

FEATURING MARITIME PROVINCE ARTICLES

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, AUGUST 1, 1919

No. 31

## VOL-PEEK

### MENDS HOLES IN POTS & PANS

Granitware, Aluminum,  
Tinware etc, etc.

Permanently,  
Quickly,  
Easily.



MADE IN  
CANADA

COST ONLY 1/2¢ FOR EACH MEND

### TO THE DEALER

Your jobber or wholesale house can supply you with VOL-PEEK. Big business and splendid profits are assured those who sell this very useful and practical mender.

VOL-PEEK never fails — is easy to use, no tool necessary — just like putty and always satisfactory. Write us direct if you have any trouble getting your order for VOL-PEEK filled.

### DISPLAY STANDS

Beautiful 3 colored display stands (same as adjoining illustration) sent with each order of 24 fifteen-cent (retail price) packets of VOL-PEEK. 60% profit for you and besides newspaper advertising in your territory to create sales.

—Get busy now and share in the big profits.

H. NAGLE & CO.

MONTREAL

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



*“A Satisfied Customer  
is the Merchant’s  
Best Advertisement.”*

THAT was the belief on which Timothy Eaton, Marshall Field and W. J. Wanamaker founded their business careers. They insisted that the customer must be satisfied.

Personal investigation—to find out whether the goods have merit and give satisfaction—is time well spent by the dealer. We urge all merchants to investigate O-Cedar Products—those who do so will never offer a customer a substitute for O-Cedar Polish or the O-Cedar Polish Mop. They will find that while there are various oils that make pretension to merit, there is only one polish good enough to offer with certainty of sat-

isfying the customer—only one O-Cedar Polish.

Since it depends for its sale largely upon “repeat” business, there is a certain indication of the satisfaction it gives shown by the ever-increasing factory output.

We make known the merits of O-Cedar Products through advertising. The margin is fair and the prices are maintained.

*We are always willing to co-operate—may we have your co-operation, with a view to increasing your O-Cedar sales?*

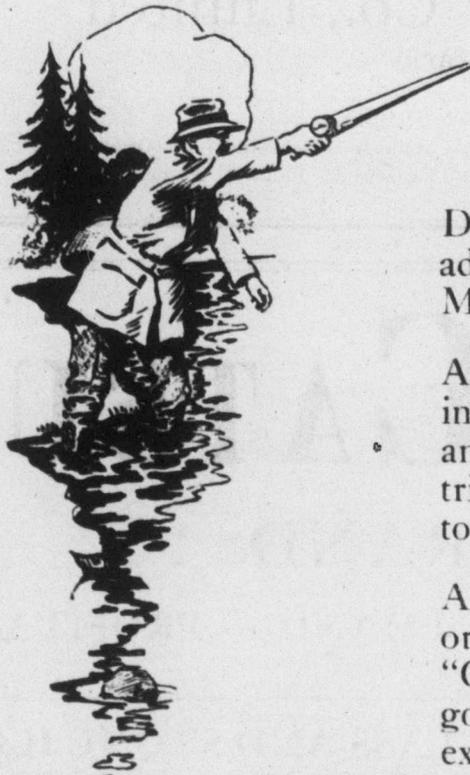
**THE CHANNELL CHEMICAL COMPANY, LIMITED**  
TORONTO

**O-Cedar  
Polish**



# August

## *The Best Borden Month*



During these August weeks you would be well advised to keep up a regular display of Borden Milk Products.

August is the big holiday month. Lots of people in your town will now be arranging about that annual camping, fishing, boating or motoring trip and what better suggestion can you make to such people than Borden's?

A few packages of Borden's on your counter or in your window, a neat card with the words, "Going away? Don't forget to take along a good supply of Borden's," will get you many extra August sales.

*Try it.*

# Borden Milk Co., Limited

*Leaders of Quality*

MONTREAL

VANCOUVER

# TIGHT BARRELS AND KEGS

The Best Food Containers

Pork Barrels and Half Barrels

Lard, Oleo and Compound  
Tierces

Hardwood Fish Barrels  
and Kegs

Oil Barrels

Beer Kegs



Established 1872

Cider Barrels and Kegs

Vinegar Barrels and Kegs

Pickle Barrels and Kegs

Glucose, Syrup and

Molasses Barrels and Kegs

## The Charles Mueller Co., Limited

Waterloo - Ontario

Eastern Representatives: B. C. Woodworth, Halifax, N.S.

Western Representatives: W. H. Escott Co., Ltd.

British Columbia Representatives: Oppenheimer Bros.

Winnipeg, Fort William, Regina, Saskatoon, Calgary, Edmonton

Vancouver, Victoria, Prince Rupert

# TOMATO CATSUP

## AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

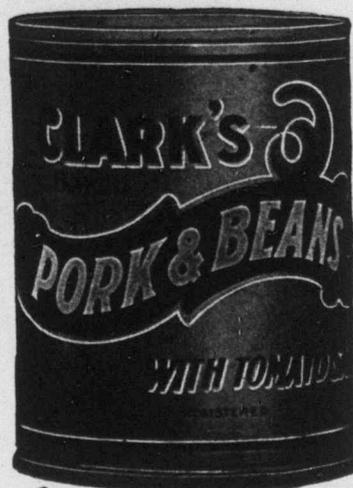
## DOMINION CANNERS LIMITED

HAMILTON, CANADA

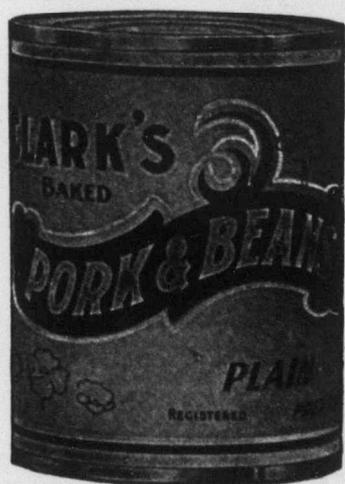
Canada Food Board License No. 14-12

# CLARK'S PORK AND BEANS

We need scarcely remind you, Mr. Grocer, that quick turnover is one of the most potent elements of business success.



## THE CLARK PRODUCTS



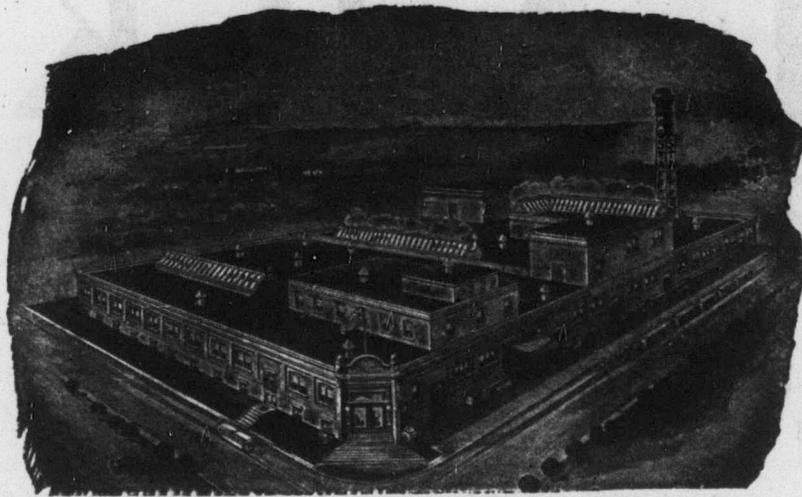
Will turn over your money much more rapidly than any other similar line and will therefore give you a much better return, plus *Satisfied Customers*

W. Clark, Limited

Montreal



Prepared  
in  
Copper  
Kettles  
Boiled  
in  
Silver  
Pans



Packed  
in  
Gold  
Lined  
Pails  
and  
Glass  
Jars

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

# WAGSTAFFE'S

NEW SEASON'S 1919

## RASPBERRY JAM

Now Ready for Delivery

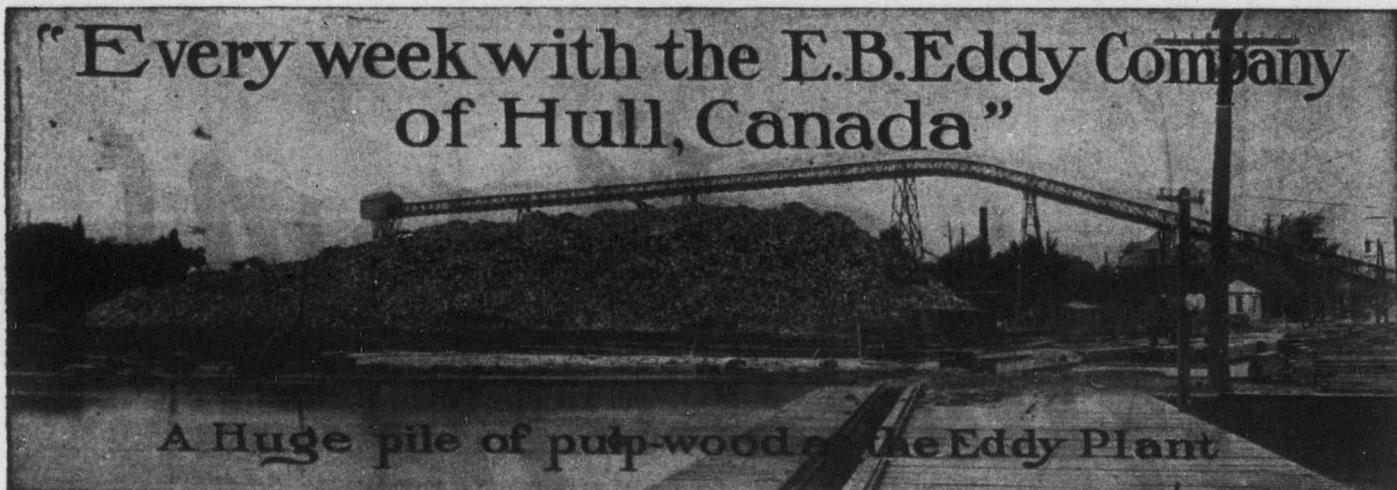
*Order from Your Wholesale Grocer*

# WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



“Every week with the E.B.Eddy Company of Hull, Canada”

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated August 1, 1919

Being No. 45 in the Series

## FROM THE TREE TO THE TRADE INCLUDES E. B. EDDY WOODEN-WARE

**A**MONGST the many marvels of wood-pulp papers, and indurated ware, and match manufacture at the Eddy plant the fact that the E. B. Eddy Company also manufacture a large amount of plain wooden articles is apt to be overlooked.

It ought never to be forgotten, however, that the late E. B. Eddy was a famous manufacturer of wooden stave pails, and tubs, and buckets in the early days of the plant at Hull. No more wooden stave pails and tubs are manufactured there now, for the far more lasting and attractive indurated ware has completely superseded them. But there are still the wooden framings for the many lines of Eddy Company Washboards to manufacture, and the wooden cases for shipping certain Eddy lines are also made at the Hull Factory.

In the manufacture of the wash-boards employment is found for an army of clever fingered boys who prove themselves exceedingly handy with hammer and saw. The wood does not require much sawing it is true, for it arrives at the assembling rooms in lengths for the particular jobs in hand.

But the boys grow adept at fitting the pieces of wash-board framing into place, and nailing them securely. Only the best, clear, and well seasoned wood is used for the wash-boards. As a result they are strong and lasting, not likely to warp or twist, and capable of withstanding the strain of a hard Monday's wash, and helping materially the while. Most famous of all the Eddy Company wash-boards is the "Twin Beaver" with its indurated ware friction surfaces which do the work so perfectly, and last so long.



## EDDY'S Twin Beaver Washboard



This is a strongly made, two-sided board. The rubbing surfaces are made of our famous Indurated Fibreware which gives almost everlasting wear combined with a smooth hard surface which will neither splinter nor crack. When selling Twin Beaver Washboards to your customers you can show them where they get two washboards for the price of one.



# Stuart's Jams

## 1919 Pack

The same high standard that put Stuart's Jams ahead in previous years is again very apparent in this Season's Pack which is

**NOW READY  
FOR THE TRADE**

You take no chances in selling Stuart's. A better line of Jams is not available anywhere at the price.

*Place your order to-day.*

**STUART LIMITED**  
SARNIA, ONT.



# Jeffress Blue Seal Is a Trade Mark and a Guarantee

---

Made in our sunlit, sanitary factory at Walkerville by the most modern scientific methods. Blue Seal Products represent the utmost in perfection in their particular fields. The Canadian housewife has come to know by experience that Blue Sealed labeled products are entirely reliable.

*Are you getting a share  
of the demand?*

Here are a few of the Blue Seal sellers—

OLIVE BUTTER  
MUSHROOM CATSUP  
ORIENTAL SAUCE  
BULK EXTRACTS  
CHILI CON CARNE  
and  
CHICKEN a la KING

Let Blue Seal Products prove their selling merits.  
Send to-day for a trade supply.

---

## E. W. JEFFRESS, LIMITED

Walkerville, Ontario



The Edmonton store of The Hudson's Bay Co. One of fourteen stores operated in Canada by this company.

