 12	0 13
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 22	0 24
Smoked cod		0 12
Bloaters, per box 60/100	1 50	1 75
Kippers, per box 40/50	1 75	2 40

SALTED AND PICKLED FISH.		
Haddock (per bbl.), 200 lbs.	12 00	
Herring (Labrador), per bbl.	12 00	12 50
Herring (Labrador), ½ bbls.		6 75
Herring, No. 1 lake (100-lb. keg)		5 25
Salmon (Labrador) per bbl.	25 00	29 00
Do., tierces		35 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	19 00	20 00
Sea trout (½ bbls.)	10 00	10 50
Green Cod, No. 1, per bbl. (med.)		15 00
Green Cod (large bbl.)		16 00
Green Cod (small), bbl.		12 00
Mackerel, No. 1, per bbl.		26 00
Mackerel (½ bbls.)		13 50
Codfish (skinless), 100-lb. box		12 50
Codfish 9-lb. blocks (24-lb. case)		0 17
Codfish (Skinless), blk. "Ivory" Brd., lb.		0 15
Codfish boneless, lb. (according to package)	0 14	0 18
Codfish, Shredded, 12-lb. box		2 20
Eels, salted	0 11	0 12

Pickled turbot, new, bbls.	14 00	15 00
Do., half barrels	7 50	8 00
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)		0 17
Cod, dry (bundles)		12 00

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 35
Prawns, lb.	0 30
Shrimps, lb.	0 30
Scallops, per gallon	4 00

OYSTERS—		
Ordinary, gal.	2 50	
Cape Cod shell oysters, bbl.	14 00	
5 gal. (wine) cans	12 50	
1 gal. (wine) cans	2 25	
Oyster pails (pints), 100	1 50	
Oyster pails (quarts), 100	2 10	
Clams, med., bbl.	10 00	

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09
Herring, frozen lake, lb.	0 07
Halibut	0 19 0 20
Halibut (medium)	20
Haddock	0 07 0 09
Mackerel	0 12 0 13
Cod—Toms	3 00
Cod steak, fancy, lb.	09½ 10
Salmon, Red	0 19 0 20
Salmon, pale	14½ 15
Salmon, Gaspe	26
Swordfish	0 22 0 23

FRESH FROZEN LAKE FISH

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

FRESH FISH

Barbotte	0 14	0 15
Haddock	0 07	0 08
Steak oed	0 09	0 10
Market cod	0 06½	0 07
Carp	0 09	0 10
Core	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 38	0 40
Pike	0 12	0 13
B.C. Salmon	0 25	0 26
Salmon (Gaspe)	0 24	0 25
Gasnereaux, lb.		0 06
Gasnereaux, each		0 04½
Gasnereaux herring (100)		4 00
Western Halibut	0 24	0 25
Eastern Halibut (chicken)		0 23
Eastern Halibut (med.)		0 25
Flounders	0 09	0 10
Perch		0 09
Rullheads		0 15
Whitefish	0 19	0 20
Whitefish (small)	0 10	0 12
Eels		0 15
Mackerel, lb.	0 18	0 14
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 1 large		0 24
Shad	0 15	0 16

Cooked Hams Up; Demand Improving

Toronto.

PROVISIONS.—The price early last week of \$19 for live hogs, fed and watered, was shattered towards the end of the week and a \$20 level reached in a series of sharp advances. The price of \$20 started off strong this week and the very firm undertone to the market may mean further advances though the feeling prevails that present basis will be maintained.

Cooked hams are again on the upward trend, boiled selling up to 53c-55c per pound, while roast are quoted as high as 54½c. Back bacon is very firm and that higher levels may be reached is freely hinted at.

The removal of restrictions on the use of pork and bacon has already made itself felt in an improved demand. It is expected trade will show a brisker tone right along.

HAMS—		
Medium	0 37	0 39
Large, per lb.	0 34	0 35
BACKS—		
Plain	0 44	0 46
Trimmed, with rib in		0 47
Boneless, per lb.	0 48	0 50

Bacon—		
Breakfast, per lb.	0 39	0 44
Roll, per lb.		0 34
Wiltshire (smoked sides), lb.	0 37½	0 39

Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.		0 28½
Fat backs	0 32	0 34

Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 52½	0 54½
Shoulders, roast, without dressing, per lb.	0 47	0 49

Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	60 00	62 00
Pickled rolls, bbl., 200 lb.	57 00	59 00

Hogs—		
Dressed, 70-100 lbs. weight	28 00	29 00
Live, off cars		20 25
Live, fed and watered		20 00
Live, f.o.b.		19 25

Firm Undertone to Lard; Fair Demand

Toronto.

LARD.—A very firm undertone to the market is noticeable and prices are being steadily maintained. A steadily improved demand is looked for with the passing of the month of August and no lower scale of quotations expected. Supplies are equal to present demands. Today's prices follow:

Lard, pure, tierces, 400 lbs., lb.	0 30	0 030½
In 60-lb. tubs, ¼-½c higher than tierces.		
pails ¼-¾c higher than tierces, and 1-lb. prints.		1¼-1½c higher than tierces.

Shortening Holds Firm and Unchanged

Toronto.

SHORTENING.—The market holds firm and unchanged. An improved demand is manifest and it is expected sales will continue to come along in greater volume. Prices hold at figures given herewith:

Shortening, tierces, 400 lbs., lb.	0 25½	0 26
In 60-lb. tubs, ¼-½c higher than tierces;		
pails, ½-¾c higher than tierces, and 1-lb prints.		1¼-1½c higher than tierces.

Sales Satisfactory For Margarine

Toronto.

MARGARINE.—The high price of butter is given as a reason for the present brisk demand for margarine. Dealers generally report sales as very satisfactory and prices are holding at unchanged figures.

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

Butter Supply Falling Off; Easier Buying

Toronto.

BUTTER.—The extreme hot weather has resulted in a falling off of butter supplies though a very satisfactory demand for creamery continues to manifest

itself. Buying prices are down one cent per pound in some quarters, but this has not had any effect on selling prices to the trade as yet. Indications are that there is little doing in dairy butter at present. To-day's quotations follow:

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

Demand and Supply About on Par; Lower Buying

Toronto.

EGGS.—Very good supplies are available, at least sufficient to take care of the demand which is reported fair. Prices in the country have declined one cent per dozen but owing to the heavy shrinkage due to very hot weather this is not likely to have any bearing on selling prices to the trade. Quotations remain unchanged as follows:

Eggs—		
New-laid, in cartons	0 52	0 54
Do., No. 1, dozen	0 48	0 50

Position of Cheese Remains Unchanged

Toronto.

CHEESE.—The position of cheese is an unchanged one. A very good sale is reported and supplies are arriving in liberal quantities. Prices remain steady as follows:

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

Fowl and Ducks Show Firming Tendency

Toronto.

POULTRY.—An advance in both buying and selling prices on fowl and ducks is reported in some quarters. A heavy demand has been manifest with supplies falling short of requirements. The movement of other lines is rather dull with only a fair volume of trading being done. Prices are given as follows:

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$0 16-\$	\$—-\$
Duckling	0 25-	
Turkeys	0 25-0 28	0 20-0 35
Roosters	0 16	
Hens, over 5 lbs.	0 25-0 27	0 31-0 32
Hens, under 5 lbs.	0 20-0 24	0 27-0 29
Chickens, Spring, 2 lbs. or over	0 30-0 32	
Squabs, dozen	4 50	
Prices quoted to retail trade:		
Hens	0 28	0 33
Chickens, Spring	0 40	0 50
Ducklings	0 40	0 40
Turkeys	0 36	0 40

Haddock Go Higher Demand is Good

Toronto.

FISH.—An advance of one cent per pound in price on haddock is reported bringing price up to eight cents per pound. Sales on all lines have been very well maintained and the usual hot weather decline in the demand has not been as

apparent as in former years. Supplies of sea fish so far have been ample but some doubt as to what the next week or two may bring forth is expressed owing to the activity of the sub along Canadian shores.

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 10
Cod, steak, lb.	0 09½	0 10
Do., market, headless, lb.	0 07½	0 08
Do., heads on	0 07	0 07½
Flounders, lb.	0 08	0 10
Flukes	0 15	0 15
Halibut, medium, lb.	0 21	0 22
Do., chicken, lb.	0 20	0 21
Do., large	0 20	0 21
Haddock, heads on, lb.	0 08	0 08
Plaice, dressed, lb.	0 10	0 10
Soles, dressed, lb.	0 10	0 10
Salmon, Red Spring, lb.	0 25	0 25
Do., Restigouche, lb.	0 22	0 22
Do., Saguenay, lb.	0 25	0 25

FRESH LAKE FISH

Herring, dressed, lb.	0 09	0 10
Trout, lb.	0 15	0 16
Whitefish, lb.	0 14	0 15
Frog's Legs, lb.	0 50	0 50

FISH FOR QUEBEC

The Canadian Government Railways state that they would be willing to run a special refrigerator car from Mulgrave and Halifax to Quebec every week providing 10,000 pounds gross weight, or more, were loaded. Experience with these refrigerator cars shows that by using this service regularly fish can be brought to Quebec in first-class condition. Refrigerator cars of fresh fish to Montreal and Toronto move every week; the cars are iced to full capacity at shipping points, and there have been no complaints on the condition of the fish up to the present.