## National Cash Registers are used in the largest and the smallest stores in Canada

**T**HE way Canadian retail merchants have turned to labor-saving machinery during the past two years is very significant.

The movement began when the war's great dragnet started taking the young men and women "over there."

Retail merchants, forced to adopt labor-saving machinery, were quick to

see the advantages of National Cash Register speed, accuracy, protection, and economy.

Month by month, and town by town, National Cash Registers have earned their way into the daily business life of Canada.

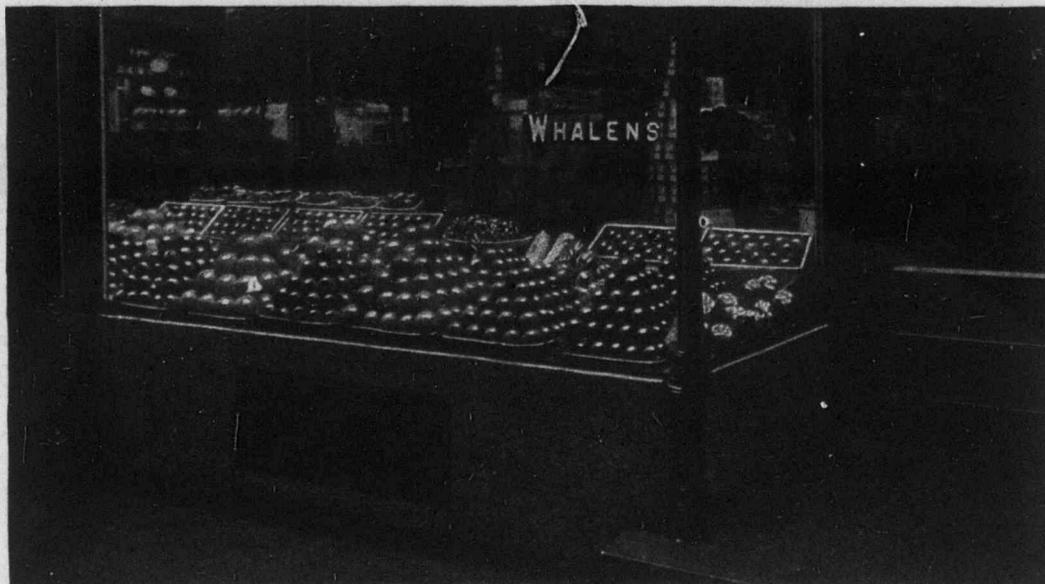
Every city and hamlet is using them—and calling for more.

**A store system that helps these stores will also help yours**

The National Cash Register Company of Canada, Limited  
Factory: Toronto, Ontario

### Branch Offices:

CALGARY.....	74 Second Street, W.	QUEBEC.....	133 St. Paul Street
EDMONTON.....	5 McLeod Bldg.	REGINA.....	1820 Cornwall Street
HALIFAX.....	63 Granville Street	SASKATOON.....	265 Third Avenue, S.
HAMILTON.....	14 Main Street, E.	ST. JOHN.....	50 St. Germain Street
LONDON.....	350 Dundas Street	TORONTO.....	40 Adelaide Street
MONTREAL.....	122 St. Catherine St. W.	VANCOUVER.....	524 Pender Street, W.
OTTAWA.....	306 Bank Street	WINNIPEG.....	213 McDermot Avenue



# HOW WHALEN Built Up His Business

*With the aid of Oranges*

Mr. T. F. Whalen owns a grocery store in Battle Creek, Michigan, a city of 40,000 inhabitants.

It isn't a large store, but it does a large business—Mr. Whalen's sales of oranges alone amounting to *six carloads* in a single season.

This great business in fruit wasn't accidental. Mr. Whalen set out to get it with his goal in view.

### His Plan

Mr. Whalen made use of the irresistible *color-appeal* in oranges, by making displays of this fruit as a *permanent feature* of his store.

People saw this plentiful display from clear across the street and it drew them to the store.

They bought oranges. Then they bought other goods occasionally. Then they bought *all* their groceries at his store.

Thus Mr. Whalen, with keen merchandising sense, used a single specialty to build up his trade on an entire line.

He followed a well-laid plan and made that plan a definite policy.

He knows that fruit offers him a chance to excel. He knows that the store which becomes famous for

its fruit department will win the neighborhood's best and largest trade.

### Make a One-Week Test

Try developing *your* fruit department—using Sunkist, the advertised oranges, for your mass-displays.

Empty four or five boxes in a window, put attractive prices on them, and let people know they're Sunkist Oranges.

Let that display stay there one week, selling from the window to keep the oranges fresh.

Note your increased sales, the faster turnover, and the better profits that result from that One-Week Test.

Do this and you, like Mr. Whalen, will have these displays frequently.

### We'll Assist Like This:

Write for our free book, "Salesmanship in Fruit Displays." It contains scores of sales suggestions, and 33 illustrations of successful fruit windows and displays.

We will also supply you with tested display material that will help you sell.

Simply mail the coupon. We'll send you our "Merchant's Display Material Option List," from which you select the cards, banners, cut-outs, etc., that will best suit your store.

Clip the coupon before you turn the page. Begin now to increase your entire business in this way.

# Sunkist

## Uniformly Good Oranges

*The best Fruit to Display*

**California Fruit Growers Exchange**  
A Non-profit, Co-operative Organization of 10,000 Growers  
Los Angeles, California

**California  
Fruit Growers  
Exchange**  
ORANGE DEPT. 8  
Los Angeles, California

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name.....

Street.....

City..... State.....

# DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Perse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Perse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**  
*Importers & Exporters*  
**VANCOUVER**

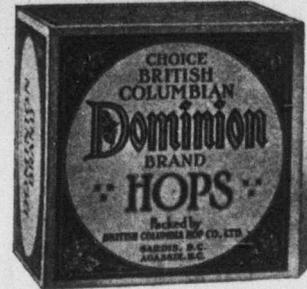


# HOPS

In Quarter and Half Pound Full and Short Weight Packages  
**BUY DIRECT FROM THE PRODUCER**  
**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at  
Sardis, Agassiz,  
B.C.

Head Sales Office:  
235 Pine Street,  
San Francisco,  
California.



**Largest Hop Growers in Canada**  
*Write for Prices—Samples*

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man. Ontario: Raymond & Raymond, London, Ontario. Quebec: Arthur P. Tippet & Co., Montreal, Quebec.

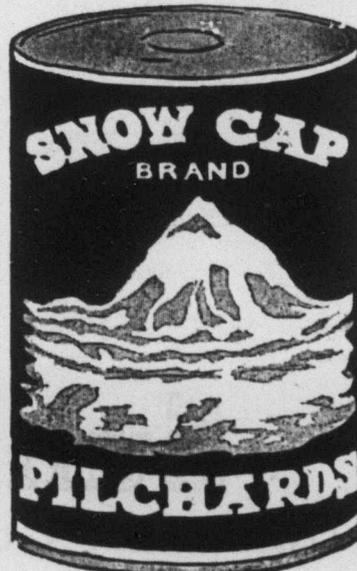
# Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

# SNOWCAP PILCHARDS



Delectable  
and  
Dainty  
Hand  
Packed  
BY

**The Nootka  
Packing Co., Ltd.**  
NOOTKA, B. C.

Packed in 1 lb. Talls  
and 1-2 lb. Flats.  
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

**Dodwell & Co., Limited**  
VANCOUVER, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

## Squirrel Brand PEANUT BUTTER

BRITISH COLUMBIA

**C. T. NELSON**  
GROCERY BROKER  
165 Hibben-Bone Bldg., Victoria, B.C.  
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.  
VICTORIA VANCOUVER

**KELLEY-CLARKE CO.**  
VANCOUVER, B.C.  
GROCERY AND SALMON BROKERS  
MANUFACTURERS' AGENTS  
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

**B.C. Market?**  
We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.  
**Little Bros. Ltd.**  
VANCOUVER

**M. DESBRISAY & CO.**  
Salmon Cannery and Manufacturers' Agents  
VANCOUVER, B.C.  
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

**PETER LUND & COMPANY**  
MANUFACTURERS AGENTS  
Can sell, and if required, finance one or two additional staple lines for British Columbia Territory  
*Interested manufacturers please communicate*  
505 Metropolitan Bldg., Vancouver, B.C.  
Reference: Merchants Bank of Canada, Vancouver, B.C.

**FOR REPRESENTATION in B. C.**  
**VENABLES & MERRYFIELD**  
525 Standard Bank Bldg. Vancouver, B.C.  
Agents for QUAKER OATS CO. We cover the RETAIL TRADE

See Page 96 of this Issue, it will interest you. It has helped others, it may help you.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING **FREE and BONDED WAREHOUSE**  
**CAMPBELL BROKERAGE CO.**  
860 CAMBIE ST. - - VANCOUVER

## EL ROI-TAN PERFECT CIGAR



**MACARONI**  
The pure food that builds Muscle and Bone at small expense.  
*The Meat of The Wheat*  
Manufactured by the  
**Columbia Macaroni Co., Limited**  
LETHBRIDGE, ALTA.

Mention this Paper When Writing to Advertisers

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

**A. M. Maclure & Co.**MALTESE CROSS BUILDING  
WINNIPEGIMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents  
300 Montreal Trust Bldg.  
WINNIPEG, MAN.  
Correspondence Solicited**Wholesale Grocery Brokers  
Commission Merchants**410 Chamber of Commerce, Winnipeg  
Personal attention given to all business entrusted  
to us.  
Correspondence Solicited. Established here 1900.  
**GEORGE ADAM & CO.****C. H. GRANT CO.**Wholesale Commission Brokers and  
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg  
We have the facilities for giving manu-  
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at  
Regina, Saskatoon, Calgary, Edmonton**Macdonald, Adams Company**

Brokers and Manufacturers' Agents

Open to negotiate for new lines of  
Grocery Specialties in Western Canada  
502 Avenue Building, Winnipeg**The McLay Brokerage Co.**Wholesale  
Commission Merchants and Brokers  
Write Us Regarding Your Account**Winnipeg**Mention This Paper When Writing  
Advertisers.

## 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

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-480

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

## WESTERN 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.



## The Largest in Western Canada

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

**Williams Storage Co.**  
WINNIPEG  
and  
Winnipeg Warehousing Co.

## F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

## SIX HOUSES IN WESTERN CANADA

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

**WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS**

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



## The House of Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

### ALBERTA

#### D. J. MacLeod & Co.

Manufacturers' Agents  
and Grocery Brokers  
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

#### B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.  
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams,  
Cereals, Fresh Fruits and  
Vegetables.

#### MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta  
CARLOAD DISTRIBUTORS, CARTAGE  
AND WAREHOUSEMEN  
Free and Bonded Storage  
5 floors—60,000 sq. feet.

Say you saw it in Canadian  
Grocer, it will identify you.

#### PACIFIC CARTAGE CO.

C.P.R. Carters  
Office: C.P.R. Freight Sheds CALGARY  
Distribution of Cars a Specialty  
Storage and Forwarding Prompt Service

#### Western Transfer & Storage, Ltd.

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

## Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE  
STORAGE  
DISTRIBU-  
TION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

## The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

**T. M. SIBBALD & SON**

*GROCERY BROKERS*  
Agent for KELLOGG'S Toasted Cornflakes  
Another Agency Solicited  
311 KING ST. E. - TORONTO  
Storage and Bonded Warehouses

**MACLURE & LANGLEY**

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

**LOGGIE, SONS  
& CO.**

Merchandise Brokers and  
Manufacturers' Agents  
Grocery, Drug and Con-  
fectionery Specialties  
Foy Building, - 32 Front Street  
TORONTO - ONTARIO

**H. D. MARSHALL**

*Wholesale Grocery Broker*  
OTTAWA MONTREAL HALIFAX

**W. G. PATRICK & CO.**

Limited  
Manufacturers' Agents  
and Importers  
51-53 Wellington St. W., Toronto

**REMEMBER**

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them.

**OCEAN BLUE**

In Squares and Bags  
Order from your Wholesaler

**HARGREAVES (CANADA) Limited.**

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

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

**EVERY DOG OWNER**

throughout the World

Knows

**SPRATT'S**

**DOG CAKES**

and

**PUPPY BISCUITS**

Will you cater for  
those in your town?

Ask your jobber for them or write for  
samples and prices to

**SPRATT'S PATENT LIMITED**

Congress Street, NEWARK, New Jersey, U.S.A.  
or  
24-25 Fenchurch Street, London, England

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## QUEBEC

### ROSE & LAFLAMME LIMITED

*Commission Merchants  
Grocers' Specialties*

MONTREAL TORONTO  
Canadian Food Control License Nos. 6-236/7/8

### THE S. G. BENDON UTILITY CO.

*Brokers and Commission Agents*

30 St. Francis Xavier St., Montreal  
Our Motto: Always at Your Service

### JOHN E TURTON

*Wholesale Grocery Broker*  
BOARD OF TRADE BUILDING  
MONTREAL

### Paul F. Gauvreau

*Wholesale Broker*

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

### J. C. THOMPSON COMPANY

*Brokers and Commission Agents*

Montreal, P.Q.