This ruling is a special favor to Quebec consumers for the allocation of a car for only 10,000 pound weight of fish and should result in a regular supply reaching Quebec from the Maritime shore.

OLIVE CROP IN WESTERN GREECE

"Reports indicate that throughout the olive-producing districts the trees have flowered heavily and that the young fruit has set well," states the American consul at Patras, Greece. "It is too early to make any definite estimate of the coming crop; but if the weather is even fairly favorable through the summer it is estimated that the olive crop will be considerably heavier than in 1917. There is a great scarcity of olive oil on the domestic market, despite the fair olive crop of 1917, with consequent high prices. The ordinary grade of olive oil, which sold on the wholesale market in 1916 for 15 cents a pound and in 1917 for 24 cents a pound, is now 31 cents a pound wholesale, and practically none offering."

HEN WILL COME INTO HER OWN

According to Edward Brown, F.L.S., the noted English poultry authority, the war will give a great impetus to the poultry industry. During his recent visit to Missouri he expressed the firm conviction that the future holds great possibilities for the poultry keepers of the Central West. In Belgium, Germany,

Russia, Northern Italy, Holland and Denmark poultry has almost entirely disappeared as a result of war conditions. When peace is declared the hen will be one of the most important animals in restoring the devastated countries, and there is certain to be a great demand for poultry and eggs.

MONTREAL TO SELL EGGS BY WEIGHT

If the intentions of a Montreal alderman are carried out, Montreal grocers and other produce retailers will have to sell eggs by weight. Such is the purport of a by-law introduced last week for consideration of the council.

The council, however, is not likely to get this through without opposition, if they get it through at all. For there are many in the trade who will oppose the measure from various angles and CANADIAN GROCER is informed that representations will be made to show why the prospective legislation will not be workable.

Said one produce man:—"The proposal would not be so bad if it were made to apply all over Canada. Buying eggs, as we do, in the Western provinces often, it would be difficult to purchase them by the case and sell them by weight. Then again, eggs put into storage shrink some, no matter how choice they are and it would mean that, if the wholesale jobber was required to sell by weight he would undoubtedly stand to lose. Especially would this be the case with stock that was bought the past season."

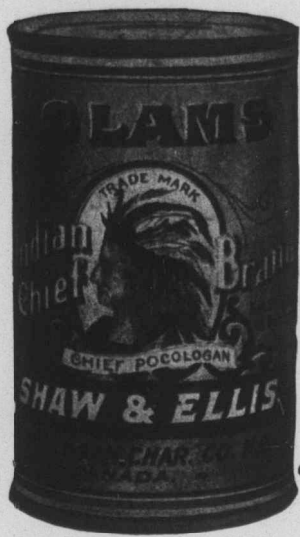
Another large produce man expressed his opinion that before any such measure was introduced the trade should be asked to present their case. He is sure that the best of argument could be brought forward to show that this action would be ill-advised.

The matter is yet in its initial stage and the development will be watched with interest. It is very probable that the measure will be made to include various vegetables.

MERCHANTS OF BORDER CITIES OF WINDSOR, WALKERVILLE AND SANDWICH PULL FLAX

More than two hundred members of the Retail Merchants' Association and the Border Manufacturers' Association spent the greater part of last evening pulling flax on the farm of the latter organization. Immediately following the meeting of the merchants, a large number drove out to the farm where the manufacturers were already at work.

Many who went out on this occasion did so with the object of seeing what the manufacturers were doing. They went to watch, but remained to work, as they were persuaded that it was time to get busy. President Geo. Peacock, of the farming association, provided ice cream for the workers.



Your customers will appreciate a sensible and delicious meat substitute like

“INDIAN CHIEF” BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big Summer fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, - Pocologan, N. B.

Perishables are always saleable when displayed in the “Arctic”



Saleable because they are always fresh and sweet and tempting looking and because the “Arctic” displays them in a way that prompts the housewife to buy quickly and to buy often.

And, withal, the ice consumption is the lowest consistent with absolute security.

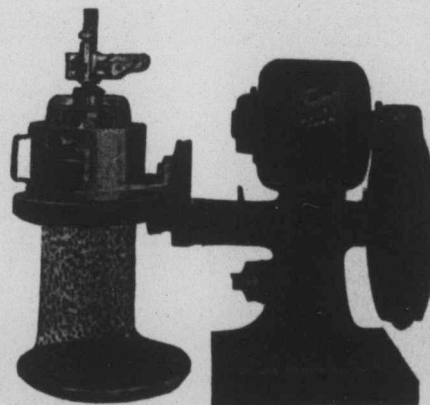
The Arctic catalog pictures and describes the different models in detail. May we send you a copy?