### J. L. FREEMAN & CO.

*Wholesale Grocery Brokers*

ROOM 122 BOARD OF TRADE BUILDING - Montreal

## MARITIME PROVINCES

### GAETZ & CO.

MANUFACTURERS' AGENTS AND  
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

LET CANADIAN GROCER  
Sell It For You

## PETER'S ORIGINAL MILK CHOCOLATE

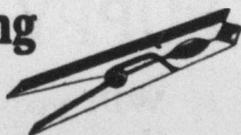
New importation now in stock with

HOWE, McINTYRE CO. BROKERS, IMPORTERS AND  
MANUFACTURERS' AGENTS

91-93 YOUVILLE SQUARE

MONTREAL

### Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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

### To the Grain Elevators

I am open to handle your lines on a commission basis for Quebec Province, east of Montreal.

For references, write Merchants Bank of Canada, Quebec.

T. N. FALARDEAU

17 ST. JAMES ST.

QUEBEC, QUE.

# Buy Macdonald's—

the safest guide to reliable tobaccos. For the past 60 years—Macdonald's Tobacco—"The Tobacco with a Heart"—has been Canada's favorite plug tobacco for smoking and chewing.

Buy Macdonald's Tobaccos in unbroken 10-lb. caddies.

There are four extra plugs in each caddie of Brier and Prince of Wales, thus giving an additional profit to the retailer of from 60 to 80 cents on the caddie.

**Plug Smoking**  
"British Consols"  
"Brier"  
"Index"

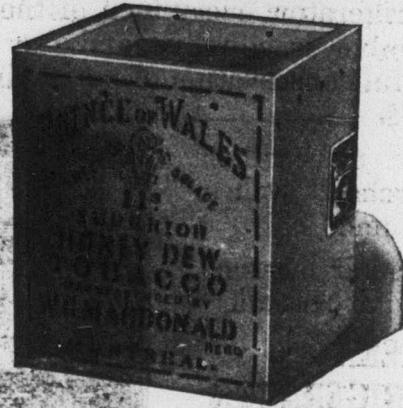


Trade Mark  
Registered

**Plug Chewing**  
"Prince of Wales"  
"Napoleon"  
"Black Rod" (Twist)  
"Crown"



Brier Caddy



Prince of Wales Caddy

**W. C. MACDONALD, REG'D.** Incorporated  
Established Over 60 Years  
**MONTREAL, QUE.**

## These Broom and Whisk Values Will Satisfy



Show your customers the Excelsior line of Brooms and Whisks. There are no better wearing or more satisfactory lines on the market. Dealers handling Excelsior Brooms and Whisks find them very dependable sellers and satisfaction givers.

We ship to points between Ottawa and Windsor F.O.B. destination, in 6-doz. lots or over.

Our brooms are not priced in competition, but on the stock and workmanship.

Get our price list; \$9.75 on down the line.

**J. C. SLOANE**

845 5th Avenue, Owen Sound, Ontario

IN searching for new business let us advise you there is money in the use of

## Press Clippings

Our service assures you of earliest news on new concerns, business changes, markets and trade news. You can keep posted at a minimum cost. Write to

**CANADIAN Press Clipping Service**

143-153 University Ave., Toronto

Every **EUREKA** refrigerator

is equipped with the Eureka patented cold dry air circulation system.

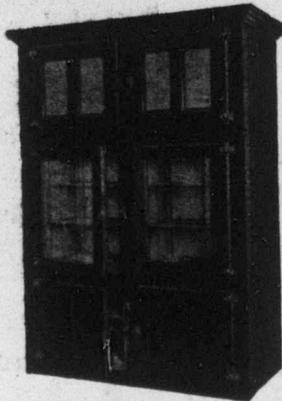
And because of the system and of the conscientious construction of the Eureka Refrigerator, every inch of the cooling chamber is equally good for the successful conservation of perishable food-stuffs.

Ask a brother merchant who has one.

Satisfied customers our best ad.

**EUREKA REFRIGERATOR CO., LTD.**

Head Office: Owen Sound  
Branches: Toronto, Hamilton, Montreal, Calgary, Halifax



No. 19 Eureka Refrigerators



**Because it is dry**

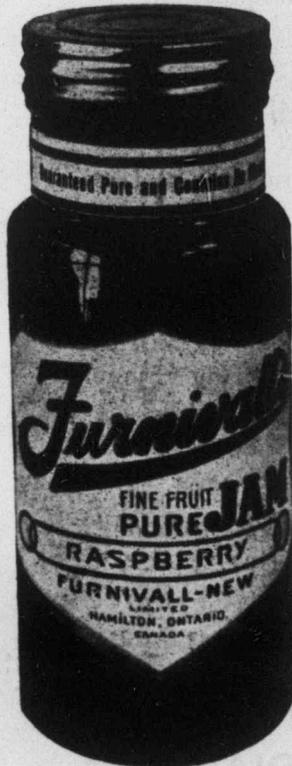
Impress your customers with the fact that as long as it is kept dry Klim will not sour, even in the hottest weather. That's why we do not need to put any preservative nor sweetener whatever with the pasteurized separated milk of which Klim is made. We simply remove the water from the separated milk and the dry Klim remains. Your customer adds water to Klim and makes fresh separated milk.

Keep a good supply of Klim in stock. It has a big sale in Summer.

**CANADIAN MILK PRODUCTS Limited**

TORONTO

Montreal Winnipeg St. John



*Furnivall*

a name that signifies "repeat" quality in the jam world. Are you thoroughly acquainted with Furnivall sell-nig quality?

**FURNIVALL-NEW, Limited**  
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N. S.

What the **Security Envelope File Check System** will do for you

This system of keeping accounts will

Make trade increase easy — especially cost trade.

Save time. Protect you against error.

Give your customers entire satisfaction. Keep track of credit trace.

How the Security Envelope system does this is fully told in our explanatory booklet. Write to-day for a copy and see the system whereby a school-boy can keep your accounts and keep them correctly.

Form # \_\_\_\_\_

Name *John Brown*

Date	Debit	Credit	Total	Date	Debit	Credit	Total
Oct 1	5.50		5.50				
10	2.25		6.25				
15	3.00		3.00				
	1.25		1.25				
Nov 10	7.50		8.75				
	7.50		7.50				
	1.25		1.25				

**A. E. Taylor & Son**  
29 Ontario Street STRATFORD, ONT.



OUR NEW COOK BOOK  
We mail it *FREE* to your customers

## Teaching the Public to Eat More Macaroni

In the years gone by, the average Canadian Housewife has been serving Macaroni once, perhaps, in a week, instead of every day.

Catelli is changing this—and Catelli is on the job more strenuously than ever in the new advertising campaign which is making Macaroni products a daily food, like potatoes or meat.

# CATELLI'S MILK and L'ETOILE MACARONI

(MADE IN CANADA)

Spaghetti, Vermicelli, Ready - Cuts, Alphabets, Noodles, Etc. are gradually coming to occupy a steady place on the menu day by day. Catelli is teaching the public as it has never been taught before that Macaroni and Macaroni products have **more genuine food-value** than meat, fish, fresh eggs, cream, spring chicken and home-made bread.

**Catelli is making Macaroni as daily a dish as porridge.**

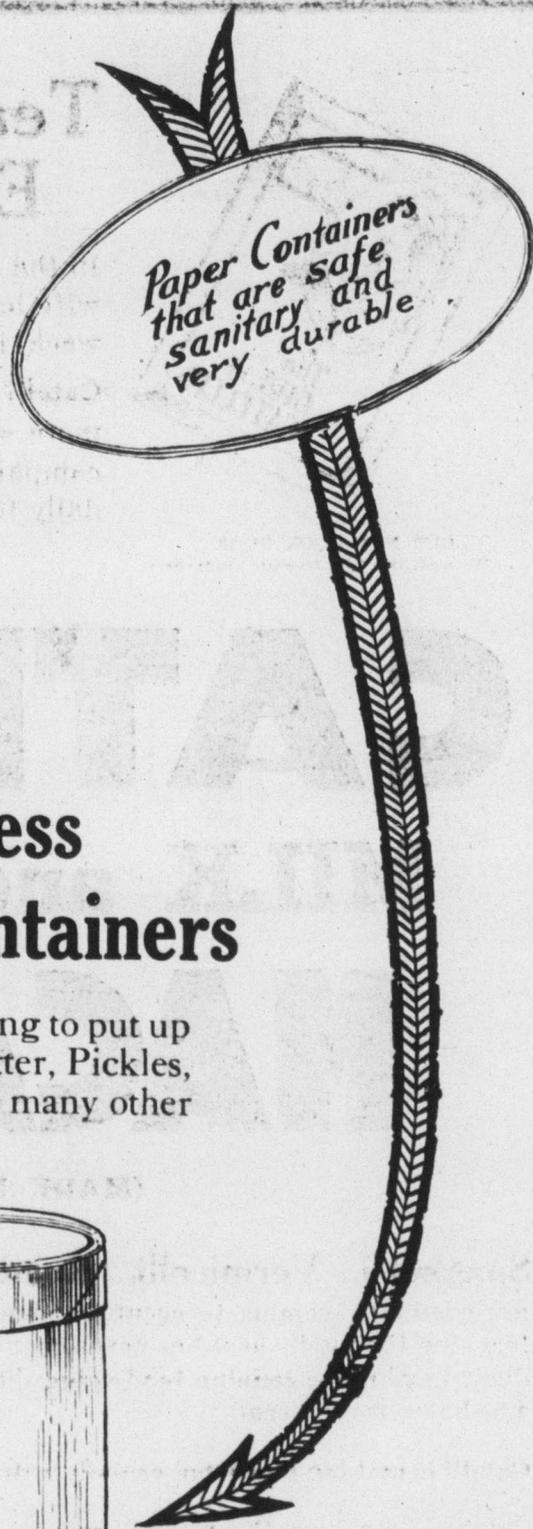
Catelli is teaching the women how to cook it, with the new Cook-Book, containing 115 recipes. The advertisements are appearing all over Canada—and women from Halifax to Victoria will be wanting Catelli's Brands **now and all the time.**

Stock up in Catelli's Milk and L'Etoile Brands.

*Ask for some copies of our new free cook book to give to your good customers, or send us their names and we will mail the books direct.*

**THE C. H. CATELLI CO., LIMITED, MONTREAL**

Teaching the Public to  
Eat More Macaroni

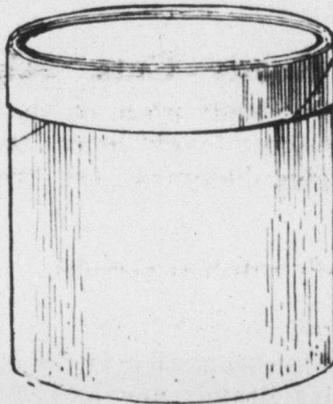


You Need Them  
Every Day For  
Selling Pickles, Peanut  
Butter, Etc., by Bulk

## Sanitary, Odorless Germ-proof Paper Containers

like the one illustrated will be just the thing to put up  
such products as Ice Cream, Peanut Butter, Pickles,  
Mince Meat, Coffee, Cocoa, Spices and many other  
such that you sell every day by bulk.

These containers are  
safe, sanitary and  
durable and are not  
affected by climatic  
conditions. They  
are made in  $\frac{1}{2}$  pints,  
pints and quart  
sizes. EXACT CA-  
PACITY.



We will be glad to send you free samples  
and our price list on request.

### Premier Paper Products, Limited

SARNIA, ONT.

It isn't so much what we say  
about the quality of

# "SALADA"

but it's the persistent way the Canadian housewife puts down  
her money week after week for it—that speaks volumes to the  
listening trader.

## "SALADA" TEA COMPANY

TORONTO

MONTREAL

# GROCERS

Order Your Stock of  
Champagne de Pomme

*NOW*

It makes a delicious drink. Put up in pint bottles or  
splits. Recommend it to your customers. Pays a  
good profit. Easy to sell.

Order from your wholesaler or

## Cie Canadien Importations

140 St. Catherine St.

MONTREAL

We want Agents in Every City and Town.



# "Quality" Brand

is all that the word implies

CANADIAN CEREAL & FLOUR MILLS CO.  
LIMITED



STRATFORD, CANADA

THE "Quality" Brand shown here is a symbol of goodness in Cereal Products. Any and every package carrying this "Quality" Brand Trade Mark contains a product just as good as human skill and up-to-the-second milling methods can make it.