JOHN HILLOCK & CO., LTD.
TORONTO

HELP WIN THE WAR

with

Freeman's Green Bone Cutter



By raising chickens and feeding them GREEN CUT BONE to make them lay eggs. The sale of GREEN CUT BONE is a paying proposition to thrifty merchants. The demand is large for these goods in city and country places.

BONE CUTTER ATTACHMENT fixed to a FREEMAN No. 40 CHOPPER A USEFUL store FIXTURE.

Write for Catalogue and Price List

Manufactured by

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

Representatives:

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547

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

DAVIES JELLIED
PORK TONGUE



In 6 lb. Open
Tins

Tasty All-Meat Delicacies that make your counter tempting and keep your cash register on the go.

HAVE a "Cold Luncheon" Counter—and feature *Davies Cooked and Jellied Meats*.

These are just the "ready to serve" products the housewife is looking for. You *can't* offer a more appropriate line of summer season delicacies.

For the table—the summer cottage—the motor trip—the picnic party—*Davies Cooked and Jellied Meats* are just the thing for dainty dishes and tasty sandwiches.

Let us send you a trial order of these delicious cooked meats—just to prove to you what splendid sellers they are.

Light, nutritious, and *economical* because there's *no waste*. Every slice is saleable and good. Ask our Traveller, or send us your order by mail **TO-DAY**. *NOW'S the season!*

Davies Pork Tongue

Davies Roast Pork

Davies Cooked Pressed Pork

Davies Pork and Tongue

Davies Jellied Hocks

Davies Jellied Pork

Davies Ox Tongue

Davies Headcheese

(All sold in 6 lb. open Tins.)

THE DAVIES COMPANY
WILLIAM DAVIES LIMITED

MONTREAL

TORONTO

HAMILTON

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

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

Quality did it

The big sales that everywhere result from a display of

Brunswick Brand Sea Foods

is a sure indication that the public appreciate our high standard of quality.

By carefully selecting, packing and hermetically sealing only the choicest of the season's catch, we positively eliminate any risk of dissatisfaction. This is a big advantage to the dealer, as it guarantees customer satisfaction, and a satisfied customer means bigger business and growing profits.

Tell your wholesaler to make that next order "Brunswick Brand."



One of the Six
Brunswick Brand Sellers

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

RELEG

Pronounce "REAL EGG"

Every Housewife wants it

RELEG is an inexpensive baking ingredient that gives results equal in every respect to high-priced fresh eggs.



Show RELEG in your displays. Help the housewife cut the cost of living by suggesting this dependable Egg substitute.

Order a trial supply and show it in your displays.

RELEG COMPANY, Regd.

34 King Street, Quebec, Canada

HEINZ

Canadian-American Food Products

57 VARIETIES

Canadian Factory,
Leamington, Ont.

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Pittsburgh, U.S.A.

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TORONTO MONTREAL

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The A. Macdonald Co.
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Kelly, Douglas & Co.
Kelly, Douglas & Co.

The Stoneware Trade of Canada! Let's Introduce Ourselves



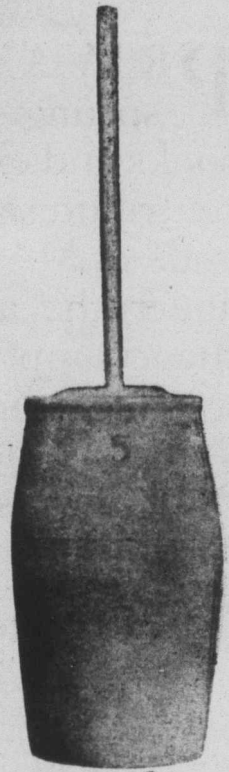
Stoneware Buyers of Canada! We solicit your patronage and acquaintance, knowing we can supply your needs more satisfactorily, at the same time affording a bigger saving to your customer and bigger profits to you.

Medalta Stoneware is a superior line of stoneware, made from Canadian Clay by Canadian workmen. In many cases you will find Medalta prices lower than inferior lines now imported.

Get our prices on Jugs, Churns, Water Coolers, Butter Crocks, etc.

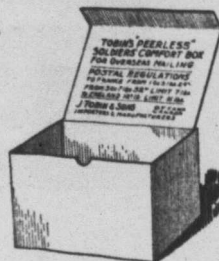


Medalta Stoneware, Ltd.
Medicine Hat : Alberta



Tobin's "Peerless" Soldiers' Comfort Boxes

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

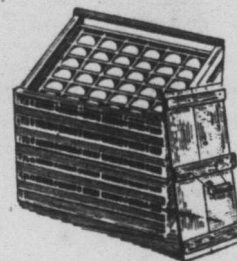


J. TOBIN & SONS (Sons on Active Service)
Ottawa, Canada

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

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

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

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

CANNING SHOOKS

ON HAND

Write or wire for prices.

W.C. Edwards & Co., Limited
OTTAWA, ONTARIO

Salesmen Wanted

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

"You Will Yet Be Glad"

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

Private Peat is only One of Many Features

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

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

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

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

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

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



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

AUGUST MACLEAN'S

"Canada's National Magazine"

At All News Stands

- -

20 Cents

Looking for a Man?

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

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

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

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

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

Your Questions Answered

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

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

Have you read page
56? It will interest
you.

Foreign and Domestic
FRUITS
• AND
VEGETABLES

BUTTER
AND
EGGS


For Fall Delivery

Get in touch with us to-day

Lemon Bros.
OWEN SOUND, ONT.

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

OAKEY'S
KNIFE
POLISH



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

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Toronto, and J. E. Huxley & Co., 220
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FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

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

SOLE AGENTS FOR CANADA

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



Custard that Compels Custom

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

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

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

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

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

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



QUOTATIONS FOR PROPRIETARY ARTICLES
SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

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

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

JAMS

DOMINION CANNERS, LTD.

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

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

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

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

BAKED BEANS WITH PORK

Brands—Canada First, Stmce Quaker

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz. Tomato or Chili Sauce	1 65
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.85 doz.; Family, Tomato Sauce, \$2.90 doz.; Family, Chili Sauce, \$2.95 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

Per doz

Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum 2 doz. in case	2 75
2's Tin, 2 doz. per case	2 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
80's Tin or Wood, one pail crate, per lb.	0 10

BLUE

Keen's Oxford, per lb.	0 22
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE THE COWAN CO., LTD. COCOA

COCOA—

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, 1/4-lb. tins, doz.	2 45
Perfection, 1/2-lb. tins, doz.	1 95
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	87
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	36
Supreme Chocolate, 10c size, 2 doz. box, per doz.	90
Perfection chocolate, 10c size, 2 doz. in box, per doz.	90

SWEET CHOCOLATE— Per lb.

Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 30
Diamond Chocolate, 7's, 4-lb. boxes	1 1'
Diamond, 6-lb. boxes	30
Diamond, 1/4s, 6-lb. boxes	0 30
CHOCOLATE CONFECTIONS—	
Per doz.	
Milk medallions, 5-lb. boxes	0 45
Nonpareil wafers, 5-lb. boxes	0 25
Chocolate Beans, 5-lb. boxes, per lb.	0 35
Chocolate Emblems, 5-lb. boxes, per lb.	0 35
Chocolate ginger, 5-lb. boxes	0 45
Milk chocolate wafers, 5-lb. boxes	0 30
Lunch bars, 5-lb. boxes	0 30
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Almond nut bars, 24 bars, per box	0 95
Maple Buds, 5c pkgs., 4 doz. in box, per doz.	1 30
Filbert Nut Bars, 24 in box, per box	0 90
Ginger Bars, 24 in box, per box	0 95
Pineapple Bars, 24 in box, per box	0 95
Regal Milk Chocolate Bars, 24 in box, per box	0 95
Puffed Rice Bars, 24 in box, per box	0 95
Queen's Dessert Bars, 24 in box, per box	0 95
Maple Leaf Bar, 24 in box, per box	0 95

BRISTOL, SOMERVILLE & CO.

(Formerly Geo. E. Bristol & Co.)

HAMILTON

Shipment, new pack, Choice Red Spring Salmon, 48 1-lb. tall tins, due in ten to fifteen days.

This is part of a limited early pack. Get your orders in for your summer trade before it is cleaned up. One-lb Red Salmon is almost unobtainable.

BRISTOL, SOMERVILLE & CO.

Canadian Food Control License No. 6-058

WHOLESALE GROCERS

On a busy Saturday night, which would you rather hand out - an explanation or Gold Dust?

MADE IN CANADA

THE N.E. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

Furnivall's

FINE FRUIT PURE JAM

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

The New Season's Pack

A stock of the New Season's Jams with the Furnivall label is your best means of increasing your jam sales as well as your profits.

Furnivall Jam sales are always repeats and the margin is good.

Prove it for yourself.

FURNIVALL-NEW, Limited
Hamilton, Canada

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

Short of Help? Too Bad!

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

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

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

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

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

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

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER
143-153 University Avenue
TORONTO

CALIFORNIA FRUIT CANNERS ASSOCIATION
CALIFORNIA RIPE OLIVES DEL MONTE BRAND

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

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

BORDEN MILK CO., LTD., CONDENSED MILK
Terms, net, 30 days.
Eagle Brand, each, 48 cans..\$8 75
Reindeer Brand each 48 cans. 8 45
Silver Cow, each 48 cans..... 7 90
Gold Seal Purity, each 48 cans 7 75
Mayflower Brand, each 48 cans 7 75
Challenge Clover Brand, each 48 cans 7 25

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

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

CARNATION MILK PRODUCTS CO., LTD.
All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK.