## "Quality" Brand Cereals

include

**Rolled Oats**

(Packages and Bulk)

**Oatmeal**

(Any Cut)

**Split Peas**

**Pot Barley**

**Gluten Flour**

**Pearl Barley**

**Farina**

**Brose Meal**

**Wheatlets**

## Leading Brands Flour

**Hard**

"Rainbow" "Our Chief"  
"Hercules" "White Dove"

**Winter**

"Gold Seal"  
"Lily"

**Blended**

"Star"  
"MacLeod's Special"

For Domestic and Export Trade

**CANADIAN CEREAL AND FLOUR  
MILLS CO., LIMITED**

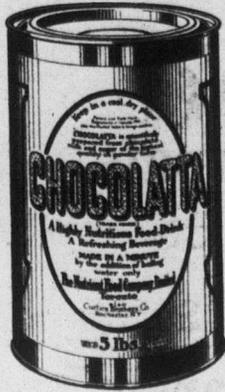
*Millers and Grain Dealers*

STRATFORD, CANADA

Watch for "Quality" Oats in Packages.

Maritime Warehouses: St. John, N.B., 61 Dock St., W. E. Bowman; Halifax, N.S., Barrington St., Thomas Flanagan

Canada Food Board License 51-52-53-72-4-454



# CHOCOLATTA

is a line you cannot afford to be without. Made in three principal sizes to retail at 30c, 55c and \$2.50.

A scientific combination of Pure  
Chocolate with Milk and Sugar.  
"Made in a Minute."

Your customers will thank you for introducing them to CHOCOLATTA, the most complete Chocolate food drink on the market.

**THE NUTRIENT FOOD COMPANY, LIMITED**  
1266 QUEEN ST. WEST, TORONTO

## R. A. McCALLUM & SONS

68 and 70 Tooley Street, London, S.E. 1.

*Sample Warehouse: 26a TOOLEY STREET*

**Provision Importers and Commission Agents**

*Open for Sole Agencies in United Kingdom*

*The Best Spread There Is For Bread*

## NUTRO PEANUT BUTTER

This tasty, wholesome spread is appreciated by young and old. Sold in 1, 5, 15 and 55-lb. tins. Ontario and Quebec dealers should order through C. Morris & Co., C.P.R. Bldg., Toronto. Dealers in Manitoba, Saskatchewan, Alberta and British Columbia order direct from



**KELLY CONFECTION COMPANY, LTD., VANCOUVER, B.C.**

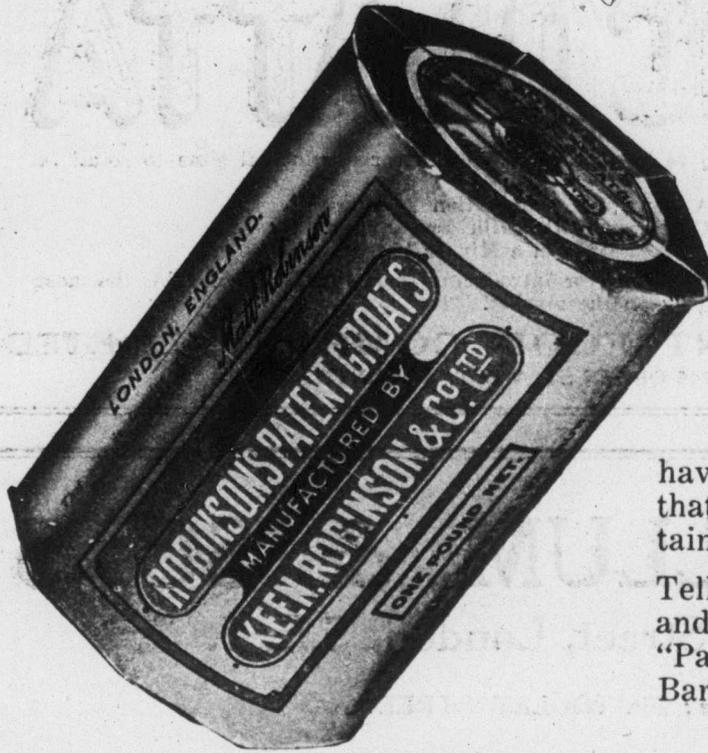
## SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

**"Old English Xmas Pudding,"** packed in tins and basins.  
**Silver Medal. Cream Stilton Cheese.**

*Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal*  
**TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND**



**Robinson's  
"Patent" Groats  
and  
Robinson's  
"Patent" Barley**

have acquired a reputation for quality that is a big factor in creating and maintaining a big demand.

Tell your customers you sell Robinson's—and have your stock of Robinson's "Patent" Groats and Robinson's "Patent" Barley placed where it can be easily seen

**MAGOR, SON and COMPANY, LIMITED**  
191 ST. PAUL ST. W., MONTREAL

30 CHURCH STREET, TORONTO

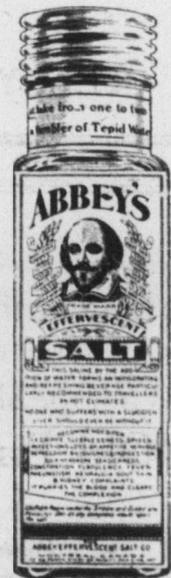
**Abbey's EFFERVESCENT SALT**  
Makes Life WORTH LIVING

**Is Selling Fine**

Grocers are sharing in the benefits of our advertising. Week after week, month after month, the advertisements have appeared, telling the story of Abbey's Salt in a simple, conservative, convincing manner.

That this advertising is bringing results is shown by the steadily increasing sales enjoyed by every grocer who handles Abbey's Salt.

**THE ABBEY EFFERVESCENT SALT CO., MONTREAL**



# CANADIAN GROCER

Vol. XXXIII.

TORONTO, AUGUST 1, 1919

No. 31

## Maritime Viewpoint Misunderstood

Business Men of Upper Canada Apt to Overlook Traditions of the People Down by the Sea—Ontario Politicians Don't Understand Requirements of a Maritime District—Resentment Against Financial Policies.

Written especially for Canadian Grocer by T. M. Fraser.

**T**HE Ontario viewpoint regarding the Maritime Provinces is very much like that of the people of this continent towards Great Britain. In business matters it is that they are slow and old-fashioned. The mistake in this estimate is in confusing slowness with conservatism. It is the mistake which youth always makes in its estimate of old age. Just as both we and our American neighbors have found that British "slowness" conceals a steady, determined progress after the aims sought, so a

little investigation beneath the surface will be sufficient to prove that the business man down by the sea knows, as a rule, where he is going, and is on his way. His methods of doing business are more like those of the Old Country than like those of the United States. He believes that a business, like Rome, was not built in a day, and he has a great respect for the traditions he has been taught, and which came, in turn, in many cases, from across the sea.

The hustling commercial traveller

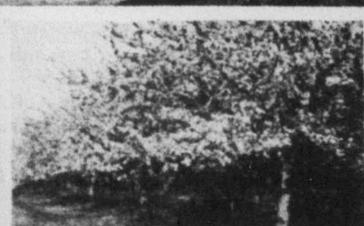
from Ontario, who expects to clean up a town in Nova Scotia or New Brunswick and scoot away on the next train, will often meet with as much disappointment as is being experienced by our trade representatives who have gone to Europe. The people over there like to act deliberately and talk over any business proposition before they commit themselves to it. They do not want to be hustled into making purchases and the traveller who tries to adopt this method will find that it does not pay.

### SOME MARITIME SCENES

Truro, N.S., from the east and bird's-eye view of Truro.



A glimpse from the Annapolis Valley apple section of Nova Scotia and a herring fishing scene at Shediac, N.B.



Chatham, N.B., showing harbor.



A view of Castle Street, New-castle, N.B.

**Removal of I.C.R. Offices**

So far as the relations between the Maritime Provinces and Upper Canada go there is no gainsaying the fact that there is a certain lack of sympathy between them. There is a pronounced impression among the people down East that Ontario is "hoggish" and wants all the plums. The most recent example of this, in the mind of the eastern man, is the removing of the head offices of the Intercolonial Railway from Moncton to Toronto. This is deeply resented, and is taken as merely another example of the desire of Ontario to pull everything in sight towards that province. There is a fear among manufacturers that export freight rates will be affected, and that the benefit of rates on the Canadian National Railways will hereafter be for the Upper Province manufacturer. The I.C.R. was the one ewe lamb given to the Maritime Provinces as an inducement to enter Confederation, which they regarded with a suspicion that still exists to a considerable extent. If the head office of the I.C.R. had been moved to Montreal there would have been much less resentment. The feeling towards Quebec and its business men is, and always has been, more friendly.

I think some of the criticisms heard in the Maritime Provinces are based more on resentment than on reason, and the resentment is not always warranted. Maritime Province men, for example, are not pleased that their old banking institutions should be merged with others controlled in Toronto, or that the head office of old banking institutions should be removed. The Bank of New Brunswick, the Bank of Nova Scotia and the Royal Bank are instances in point. They feel that the resources of old institutions, founded and built up by themselves, are now being used mainly for the extension of their rival's trade.

As soon as a Maritime Province industry assumes sufficient importance, the head office or the control centres in the financial centres, or on the stock exchanges, of Montreal or Toronto, and its industrial seems to become secondary to its speculative character.

Maritime Province people are apt to review their condition to-day from two angles. They compare their progress in wealth and industrial expansion with that of the Upper Provinces and find it unsatisfactory. They compare their situation with what it was before Confederation, and there, too, they are dissatisfied.

**Maritime Union Proposed**

There are undoubtedly a good many people in the Maritime Provinces who believe these provinces are being exploited for the benefit of Quebec and particularly, Ontario, and there is a not negligible body of sentiment in favor of almost anything in the way of a change which would appear to be for the better. The most common proposal is for a Maritime Union. Such a Union was in process of formation when the larger proposal of Confederation overshadowed it. In recent years it has been frequently revived and discussed publicly, and resolutions favoring it have been passed

by Boards of Trade and other bodies, and even by the Legislature of New Brunswick. But it will be talked of a long time yet before anything is done. From many standpoints it would be a very advantageous thing for the Provinces.

**Better Feeling Needed**

One of the chief reasons for the feeling existing against Ontario is the frequent criticism coming from the press of that Province, and from some of its members in Parliament regarding the "demands" made on the treasury. The that politics in the Maritime Provinces with nearly all of their borders fronting on the sea makes necessary the expenditure of comparatively trivial, but numerous, appropriations for the building of wharves and breakwaters. Ontario



A view of the famous reversing falls at St. John, N.B., with the prosperous city of St. John in the background.

persists in regarding this as nothing more than an unnecessary expenditure for political purposes, and hence has risen the common impression in Ontario that politics in the Maritime Provinces are very corrupt. All the causes mentioned, some of which are genuine and some of which, I think are at least partly imaginary, have contributed to a feeling which exists, though it should not be exaggerated, and is, of course, not between individuals, but one of those indefinable feelings which are not uncommon between peoples. A more sympathetic tone on the part of the people and press of both Ontario and the Maritime Provinces would go far towards creating a better feeling.

There is a great deal of Scotch blood in the Maritime Provinces, which is proud and somewhat "touchy," and there are many French who feel that Ontario is an enemy to their race.

**RAISIN PRODUCTION RAPIDLY INCREASING**

The largest crop of California raisins in the state's history is predicted for this year.

The accompanying figures will give some idea of the rapid advance in this important industry:

1911	65,000 tons
1912	95,000 "
1913	70,000 "
1914	98,000 "
1915	130,000 "
1916	136,000 "
1917	163,000 "
1918	167,000 "

**LIGHT ORANGE CROP INDICATED**

Early reports received from the growing districts indicate a rather light setting of fruit for next year's orange crop. Not much dependence can be put on reports so early in the season, but it is evident that the June drop has been quite severe in some sections.

Tulare county expects about a ten per cent. increase over this year's navel crop. Navels in general are expected at this time to yield from 65 to 70 per cent. of previous maximum crop, according to reports.

Valencias seem to have suffered much more than is usual from the annual drop and it is expected that the crop will be about equal to that of last season and not reach the bumper proportions of this year's Valencia crop. It would seem from the reports in general that the total supply of oranges from California next season, averaging all varieties, will be somewhat less than the shipments of this year.

**EXPORTS TO NEW ZEALAND DECLINE IN QUANTITY**

While in many instances there has been a very decided increase in the total value of certain lines exported to New Zealand, this has not meant an increased business. In very many instances the increased money turnover has been due to advanced prices rather than to any improvement in business. In fact in many lines there has been an active decline on business, due undoubtedly to the difficulties of the transportation situation. Among the items of foodstuffs might be noted:

	1919	1918	1917
Fish preserved, lbs.	1,220,695	1,363,733	1,056,898
Rice, cwt.	15,973	43,677	28,890
Ale and stout, gals.	3,155	17,575	38,592
Tea, lbs.	1,965,394	2,778,442	2,003,202
Matches, gross	35,281	73,311	94,277
Kerosene, gals.	683,319	907,599	2,212,747
Tobacco, lbs.	819,154	458,007	622,742
Cigarettes, lbs.	444,762	233,741	123,694

**HIGHER PRICES ON THESE ARTICLES**

Chase & Sanborn's coffees have again advanced. The half pound packages are selling at 51c, the one pound packages at 52c and the 2 pound packages at 51c. Reindeer preparation of coffee and milk, the large size, is also higher, selling to the trade at \$6.50. Baby's milk has advanced 25c per case, to \$3.15. McLaren's mustard is quoted 10 per cent. higher.