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.
Ready Lunch Beef—1s, \$4.45; 2s, \$9.45; 4s, \$18.90.
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 2s, \$9.90.
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Asst. Leaves—½s, \$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45.
Roast Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Jellied Veal—½s, \$2.90; 1s, \$4.45; 2s, \$9.

Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.
Stewed Kidney—1s, \$4.45; 2s, \$9.95.
Mince Collops—½s, \$1.95; 1s, \$3.75; 2s, \$6.95.
Sausage Meat—1s, \$4; 2s, \$7.75.
Corn Beef Hash—½s, \$1.95; 1s, \$3.70; 2s, \$5.45.
Beef Steak and Onion—½s, \$2.90; 1s, \$4.45; 2s, \$8.45.
Jellied Hocks—2s, \$9.95; 6s, \$29.80.
Irish Stew—1s, \$3.45; 2s, \$6.75.
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.
Boneless Chicken—½s, \$5.90; 1s, \$8.95.
Boneless Turkey—½s, \$5.90; 1s, \$8.95.
Ox Tongue—½s, \$3.85; 1s, \$7.95; 1½s, \$12.45; 2s, \$15.95; 2½s, \$17.50; 3½s, \$27; 6s, \$45.
Lunch Tongue—½s, \$3.45; 1s, \$6.75; 2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.55. With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.65; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$1.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s, \$2.95; 3s, talls, \$3.55; 6s, \$12; 12s, \$20.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 3s (talls), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s (talls), \$2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.65; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.85; 1s, \$2.50; 2s, \$4.80.
Tongue, Ham and Veal Pates—½s, \$2.25.
Ham and Veal Pates—½s, \$2.25.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—½s, 75c; 1½s, \$1.40.
Plum Pudding—½s, \$2.45.
Potted Beef Ham—½s, 75s; 1½s, \$1.40.
Beef—½s, 75c; 1½s, \$1.40.
Potted Tongue—½s, 75c; 1½s, \$1.40.
Potted Game (Venison)—½s, 75c.
Potted Veal—½s, 75c; 1½s, \$1.40.
Potted Meats (Assorted)—½s, 80c; 1½s, \$1.45.
Devilled Beef Ham—½s, 75c; 1½s, \$1.40.
Beef—½s, 75c; 1½s, \$1.40.
Devilled Tongue—½s, 75c; 1½s, \$1.40.
Veal—½s, 75c; 1½s, \$1.40.
Devilled Meats (Assorted)—½s, 80c; 1½s, \$1.45.

In Glass Goods
Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.
Ox Tongue—1½s, \$14.50; 2s, \$17.50.
Lunch Tongue—1s, \$9.95.
Sliced Smoked Beef—½s, \$1.75; 1½s, \$2.85; 1s, \$4.15.
Mince Meat—1s, \$3.45.
Potted Chicken—½s, \$2.35.
Ham—½s, \$2.35.
Tongue—½s, \$2.35.
Venison—½s, \$2.35.
Chicken Breast—½s, \$9.95.
Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.
Peanut Butter—½s, \$1.45; 1½s, \$1.95; 1s, \$2.45; in pails, 5s, 23c; 12s, 31c; 24s, 30c; 50s 30c.

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

Heavy arrivals this week of
California Bartlett Pears
California Elberta Peaches,
Plums, etc.

LOCAL FRUITS
Tomatoes and Canteloupes
Bananas, Oranges and
Lemons

WHITE & CO., LTD.
TORONTO
WHOLESALEERS OF GREEN FRUITS

**Leamington Tomatoes,
Georgia Elberta Peaches,
California Bartlett Pears,
Peaches and Plums,
California Canteloupes,
Oranges, Lemons,
Bananas, etc.**

We are headquarters for any of the above lines.

If interested, wire your order. Same will receive prompt attention.

McBRIDE BROS.
35 Church St. TORONTO

**Arrivals for This
Week**

1 Car California Bartlett Pears
1 Car Elberta Peaches, bus. bas.
1 Car California Late Valencia
Oranges

(Golden Orange Brand)

1 Car California Lemons
3 Cars Bananas

All Extra Fancy Quality.

Daily arrivals of all other kinds Domestic
Fruits and Vegetables.

Send us your orders. Same will have special
prompt attention.

The House of Quality.

HUGH WALKER & SON
Established 1861 Guelph, Ontario

California Fruit

Bartlett Pears, Peaches, Plums,
Malaga Grapes. Fresh arrivals daily.
Extra fancy quality.

LEMONS

California and Messinas

FRESH VEGETABLES

Tomatoes, Cucumbers, Celery, Cab-
bage, Beets, Carrots, etc.