## U. S. Wheat Holdings Unusually Heavy

**Stocks of Wheat Almost Three Times That of Last Year—  
Barley and Rye Also Double and Triple Last Year's  
Holdings—Wheat Flour and Buckwheat Flour  
Show Increased Holdings, but Other  
Flours Abnormally Light.**

**T**HE holdings of wheat and rye in the United States on June 1 were almost three times the quantity in store the same time last year, barley also shows doubled stocks. Other grains are, however, appreciably lighter. Buckwheat flour holdings are exceptionally heavy; wheat flour somewhat better than normal, but other flours show a most marked decline.

Commercial stocks of wheat reported in a survey made by the Department of Agriculture for June 1, 1919, amounted to 51,392,898 bushels. These holdings were reported by 8,684 firms, comprising elevators, warehouses, grain and flour mills, and wholesale dealers, and represented nearly three times the stocks held by the same firm on June 1, 1918, the actual percentage being 274.5 per cent. of the 1918 stocks. The figures refer to stocks actually reported and do not represent the total commercial stocks of the country nor do they include stocks on farms.

The commercial visible supply figures,

as published by the Chicago Board of Trade for May 31, 1919, show 23,702,000 bushels of wheat, as against 1,146,000 a year earlier. The corresponding Bradstreet figures show 27,626,000 bushels, as against 4,379,000 for 1918. As compared with the same date last year, these figures, as well as those obtained by the more extensive survey, show a very great relative increase in commercial stocks of wheat on June 1, 1919.

### Rye Stocks More Than Three Times as Great

The commercial stocks of other cereals reported for June 1, 1919, according to the department's statement, were as follows: Corn, 17,254,576 bushels; oats, 45,770,543 bushels; barley, 20,043,375 bushels; rye, 14,624,331 bushels. These stocks represent the following percentages of the corresponding stocks on June 1, 1918: Corn, 47.6 per cent.; oats, 90.6 per cent.; barley, 207.2 per cent.; rye, 346.1 per cent.

### Corn, Barley and Rye Flours, Very Light

The commercial stocks of flour and corn meal, as reported for the survey, were as follows: Wheat flour, white, 5,653,051; whole wheat and graham flour, 32,065 barrels; barley flour, 17,822 barrels; rye flour, 165,243 barrels; corn flour, 6,128,427 pounds; corn meal, 40,297,627 pounds; buckwheat flour, 20,351,650 pounds; mixed flour, 15,299,679 pounds. These stocks represent the following percentages of the stocks on hand a year ago: Wheat flour, white, 121.8 per cent.; whole wheat and graham flour, 31 per cent.; barley flour, 4.6 per cent.; rye flour, 31.1 per cent.; corn flour, 14.3 per cent.; corn meal, 29.1 per cent.; buckwheat flour, 326.8 per cent.; mixed flour, 158.5 per cent.

### DIES SUDDENLY OF HEART FAILURE

John Masecar, superintendent of the Comfort Soap Works, died very suddenly on Saturday last of heart failure, which overtook him just as he had left work.

Mr. Masecar was 66 years of age. He had entered the garage of the Comfort Soap Works and was apparently immediately stricken. When workmen entered the garage they found him lying on his face, dead. A doctor was called and pronounced death due to heart failure. The late Mr. Masecar lived at 83 Dorval Road, where his wife and son and daughter are living.



The Van Wort Brothers' Store, St. John, N.B. The members of the firm have been in business in the city for 38 years, and have in that time developed one of the finest businesses in the city. They are firm believers in display as an aid to sales, as the counter at the rear of the picture will amply demonstrate. A glass-fronted show case serves to display fancy goods in glass while keeping them in the best of condition, while the top of the counter is used for the featuring of special lines in which the store is making a special drive.

## Serious Situation Prevails in Sugar

A World Stringency and a Phenomenal Increase in Demand Produces a Serious Situation—Canadian Supplies Still Equal to Demand, But Stocks None Too Plentiful

**W**HILE sugar conditions have not by any means reached the condition of last year, and while there is no likelihood that they will do so, there is yet a serious enough situation facing the industry. While all the refiners are operating at the present time, and while certain of these refineries report an adequate supply of raws, the fact yet remains that sugar is none too plentiful at the present time. There are a variety of causes that contribute to this condition. Strikes in some of the refineries, strikes of dockworkers in several ports on the Atlantic seaboard, both in Canada and the United States have served to complicate the situation, as it has meant that the reserves have been drawn upon to meet the demand that, owing to the canning season, is unusually heavy this year.

The real reason, however, is that the world is very largely dependent on the supplies of sugar developed on this continent and the surrounding islands, and that the demand is somewhat heavier than can be met.

### War Changes Sugar Situation

The war produced an entire change in the sugar business of the world. The National City Bank of New York, in discussing this matter, points out that the reason for this change is in the fact that European countries that formerly relied on the sugar beet fields of Germany, Austria, Hungary and Russia for their supplies, found during the past years that their usual source of supply was cut off, and had to turn to the cane sugar areas, as a result there was an enormously increased demand for sugar. Fortunately the Cuban crop showed phenomenal progress and did much to aid the situation. Some idea of the change in the situation will be apparent when the figures presented by the bank are examined. The exports of sugar from the United States during the war was: 1915, 550,000,000 pounds; in 1916, 1,630,000,000 pounds; in 1917, 1,250,000,000 pounds; in 1918, 575,000,000 pounds, and in 1919, 1,000,000,000 pounds, or approximately 5,000,000,000 pounds for the five-year war period. The exports for the fifty-year period prior to these dates totalled only 2,006,000,000 pounds.

With such a fabulous increase in demand it is evident that there could be no material reserves available.

There were indeed some reserves on hand at the beginning of the present crop year owing to the very severe restrictions that had been imposed upon the consumption of sugar. When these restrictions were removed, however, there was a very pronounced increase in the consumption of sugar, this increased demand, in addition to the natural increases of the canning season,

has meant an added monthly total of 173,000 tons.

Last August, when the United States Food Administration thought it foresaw what the world demand for sugar would be, it suggested to the Allies that the United States take the Cuban, Hawaiian and Philippine crop and let the others have the rest of the world's supply. This was a satisfactory arrangement, but as France desired to purchase from America the United States offered to let her have any portion of the Cuban crop she stipulated. France asked for one-third of the Cuban supply, and an arrangement was made for letting her have it. Subsequently, when sugar seemed to be plentiful elsewhere, France sought release from her bargain, but the United States declined to give its consent, and France agreed to live up to her contract.

At the present time the sugar consumption of the United States has increased enormously. The increase in July was 100,000 tons, and it is expected the figures for this month will show 150,000 tons increase. For this reason the United States Government has refused to supply any further stocks of sugar to France at the present time. The Sugar Equalization Board has ordered all American refiners to refrain from exporting until notice of permission is given. As many of the American refiners are practically without stocks at the present time, it is not particularly difficult to obey these instructions.

While the situation in the United States has a marked effect on the Canadian trade, conditions here have not reached the same pass as they have across the line. Stocks of raws have been coming through fairly regularly from West Indian points, and there seems no likelihood of any curtailment of the movement. All the same, however, it is well to remember that there is a very serious world shortage of sugar, and it is well to be careful.

## Grocers Fight Packers' Invasion

U.S. Wholesalers' Association Takes Action Against Railroads For Granting Unusual Privileges to Large Packing Concerns

**N**EW YORK, July 29.—What promises to be a vigorous action designed to prevent the big beef packing concerns from obtaining control of the distribution of groceries and other foodstuffs was started recently before the Interstate Commerce Commission by the National Wholesale Grocers' Association, with headquarters in this city.

The complaint, which was filed by Clifford Thorne, attorney for the association, is directed against Walker D. Hines, Director-General of Railroads, and 316 defendant railroad corporations as common carriers, subject to Federal control. The complainants allege there is discrimination in favor of the packers as railroad shippers and they ask for a modification of rules and tariffs which will give the wholesale grocers an equal chance with the packers. In other words, they say, they want a square deal and no special favors for anybody.

### Claim Packers Given Special Privileges

The kernel in the nut which the wholesale grocers are asking the Interstate Commerce Commission to crack is the fact that the packers have secured changes in railroad tariffs, which permit them to put into their pedlar and refrigerator cars, with shipments of meat, all kinds of groceries and foodstuffs. Having a special expedited service for the cars they are able, the complainants say, to guarantee delivery of groceries in a day or two from the time the order is received, while shipments from wholesale grocers are delayed from two to ten times as long in transit.

### Such Competition Would Kill Wholesale Trade

The fear has long been expressed in the wholesale grocery trade that if this kind of railroad service is permitted to be kept up it will not be long before the big packers will have absolute control of the wholesale grocery business as well as the wholesale meat business. The wholesale grocers insist in their complaint that these other food products should not be shipped with fresh meats and vegetables, as the regulations permitting the packers to enjoy these advantages result in unjust discrimination.

### SELLING GOODS AT THE MARKET

Is a merchant always justified in marking up his stock to keep pace with wholesale market quotations?

"It is simply rank profiteering," a farmer told George F. Sharp, a general merchant at Gull Lake, Sask.

"Listen," Mr. Sharp said to him. "Suppose you purchased a horse for \$200, and on account of the world shortage the price of horses went up to \$300 within the next six months, would you be such a rank profiteer as to ask \$300 for your horse, or would you take what you consider a fair price of \$225? If you did you would lose \$75, because in buying another horse you would have to pay the full market value."

"I begin to see the light of day," said the farmer.

# Help the Fishermen and Help Yourself

This Should be Slogan of the Retail Grocer—Maritime Trade Comes From Fishermen to Great Extent—Is a Great Buyer and Wants Good Goods — Important Considerations

**T**HIS article is based on an interview with A. H. Brittain, President of the Canadian Fisheries Association and Vice-President and Managing Director Maritime Fish Corporation, Montreal.—EDITOR.

"Canada's fisheries produce a revenue of forty million dollars annually, they ought rather to produce one hundred millions."

"The best fishing grounds in the world are Canada's, and the location of the most extensive fishing areas is in the Maritime section."

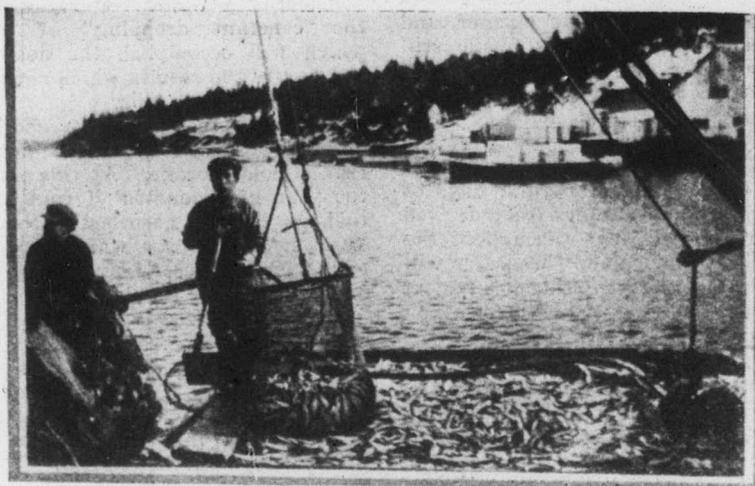
Thus it becomes the spirit of this article to deal more particularly with some phases of the trade in the Maritime Provinces, where an industry, already important, bids fair to increase mightily. That it should grow is admitted on all sides and by Canadians generally. To what extent it records growth is dependent, materially, upon the Canadian citizen, and in the furtherance of plans and policies Canadian grocers can undoubtedly be of great assistance. Not only so, but in the development of this industry the live and energetic grocer may help himself while helping the fishing industry.

### Fishermen as Buyers

It would take pages to describe the qualities of the deep-sea fisherman, and this would make absorbing reading. This is not the purpose of the writer, but he would point out the importance of the fisherman as a buyer. Mr. Brittain looks upon him as one of the largest consumers of commodities in all the world, and he is, as well, a discerning

and generous buyer. In the nature of their hazardous enterprise the fishermen are afforded wonderful development. One cannot go to sea and escape a liberal education. By very

fisherman usually rears a large family. He thinks well of them and feeds and clothes them with the best of everything. He is, as a matter of plain fact, a big-



A scene at the herring fisheries.

contact with the elements, the uncertain changes in temperature, terrible storms, etc., a man who has chosen the sea as his home must needs develop as land humans cannot. The fisherman is, therefore, developed to the fine point in ingenuity, initiative, resourcefulness and discernment, in such a manner as to make him one of the keenest of buyers and one of the best prospects for all classes of merchandise. He is not only a purchaser of equipment for his boat, but is likewise a free buyer of all kinds of foodstuffs and of wearing apparel of the best grade. He must have good

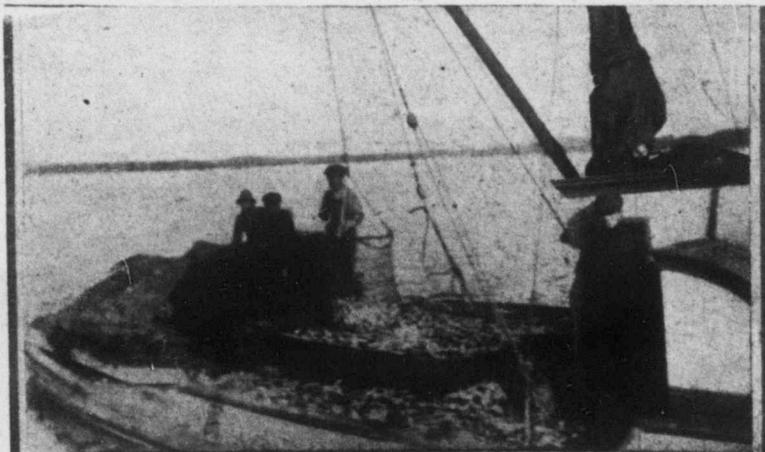
ger and a freer buyer than the farmer. His needs are greater and his very contact with rough life makes him want the best and this he demands. And, be it emphasized, he knows what is good, insists upon having it and pays the price. He knows that shoddy is not dependable and will not have it. And the good grocer will prefer to have the discerning buyer.

### Where Grocer Comes In

Success in business to-day comes from the development of turnover in a large way. Sometimes this has to be done by multiplying the number of lines carried. With a fairly large space at his command, usually the grocer who has not already done so might well consider the addition of a fish department. This has been done by many and can be accomplished by others. And, if the fisherman's trade is wanted the grocer ought to be willing to reciprocate, and doubtless he will.

In the last analysis, however, sentiment will be brushed aside and the business man will ask, "What money is there in a fish department for me?"

This is one department that, in the very nature of the product, will have to be carefully and thoughtfully planned. Already a greater use of fish in Canadian homes has been reported and this may be attributed to education through publicity. Thus, in the first instance, a certain amount of favor has already been created for fish, particularly for fresh varieties. The educational work already done, while insufficient, will be



A full catch.

and generous buyer. If any entertain the idea that these folk are satisfied with the minimum of equipment and other supplies they will have to reconsider.

clothing, and warm, and plenty of it to withstand his rigorous battling with the sea.

But, for the grocer, the prospect is the more inviting in that the stalwart

valuable in just that degree and to that extent to which it is made best use of by the trade.

From a broad standpoint, the Canadian fish-eating habit ought, and must be encouraged. Its use has been widely popularized in Great Britain and the United States, in which countries the per capita consumption annually is much greater than that of the Canadian people. There is no excuse for this condition. The fish is Canada's, right at her door. The accessibility of her fishing grounds makes it possible to secure immense quantities of the most wholesome food in a more or less regular manner, and the transportation facilities, while still to be improved, whisk this supply of tasty food to the large centres for further delivery to adjacent centres.

Displays can be made attractive, and these will be best made regularly, that is, on a regular day or regular days of the week. The advantages to be derived from regular fish days throughout the week will be obvious and the dealer will take a greater interest in this department if it comes along in a regular way to suit the needs of his own community.

It will be essential, of course, to have someone look after the fish department. A steady and regular supply of ice must be maintained and the fish kept clean and wholesome. This is possible, for CANADIAN GROCER has visited stores where there was practically no odor, and this was made possible through the careful cleaning of fish of all that slimy substance which readily accumulates. Clean water and plenty of it will accomplish

this, and if used freely it will take away what has been a strong objection to stocking fish. With a strong will, work and water much can be done to make the fish section a very inviting one.

#### More Must be Done

It was pointed out in this interview that the excellent work conducted already by the Government, co-operating with the Canadian Fisheries Association, has accomplished a great deal. But scarcely more than a beginning has been made. There is little accomplished of educational value when the masses are considered without reiteration. It is the "constant dropping" of publicity which will accomplish the desired end and secure the results which should have been attained ere this.

A recent press dispatch reported the immense total of 20,000,000 pounds of fish in cold storage. At this season of the year it is doubtful if that immense tonnage can be absorbed without loss. What is needed is a wider appreciation of the food value of fish, and as a result of this a greater regular use of it by the masses. Education is essential and must be prosecuted vigorously. It will have to take many forms. All will have to help in the very nature of the problem. The consumer, for instance, will have to use more fish himself, and do a little advertising with his neighbor. The publicity of the Government and those co-operating with it will have to be read, and new forms of this adopted. Above all, it becomes increasingly necessary, now, for Canadians to realize a great national asset as never before, and to

make the greatest use of it. Consume more fish and the price will decline. Refuse to eat fish and the prices will be high.

Just now, when it becomes necessary to conserve resources in nearly all parts of the world, Canada can do no better than to use what she produces of a perishable nature as extensively as she can. True, fish can be exported in canned form and also in cold storage, and this is being done extensively. But, as has been pointed out before in CANADIAN GROCER, perishable foods ought to be used at home as freely as possible and those which can be sent abroad without fear of spoiling, shipped.

In the matter of fish there would be a decided advantage to the average citizen through its greater use. It is known to be very nutritive. It is easily assimilated. It may be prepared in many appetizing forms. It is moderate in price, from a comparative standpoint with United States centres, and would be still cheaper were its use greater. Prejudice must be broken down and a greater use of fish secured.

Above all, fish must be wholesome when shown to the customer or when delivered to the kitchen. There is nothing more important. Perhaps the delivery of tainted fish has lost many a customer and set her against the further purchase of fish. Here is where the grocer may exert his good offices by supplying none but wholesome fish, and he may do this, constantly, by watching his fish supply daily and adopting the simple methods above suggested.



A handsome Maritime store. That of Jenkins & Son, Charlottetown, P.E.I. This firm, as will be readily realized by the accompanying photo, are thorough-going believers in the value of display. Their store is so equipped that the bulk of their stock can be kept always within view of the customer of the store while at the same time always shielded from dust, and presented in the most attractive way.



A view in the store of H. V. Raymond, Sydney, N.S. Mr. Raymond has put his store on a strictly cash basis, and his experience has proven the wisdom of this policy as it affects his store. He is also a very firm believer in advertising of all kinds to aid in selling the goods.

## Introducing New Lines Benefits Store

Keeping New Goods Always to the Fore Has Had the Effect of Advertising the Store as a Progressive and Up-to-Date Place — Rest Room Proves a Great Benefit

**A** FONDNESS for introducing new lines, has given H. Martin, Walton street, Port Hope, an enviable reputation in the district. His success in this regard has been such that he has practically created a record for selling new goods. He enjoys doing it, and it is no doubt due to this that he has met with such good results. Just recently a certain sandwich preparation came on the market. Mr. Martin was impressed with it, so decided to push it. "I always take these new goods home first and try them there," he told CANADIAN GROCER. "If we are favorably impressed with them, then I endeavor to push the sale of them." Speaking of his efforts in selling this particular sandwich preparation, he stated that he first announced it to the public by lettering on the window. Always having some out on his counter, he got the people inquiring about it. The result in almost every instance was the sale of a jar. Several cases were disposed of in a very short time, and since the picnic season is on, it has been a very ready seller.

### Special Sales Mean Business

Another method of pushing business in groceries that Mr. Martin has tried with great success, is that of featuring special sales. Last spring he inaugurated Friday and Saturday special sales. At first he only had them on Friday, but the farming public complained that he was discriminating in favor of the townspeople. Consequently he continued them on Saturday. One week he featured picnic hams. He sold them at only a

very nominal profit, and while it might not be considered sufficiently profitable under ordinary conditions, the quick turnover made it satisfactory. "But the real advantage," said Mr. Martin, "was the sale of other goods. The whole benefit from these sales was not in the money made in the particular line advertised, but the amount of other business one attracted in this way." On another occasion, Mr. Martin put up for sale 50 dozen cans of peas. Displaying them in the window, and advertising them with cards, they proved one of the best advertisements his store had ever had. He sold them at only a profit of two cents a tin, but even at that, Mr. Martin looked upon it as a very profitable piece of advertising. In announcing these sales through the medium of the daily press, Mr. Martin used just newsy little readers. He believed they were very effective.

### To Have Rest Room

Mr. Martin apparently believes in catering to the comfort of his clientele, and in devising and planning a rest room on the second floor of his store, he had in mind, particularly, the farmers' wives and daughters in the surrounding district, with whom he trades in a very large measure. A very attractive place is this rest room for ladies. Here they can rest and read, while waiting for friends, and in the winter it is a comfortable, warm place, away from the busy part of the store. It has proved a splendid innovation, Mr. Martin states,

and has been a factor in building up the business.

Mr. Martin came to Port Hope nine years ago from Kingston, and in that time the business has gone ahead in leaps and bounds until now the weekly turnover has more than doubled.

### CONSPIRACY IN RESTRAINT OF TRADE

It is a "conspiracy against trade," under the statutes of California of 1907, for wholesale bakers to enter into agreement, whereby they fix the retail price of bread to be sold by them to retailers, and agree not to sell to any retailer who does not maintain such price.

An agreement between two persons that one will buy from the other exclusively, or that one will sell to the other exclusively, a given commodity, constitutes a conspiracy in restraint of trade, within the meaning of Vernon Sayles Ann. Civ. St. 1914: "The statute in question expressly declares that an agreement or understanding between two persons that one of them will buy from the other exclusively a given commodity, or that one of them will sell exclusively to the other a given commodity, constitutes a conspiracy in restraint of trade. An agreement to do either or both has the effect to prevent competition, and falls within the condemnation of the statute."

# CANADIAN GROCER

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ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

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

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### TO PERMIT RE-SALE PRICES

**I**N a special report to Congress the United States Federal Trade Commission urges the passage of legislation permitting manufacturers to fix and maintain re-sale prices.

Such legislation, the commission states, would promote the efficiency of manufacturing and commercial institutions and serve the interest of the consuming public.

Under the legislation recommended by the commission, manufacturers desiring to fix and maintain retail prices would file with an agency, to be designated by Congress, description of articles, contracts of same and the prices scheduled to be maintained. This agency would be charged with the duty, on the complaint of any dealer or consumer or party at interest, to revise the terms of contract and revise the prices if found necessary.

### CARELESS METHODS OF MANUFACTURERS

**A** WESTERN Canadian wholesale grocer makes the claim that some manufacturers are exceedingly careless in methods of shipping goods and sending out invoices and complains that it will be very difficult for our manufacturers to secure export trade unless they adopt systematic methods.

This wholesaler states that a short time ago he purchased a certain quantity of an article from a manufacturer for immediate shipment. In place of shipping immediately the first car was moved out in ten days' time. The entire order was not included

in the car. It was short 300 bales, but they were not advised. No invoice came with the shipment so they were unable to determine exactly what part of the shipment had been made. A wire brought the reply that the shipment of bales had been made later, but no information had previously been sent.

Another quantity of goods was brought from another firm for shipment in a certain car on a certain date. The car arrived without the goods. They were not advised they had not been sent.

Still another firm maintained they were in position to take care of immediate business. An order was placed by the wholesale grocer to be shipped immediately. Nearly a month later after sending one or two wires they found that owing to some broken machinery the shipment was delayed. This made it almost too late for the wholesaler to look for goods elsewhere and as a result his trade was short.

There are some very good points made by this wholesale grocer. It is a fact that many firms in Canada accept orders and hold them indefinitely without any advice to the buyer. This is something in which a little more care should be exercised. It is no doubt the fault of some employee, and a little more of the proper kind of system would readily eliminate it.

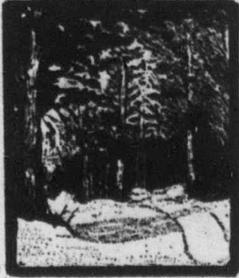
### ARMISTICE DAY AND NOW

**D**URING the last months of the war there was a very widespread uneasiness in regard to what the cessation of hostilities might mean to prices. There was a fairly general feeling that the bottom might drop out of things with calamitous results to the merchant and others.

CANADIAN GROCER could not see matters in this light, and persistently stated that prices would not decline appreciably for many months after the war, perhaps even for years. At that time we spoke of world markets needing food, and of depleted reserve stocks, and announced our belief that under these conditions declines were not within the realms of possibility.

The passing months have vindicated this contention. Not only have there been no sharp declines, but as a matter of fact in perhaps the majority of instances the trend of prices has been in an upward direction since the signing of the armistice.

Now "Peace Day" has come and gone, after nine months of armistice conditions, and the world is settling down to the knowledge, that conditions that took years to produce cannot change in a moment. There is no fear of slumping prices—CANADIAN GROCER said this nine months ago, and it says so again to-day. There will be downward revision, but the fear of tobogganing prices was a nightmare that had no sound basis in fact. The part of reasonable caution is always the part of wisdom, but the man who waits for a landslide in prices is facing a very considerable wait.