Walla Walla Onions, 100-lb. Saxo-
line bags.

Everything in Fruit and Vegetables.

DUNCANS LIMITED
NORTH BAY, ONT.

Branches: SUDBURY COBALT TIMMINS

War Conditions

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

SPRATT'S DOG CAKES

*Poultry Foods, Canary
and Parrot Mixtures*

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

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

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

When in need of
Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

INDEX TO ADVERTISERS

A		L	
Acadia Sugar Refining Co., Ltd.	16	Lemon Bros.	47
Ackerman, H. W.	12	M	
Acme Vinegar Co.		Maclure, A. M., & Co.	11
Inside back cover		Mackay Co., Ltd., John	12
Anchor Cap & Closure Co.	5	Maclure & Langley	12
B		Magor, Son & Co., Ltd.	16
Bain, Donald H., Co.	11	Mann, C. A., & Co.	55
Benedict, F. L.	55	Marsh's Grape Juice	13
Borden Milk Co.	1	Marshall, H. D.	13
Bristol, Somerville & Co.	49	McBride Bros.	53
C		Millman, W. H., & Son	12
Campbell Flour Mills Co.	4	Miller Bros. Co.	45
Canadian Salt Co., Ltd.	52	Mathieu, J. L.	9
Canada Nut Co.	10	Medalta Stoneware Co., Ltd.	45
Canadian Milk Products Co.	9	N	
Charbonneau, Ltd.	14	Nagle, H., Co.	56
Clark, W., Ltd.	3	Norwegian Cannery	13
Cockburn, F. D., & Co.	10	Nutrient Food Co.	55
Connors Bros.	44	O	
Copeland & Sons, G.	9	Oakeys, John, & Sons, Ltd.	47
Coca Cola Co.	Back cover	Oury Miller Co.	48
D		P	
Davies, Wm., Co.	43	Patrick, W. G.	12
Duncans, Ltd.	53	Perry, H. L., & Co.	10
E		Pennock, H. J., & Co.	10
Eckhardt, H. P., & Co.	51	Pullan, E.	55
Edwards, W. C.	45	R	
El Roi-Tan, Ltd.	12	Releg Co., Ltd.	44
Elliott, W. F.	12	Rock City Tobacco Co.	4
Escott, W. H., Co.	11	Rose & Laflamme, Ltd.	13
Estabrooks, T. H., Co., Ltd.	15	S	
F		Sarnia Barrel Works	55
Fairbanks, N. K., Co., Ltd.	49	Scott-Bathgate Co., Ltd.	10
Freeman & Sheely	13	Shaw & Ellis	42
Freeman, The W. A., Co.	42	Spratts	54
Furnivall-New, Ltd.	49	Schofield & Beer	13
G		T	
Gaetz & Co.	13	Tobin, J., & Son	45
Genest, J. R.	13	Toronto Salt Works	55
Grant, C. H.	11	Toronto Pottery, Ltd.	15
Guelph Soap Co.	52	Trent Mfg. Co.	55
Griffin & Skelly	Front cover	Thompson, E. B.	55
H		V	
Hargraves, Canada, Ltd.	12	Vogans, Ltd.	55
Hart, C. B., Reg.	13	W	
Heinz, H. J., Co.	44	Wagstaffe, Ltd.	7
Hillock, John, Co.	42	Walker, Hugh, & Son	53
I		Watford Mfg. Co.	48
Imperial Extract Co.	14	Watson & Truesdale	11
Imperial Rice Milling Co.	9	Wethey, J. H., & Co.	15
Imperial Oil Co.	Inside front cover	White & Co.	53
J		Winnipeg Warehousing Co.	11
Japan Tea	8	Woods, Walter & Co.	54
K			
Kearney Bros.	5		

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogans Overseas
CAKE

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

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

BARRELS
(The best shipping package.)
We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.
THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

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

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

HONEY CROP IS LIGHT
In speaking this week with one of the largest jobbers handling honey in Montreal, CANADIAN GROCER was informed that from a great many reports received from widely-separated sections of the country, the 1918 crop of clover honey would very probably be a light one. In one instance a large apiarist stated that he would have none to offer. Usually this man has from \$5,000 to \$7,000 worth to market each season.

This is likely from the fact that weather conditions were unfavorable when the blossoming season was on. In any case the average report indicated that the offerings of the owners would be much smaller in 1918 than for many years—some having none to sell at all. It is obvious that prices will rule high.

It is interesting to note that the production of butter for 1918 is much larger than that of 1917 to date, insofar as receipts at Montreal are concerned. From May 1st, 1917, to August 4th, 1917, the number of packages reaching Montreal were 174,694. For the same period in the present year these were 216,442, shewing that 41,748 more packages came here in 1918 than in 1917, over this period.