## The Forest Wealth of the Maritimes

Some Facts and Figures in Regard to One of the Great Industries of the Prosperous Provinces Down

By the Sea



**T**HE Maritime Provinces, while naturally they cannot stand at the head of the great lumbering industry in Canada because of their lesser size, are nevertheless an exceedingly important factor in this great industry. It is estimated that New Brunswick has a supply of merchantable saw timber totalling 25,000,000 board feet, while Nova Scotia's total reaches 15,000,000,000. The New Brunswick total is made up mainly of white pine, spruce, balsam, fir and cedar. The main hardwoods are yellow birch, maple and beech. In Nova Scotia about half the total commercial timber is of soft varieties. The geographical situation of these provinces and the proximity of her ports to the ports of insular and continental Europe have been a great factor in developing the overseas trade.

To estimate the importance of the lumbering industry to the provinces it is only necessary to realize that barely 27 per cent. of all land in New Brunswick is under agricultural cultivation, and that the balance represents the forest resources. In New Brunswick about seven and one half per cent. of the forest land belongs to the Crown, and the balance, approximately five million acres, belongs to private companies and individuals. Not only are these provinces peculiarly favored by their proximity to the natural countries of export, but they are also favored by conditions that make it readily possible to get the logs to the mills, both New Brunswick and Nova Scotia, are, in addition to their railway system, cut by a network of rivers that make it possible to raft the logs to the mills at a material reduction from railroad haulage.

Despite the scarcity of shipping and

the drafting of many expert lumbermen, the war years have shown a marked improvement in the lumbering business of the provinces by the sea. The home consumption of timber increased materially during the war which offset any possible decline in export business due to embargoes and scarcity of shipping. Despite that fact, however, Hon. O. T. Daniels, Minister of Crown Lands of Nova Scotia, estimates that the value of forest products for the present season has reached the surprising figure of \$18,905,000. With the closing of the world war, and the demands that must come for the restoration of Europe, with the calls made upon lumber resources by new building programmes and by long delayed necessary repairs, there is a promise of a great boom in the lumbering industry. In any such boom the Maritimes will unquestionably be found in a very favorable position.

## Co-operative Stores in Nova Scotia

Co-operative Store Systems Follow the Coal Mines. The System Has Shown Some Measure of Success. Some Facts Regarding the Newest Venture.

Special Correspondence, Sydney, C.B.

**W**HEREVER you will find an operating coal mine in Nova Scotia you are apt to find either a co-operative society or the bones of one. The reason for this is that a very large proportion of the miners in Nova Scotia have always been of Old Country origin, and they have brought the idea of the co-operative store with them.

### Devoted to Co-operative Principle

It never seems to have flourished permanently here, or rather, few if any individual co-operative stores have had a permanent success, although the devotion to the principle of co-operation persists. Too much credit and too many bosses seem to have been the rocks on which these establishments have come to grief.

There are now co-operative stores at Sydney, Sydney Mines and Glace Bay. In the two last-named places the stores have been in operation for several years. The store in Sydney is the third that has

been started there. It was organized in August, 1918, by the steel workers of Sydney. Out of about 4,000 employees in the steel works, about 1,500 are shareholders. The subscribed and paid up capital is \$50,000. It is stated that the first six months operations showed a profit, and A. B. Colborne, the manager, while not minimizing the difficulties of co-operative trading, was hopeful of making this one succeed.

The shareholders are chiefly heads of families. Only groceries and footwear are handled. All profits go back to the shareholders as dividends.

### Capital Not Withdrawable

The capital is not withdrawable, and the shareholder cannot make purchases against his investment, which is said to be the most frequent cause of co-operative failures. A shareholder, however, may dispose of his stock to someone approved by the directors. No individual may hold more than \$50 or less than \$10

of stock. There are fifteen directors, holding meetings each Friday night, eight constituting a quorum. At the latest meeting thirteen were present. They get a report of sales each week, and a general business statement each month. The store closes Wednesday afternoon, being the only Sydney store to do so.

The turnover of the store is about \$20,000 per month. No attempt is made to cut prices, according to the manager, who claimed that the business had encountered some hostility from other stores.

The business of Sydney is run on an absolutely cash basis, although Sydney Mines store, which has been running twelve years, and has many old customers, gives credit. All wholesalers seem perfectly willing to sell to the co-operative concerns.



Interior of the store of Fawcett Brothers, Sackville, N.B. In addition to the store business carried on its members are actively engaged in a fruit business as well. They are within easy distance of a very prolific strawberry area, and as well as supplying their own trade ship many cars of fruit to other points during the season. This is a business that is not only profitable in itself, but that helps to keep their name before the farmers of the surrounding district.

## Special Sales Bring New Business

"Catch Trade" Very Often Becomes Regular Business, Due Entirely to Some Feature Sale.

**T**HERE is nothing like special sales to attract catch trade," G. B. Cunningham, manager of the Northway Grant Co. grocery department at Orillia, Ont., told CANADIAN GROCER. "This catch trade," he added, "very often becomes regular trade. Special sales bring people into the store, and when they are here they see other things they want, and to save time possibly, they buy them here, rather than go to their own grocer. Very often in this way they become regular customers.

These sales are advertised in the weekly newspapers, and the next day the store is very often literally besieged. Mr. Cunningham's method is usually to offer some special line, two or three cents under the regular price, just as a means of drawing the people. It is not that we believe in wholesale cutting of prices, but we do believe that just as a method of advertising, it is a real producer of new business."

The grocery department in the Northway Grant store at Orillia is very attractively arranged at the rear of the first floor. Everything is marked with price tickets. Mr. Cunningham believes ticketing articles is a saver of time as the customer, while waiting her turn to be served, can see at once just what the article that she has in mind will cost her, without waiting to ask the clerk. Keeping new lines well to the front, displayed on the counter in a way to readily attract the eye of the customer is another idea that Mr. Cunningham has put into practice with a good deal of success. More often than not, sales result this way in introducing new goods.

### JAPAN'S RICE CROP LAST YEAR

An official report from Yokohama gives Japan's rice crop during 1918 as 280,006,135 bushels. The crops of pre-

vious years were as follows: In 1916, 299,223,040 bushels, and 1917, 276,828,160.

### DIRT KILLS BUSINESS

Help keep the store clean. A dirty, untidy store is not a business builder. Dust in a store or on merchandise is an expense the extent of which cannot be measured in dollars and cents. The average woman abhors dirt in her home, and dislikes things to enter her home that come out of a dirty place. Goods are sold through the eye quite as much as they are through the sales argument. Cleanliness and neatness should be the rule for every clerk, not only in his department, but in his person. Clean hands should be the rule and not the exception. Especially true is this as it applies to the handling of food products. We all dislike to be served by a dirty person in a restaurant. A dirty apron, plus soiled hands, has spoiled many an otherwise good meal. "Oh," says Mrs. Cleanhousekeeper, "their goods are all right, but their clerks are so dirty." What an arraignment!

## Do You Know Any of These Three Chaps?

**H**E occupied a fairly large place in the community. He was a manufacturer in a good way, and what he had to say about conditions generally carried some weight. In fact what HE SAID had quite a bit to do with what the community believed.

On this particular day this HE SAID individual stood on the corner just before parting company with the bank manager.

Of course the banker wanted to know his ideas about credits and the outlook in general. It was not possible to hear all that HE SAID, but such words as strikes, no output, hard winter, failures, high costs, were easy to hear. In fact, a person would not need to be an eavesdropper at all to get a whole earfull of real honest-to-goodness blue-ruin talk.

The banker went his way and HE SAID went his. Just as the banker was about to enter his office he met the man who used to attend to the furnaces in winter. Instead of saying, "Good morning, Joe," he stopped and asked Joe how things were going with him. "Fine," replied Joe as a starter. "Working every day at bigger pay than I ever hoped to get. My boy got back from France three months ago and he's working in the same shop. If you want to know how we're doing just take a glance at my savings account. It's right in your own bank here," and Joe was off with a smile.

*And quite unconsciously Joe, the former furnace man, had put the axe into the burdock bush that HE SAID had planted in the mind of the banker.*

Now as a matter of fact HE SAID was only a very ordinary individual.

Any croaker who decorates a sugar barrel in the old corner grocery could have handed out just as fine a line of headed-for-the-bow-wows talk. It does not require brains—it does not require courage, nor vision, nor executive capacity. Simply a wagging tongue and a bit of an audience—the rest is easy.

Nothing more was needed than that the tongue should wag and the audience not ask

any pertinent questions that would confuse the wagger.

HE SAID lives in a good many Canadian centres. He is telling that coal is going to be very high this winter; that there will be an awful lot of people out looking for work; that building is almost at a standstill; that costs are high; that there is industrial unrest; that buying is from hand-to-mouth, and that our money is at a stiff discount in the United States markets.

Unfortunately there is no legal way of dealing with HE SAID. Certain animals can be muzzled during the hot days of August, but there is no muzzle for HE SAID. He is at liberty to go his way, throwing out doubt here and fear somewhere else.

*The antidote lies in Joe, the former furnace man—Joe, the apostle of good news—Joe, the chap who knows enough to stay everlastingly at the harvest while the cutting is good.*

If Joe gets along to boot HE SAID out of his job, he will buttonhole the banker and say that in spite of strikes, reported crop shortage, high costs, and all these things, retail buying is heavy and payments good—that the world is short of scores of lines that must be grown or manufactured—that many big buildings must be gone on with very shortly—that failures of responsible firms are almost unknown—that Bolshevism has got a black eye—that the costs of the rest of the world are just as high or higher than ours.

Yes, Joe, the former furnace man, would have given the banker a real vision. He would have jumped into his mental horizon and shoved it back a couple of miles. The chances are that Joe would put more blue sky and sunshine into the banker's ideas than could have been hatched under any other circumstances.

*Now, this is not visionary. HE SAID, Joe and the banker are real people, and they have been discussing real Canadian conditions.*

They represent three conditions and classes in Canadian business. Sift them out and see where you fit in.





Another attractive Maritime store—that of W. P. Crosby, Ya:mouth, N. S.

## N.B. Herring Fisheries Face Serious Situation Prices Have Declined Below Production Cost and Market is Limited

A rather serious situation confronts the fishing business in New Brunswick. Prices of herring have dropped to a point where it does not pay the fishermen to catch them. The two largest sardine plants in the province are not yet in operation, although sardines are fairly plentiful, and in several sections of the province the fishermen are idle as there is no market for the catch. With the cost of boats, nets and everything connected with fishing operations advanced more than 100 per cent., some dealers are offering less than pre-war prices for herring.

### Gaspereaux Catch About Half Usual

The Gaspereaux catch at St. John this year was only about 9,600 barrels, less than half the usual catch. The great bulk of the catch has been salted and sold in New York.

The price of Gaspereaux in the West India market is fair, but the price of herring and other fish there is off. The low price of fish in the local market is not stimulating sales as might be expected from the complaints of the high cost of meats, but the situation should afford a good opportunity for retail dealers to expand their sales.

The salmon fishing in New Brunswick has been a failure this year, and there is no chance that the short catch will be

made up before the end of the season. The situation is the same in the Bay of Fundy and on the north shore of the province. The bulk of the catch has been

sold in the local markets at good prices, and shipments to Montreal and Boston, which have been developing in large proportion in recent years, have been small this season.

Fire broke out recently in Fine & Rubin's wholesale grocery warehouse, at 409 Queen Street West, Toronto, doing \$1400 damage. One thousand was to the building and \$400 to the contents.

## Tomato and Peach Crop Light Lack of Rain Diminishes Tomato Production—Leaf Curl Causes Heavy Drop in Peaches

**T**HE tomato crop prospects in the Niagara peninsula are only fair. W. P. Ryan, of the Bell Meade Farms, Grimsby, Ont., stated to CANADIAN GROCER this week that while the tomato plants were looking healthy and strong, lack of moisture has been responsible for a poor set and there will not be as many tomatoes to the acre this year as last.

"The tomato plant," said Mr. Ryan, "is originally of southern origin. It can stand all kinds of hot weather but it must have plenty of moisture to produce abundantly. The lack of moisture during the blossoming season has tended to a much smaller crop than otherwise would have been secured."

In referring to peaches he stated that the early bloom promised an abundant yield this year. Experienced fruit men, he said, were of the opinion that the

trees somewhat overdid themselves in bloom. This apparently has been the case as much of it has since been found to be false. Hot weather produced a great deal of leaf curl, and, although recent rains have helped considerably, he does not think the crop will be a big one. This applies particularly to the Elberta peaches, which are the largest and perhaps the best of them all. The yellow St. Johns promise much better.

The plum crop, according to Mr. Ryan, will not be a good one. The blossoms and early set indicated a good big crop of plums, but recently dry rot has set in and they are falling off the trees.

Pears look to be a good crop and harvest will be large. Same applies to grapes, which, Mr. Ryan said, as far as he had heard would be one of the best crops in recent years.

# Millions of Cups Enjoyed Every Day

**N**OTHING succeeds like Quality and Value.

The more Quality given for the money the greater the success.

Figuring on this basis, the Quality given in the Red Rose Tea packages must be large for the money—

For millions of cups of Red Rose are enjoyed every day in Canada.