In the matter of cheese the difference is much smaller, the figures for the above period of 1917 being 861,997 boxes and for this year 867,724 boxes—a difference of only 5,727.

MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1-INCH CUSHION FILLERS
CORRUGATED FLATS
THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

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

SUGAR BAGS
With or Without Liners
E. Pullan, Toronto

Pork Curing Plant for Sale
A handy Pork Curing Plant for sale, whose customers are all comprised of first-class grocers and butchers. Apply Box 422, Canadian Grocer, Toronto.

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

Order a space before they are all taken.

Wanted

CLASSIFIED ADVERTISING

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

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

FOR SALE

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

BUSINESS CHANCES.

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

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.

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

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

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

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

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

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

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

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

MISCELLANEOUS

GROCERS—INCREASE YOUR PROFITS SELLING Neal's Bread; shipping service unexcelled (Western Ontario delivery only); four factories; Windsor, London, Sarnia, St. Thomas. Neal Baking Co.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?



VOLPEEK
MENDS HOLES in
POTS & PANS

Get a Share of the Vol-Peek Demand
Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about 1/4 cent a mend!

Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.

At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents

Vinegar is Not “Just Vinegar”

“AVICO”

QUALITY FIRST VINEGARS

in bottles and barrels, filled and sealed in our modern vinegar plant, bear our guarantee of purity and quality, and possess an exquisite delicacy of flavor and aroma that imparts a distinctive savoriness to even the plainest foods.



“AVICO”

PICKLING VINEGAR

GUARANTEE

When seal is unbroken we guarantee the contents to be absolutely Pure Spirit Vinegar, manufactured from grain alcohol in Bond under Government supervision; filtered to crystal brightness, and mellowed by long and careful ageing until it has acquired that full, rich, aromatic flavor which is essential in Pickling Vinegar. We guarantee the strength of “AVICO” Pickling Vinegar to be 90 Acetic Grains.

Acme Vinegar Co., Limited

MAKERS OF VINEGARS IN BOND

Winnipeg - - - Canada

IT'S easy to carry a good big stock of Coca-Cola.

Everybody wants it because it's **DELICIOUS AND REFRESHING.**

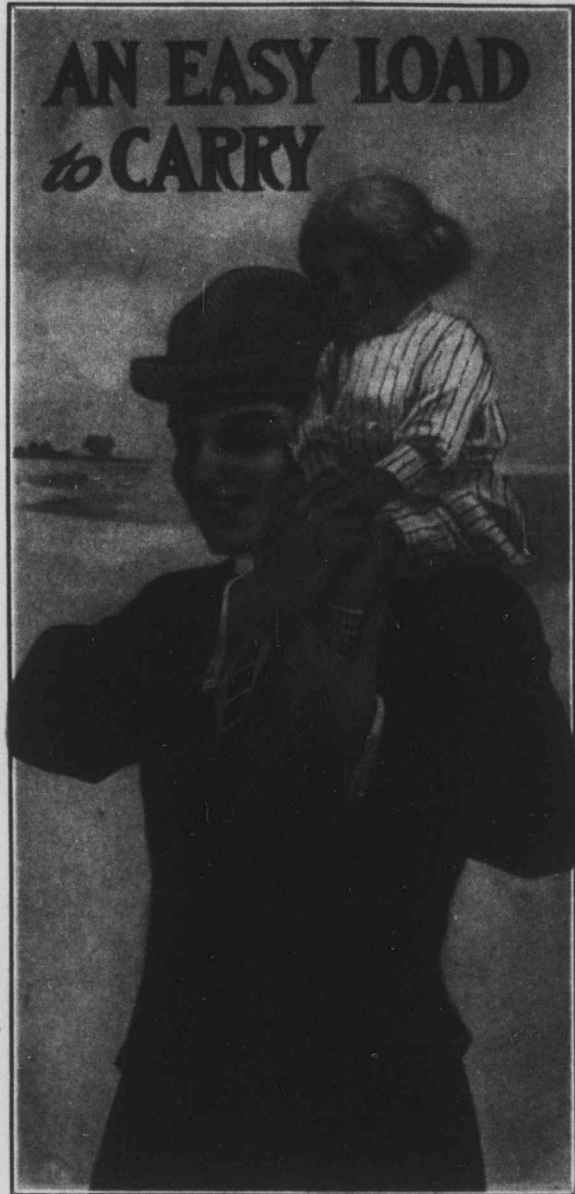
Everybody buys Coca-Cola. They buy it by the bottle and by the case.

And the demand is growing.

You don't have to create it.

It's already there—right at your sales counter—waiting for you with a good profit.

“WILL YOU HAVE IT—WHEN THEY CALL?”



The Coca-Cola Company.

WINNIPEG