Wherever the railroad, the auto, the horse, the canoe, and the dogsled go—be it a main road or a trail through the wilderness—wherever “good tea” is enjoyed and value and economy appreciated—there you will find the Red Rose packages.

To supply the demand for Red Rose Tea, the T. H. Estabrooks Company operates in St. John, New Brunswick, one of the largest tea sorting, testing, blending and packing warehouses in Canada, and, in addition, there are branches in five other Canadian cities. Almost every grocery store in Canada sells Red Rose Tea.

While the residents of the Maritime Provinces look upon the T. H. Estabrooks Company as an industry that

belongs to the provinces, the lovers of “good tea” all over Canada have made it an industry of national importance.

Every day they go by the thousands to the grocery stores to buy tea with the distinctive Red Rose flavor, the rich Red Rose strength, and the splendid Red Rose economy.

Red Rose Tea tastes better, goes farther and is more economical, because it consists chiefly of hill-grown ASSAM teas—the richest and strongest in the world.

Red Rose is your natural choice of a LEADER to increase your tea sales. The public likes Red Rose and the dealer likes our broad, fair way of doing business.



## T. H. Estabrooks Co., Limited

Head Office: St. John, N.B.

*Branches at Montreal, Toronto, Winnipeg, Calgary, Edmonton*



## Circle R Brand Compound Tartar

The largest selling Compound Tartar in the world

### Our Guarantee

We guarantee every can of Circle R Brand COMPOUND TARTAR to give perfect satisfaction or purchase price refunded.

Packed in ½'s, 1's, 5's, 10 lb. tins.

Ask our travellers for it or write direct to

## BAIRD & PETERS, St. John

SOLE AGENTS IN NEW BRUNSWICK

Branches: Campbellton, Edmundston, Fredericton, Moncton, Newcastle

## 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.

## COUNTRY MERCHANTS

of Nova Scotia, New Brunswick,  
Prince Edward Island

Ship us your

**Butter, Eggs, Potatoes, Etc.**

**We pay highest market prices.**

**SMITH BROS.**

7 Upwater St.

HALIFAX

**1,000,000**

People — to use your products

## In the Maritime Provinces

We cover the territory

Write us.

Best references

**The Smith Brokerage Co., Ltd.**

1-4 South Wharf, St. John, N. B.

The great success we have had with our  
**“EVANGELINE”  
APPLE CYDER**

and the repeated enquiries we have had from our customers  
for other beverages has encouraged us to put on the market

**“EVANGELINE”  
ORANGE CYDER  
AND  
CHERRY CYDER**

They are both of particularly fine quality and retain all  
the delightful flavor of the California Oranges and the  
Nova Scotian Cherries

**ALSO**

**“EVANGELINE” CYDER VINEGAR  
“EVANGELINE” White Wine Vinegar**

---

**Annapolis Valley Cyder Co.,**

Limited

BRIDGETOWN

NOVA SCOTIA



**BROOMS!**

**BROOMS  
BROOMS  
BROOMS**

Only the best material used.

See our traveller or write us direct.

**ALTEN LOHNES**

35 Queen St.  
Charlottetown, P.E.I.

**Schofield & Beer**

**Manufacturers Agents  
and Grocery Brokers**

Best References

**St. John City, N.B.**

**Halifax, Canada**

**J. W. Gorham & Co.**

C. H. Gorham, Propr.

Grocery Brokers  
and  
Manufacturers' Agents

Catering strictly to the  
Wholesale Grocery and Wholesale  
Fruit Trade of Nova Scotia

**B Brand Ciders**

THEY ARE BETTER



Grape  
Cherry  
Apple  
Loganberry  
Raspberry

Strawberry  
Cream  
Orange  
Blackberry  
Apricot  
Peach

SEND US YOUR ORDERS  
**MARITIME CIDER CO.**

MAIN STREET

ST. JOHN, N.B.

**We Want Agencies for Prince Edward Island**

*Best References.*

*Write or wire us.*

**J. CARRAGHER & COMPANY**

QUEEN STREET, CHARLOTTETOWN, P. E. I.



Grocers can always safely fill your customers sugar order with Royal Acadia.



*"Every Grain  
Pure Cane."*

The Pyramid Trade Mark  
Guarantees The Quality

Whether they ask for Royal Acadia by name or not you can rest assured they will thoroughly approve of the all round goodness of this delightful sweetener.

Royal Acadia is put up in handy-sized 2 and 5-lb. cartons, also in 10, 20 and 100-lb. bags, half-barrels and barrels.

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

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# “ACADIA”

FISH, is a hot weather dish, particularly fine in the morning.

Do you tell your customers about how nice “ACADIA” is in patties, fresh fried for breakfast, or how well it goes in the evening, chopped up and fried and served with French potatoes?

It is the best warm weather dish we know of.

**ROBIN, JONES & WHITMAN, LIMITED**  
LUNENBURG, Nova Scotia

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## MINARD'S LINIMENT

One of the best all round remedies for Coughs, Sore Throats, Sprains, Rheumatism, etc.

Dealers should not fail to carry good stocks particularly during the spring and winter months.

**MINARD'S LINIMENT COMPANY, Limited**

Office and Laboratory: YARMOUTH, N.S.

Branch Factory: ST. JOHN'S, NEWFOUNDLAND

## Pure Apple Cider

## Real Apple Cider Vinegar

Made from the famous ANNAPOLIS VALLEY APPLES.

Guaranteed pure and made in a clean, sanitary factory.

*The PICKLING SEASON will soon be here. HOW ABOUT YOUR STOCK?*

*Write us for price list or other information.*

**M. W. Graves & Co.**

BRIDGETOWN, N.S.

ESTABLISHED 30 YEARS



## Sea Foods From The Canadian Maritimes Better Than The Imported Variety

Government Analysis at Ottawa shows  
Brunswick Brand to be superior to both  
domestic and imported canned sea foods

Dealers who have long regarded the widely advertised imported canned sea foods as superior to the products of Canadian waters will be interested to know that Bulletin No. 423, issued by the Laboratory of the Department of Trade and Commerce, Ottawa, proves that

**Brunswick Brand Sea Foods contain a higher percentage of food calories than any other canned fish or meat (devilled beef excepted.)**

Here is a selling point worth emphasizing. The present embargo on imported sardines gives every aggressive dealer a splendid opportunity to feature and recommend a superior Canadian product like Brunswick Brand.

Every customer asking for canned sea foods, and particularly sardines, should be informed of the superiority of Brunswick Brand.

You'll find the profits very worth while.

**CONNORS BROS., LIMITED**

BLACK'S HARBOR

NEW BRUNSWICK

# SEA FOODS



## For Sea Voyages, Camping Parties Construction Gang Camps Exploring and Mining Expeditions

or any place that is far from the source of butter supply you'll find

### **BLUENOSE BUTTER** *A UNIVERSAL FAVORITE*

Sold in pound, two-pound and half-pound tins. Always opens up in excellent shape regardless of climate conditions.

**ITS QUALITY AND FLAVOR APPEAL TO THE MOST CRITICAL**

If your customers have trouble keeping butter in the hot weather, suggest they try a can of **BLUENOSE**. Write us.



## Smith & Proctor

*Sole Packers*

**Halifax**

**N.B.**



# SUMORE

The Perfect  
Peanut

PACKED IN TINS

ASK YOUR JOBBER

OR

Montreal Nut and  
Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

LOGGIE SONS CO., Agents, TORONTO

We  
Want Agencies  
for  
Food Products

Best references

**PYKE BROS.**

Grocery Brokers

HALIFAX

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King George's Navy, of course?



Rock City Tobacco Co., Ltd.



TO OUR PATRONS  
IN THE  
MARITIME PROVINCES



We sell most everything advertised in the GROCER. Whether your requirements be large or small, get in touch with us. You will find that we are headquarters for:

TEAS and COFFEES  
DRIED FRUIT  
NUTS  
SALMON  
JAMS  
RICE  
CANNED GOODS

For immediate or future shipment. Let us quote you on your requirements, at rock bottom prices.

LAPORTE, MARTIN, Limitee  
Wholesale Grocers

584 St. Paul St. West

Montreal

ESTABLISHED 1870

*Lower Provinces Representatives:*



N. BOUTILLIER, Queen's Hotel, Halifax  
For Nova Scotia and New Brunswick

ROGERS & ARNETT, Summerside  
For Prince Edward Island



## The "FULL WEIGHT" Brand

Only  
Selected  
Mature  
Haddock



Only  
Selected  
Mature  
Haddock

1-lb Tin contains 16 oz. net.

1/2-lb Tin contains 8 oz. net.

A pound tin contains as much Fish without any waste and ready for use as a fresh fish weighing 3 pounds. Sold by leading Jobbers everywhere.

Packed only by

### The Thistle Curing and Canning Co.

Arthur P. Tippet & Co., Agents, Montreal

## SERVICE

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WE are in a position to render exceptional service to manufacturers of high grade food products, desirous of extending their trade in the Maritime Provinces.

---

### Angevine & McLauchlin

*Manufacturers Salesmen*

ST. JOHN, N.B.      TRURO, N.S.

## J. A. TILTON

Merchandise Broker

St. John, N. B.

Correspondence solicited  
in connection with agencies  
for the  
Maritime Provinces.

15 NORTH WHARF

ST. JOHN., N. B.

# An Old Time Favorite

Everyone is ready to admit that when it came to the baking of delicious cakes, pies, puddings, etc., and the putting up of pickles, quinces, pears and other fruits, Grandmother took the prize.

Grandmother did her baking in tin kitchens set before the fire. Sometimes she baked a sponge cake in an iron kettle, browning the top with hot coals heaped on the lid. On baking day the kitchen was filled with delicious fragrance, because Grandmother made her cakes and pies with

## Lantic Old Fashioned Brown Sugar

This is the sugar that is arousing the interest of housewives all over the country.

Our big 24-sheet poster now appearing on the boards, supplemented with an extensive newspaper and magazine campaign is creating new sugar business and con-

sequently making more profit for the dealer.

We have just issued a new edition of Grandmother's Recipes, a little cook book quoting over 80 old-time recipes, also giving instructions on how to keep old-fashioned Brown Sugar fresh and moist.

May we send you a copy?

# Atlantic Sugar Refineries

Limited

Refinery: ST. JOHN, N.B.

Office: MONTREAL, QUE.

# Enquiry Department

**W**HEN 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.

## MANUFACTURERS OF WOODEN PAILS

Could you please give names of manufacturers of wooden pails for pickled fish?—J. G. Robichaud, Shippegan, N.B.

Answer:—We would suggest that you get in touch with the Wm. Cane & Sons Co., Ltd., Newmarket, Ont., also Keenan Woodenware Co., Owen Sound, Ont., in regard to wooden pails for pickled fish. These firms state that they are prepared to manufacture these pails for you. In fact they have been doing this by the carload for different large packing houses, and will be pleased indeed to hear from you.

## HANDLERS OF BLUEBERRIES

Will you kindly let me have the names of any commission merchants, canners or others in Toronto or Ottawa who handle blueberries?—M. E. Dougall, Garson Mine, Ont.

Answer:—The following wholesale fruit and commission merchants in Toronto would no doubt be interested in receiving the blueberries:

White & Co., cor. Front and Church Sts.; Peters, Duncan & Co., 88 Front St. E.; McBride Bros., 35 Church St.; H. J. Ash, Church St. Maybe a large retailer like R. Barron, Yonge St., Toronto, or F. Simpson & Sons, Yonge St., Toronto, would also be interested. They sell large quantities of blueberries every year.

In Ottawa we would refer you to J. Freedman and M. Gallagher & Son, also Geo. House & Co., and C. E. Plane & Co.

## BUYERS OF USED PAPER BOXES

I would like the address of a buyer of used paper and cardboard boxes. Up to now we have been burning it all up. It

seems that we could find someone that buys this stuff up as we have considerable.—Wm Patterson, c-o H. J. Dahl, Bashan, Alta.

Answer:—E. Pullan, Toronto, Ont.

## THE NEW PACKING CORPORATION

Would you kindly give us the name of the corporation which has undertaken to amalgamate the Independent Packers at Chicago? We understand that their intention is to come into Canada. We have a small but compact little house here which it might be profitable for them to obtain.—Alex. Ames & Sons, Ltd., Sherbrooke, Que.

Answer:—The United States corporation interested in the amalgamation of independent packers is the Allied Packers Co., Inc. The company has been incorporated under the laws of the State of Delaware. The capital stock is \$25,000,000 7 per cent. cumulative preferred stock and \$250,000 shares of common stock with no par value. John A. Hawkins is the head of the concern. It has included in the list the Matthews-Blackwell Co., of Canada.

## ADDRESS OF SQUIRREL BRAND

We have noticed in several numbers of **GROCER** an advertisement of Squirrel Brand Peanut Butter. We would like to know the address of the manufacturers so as to get their prices for this goods, as we are anxious to purchase.—Jno. E. Lake, Fortune, Burin District, Newfoundland.

Answer:—The Canada Nut Co., Vancouver, is the manufacturer of Squirrel Brand Peanut Butter.

## COUNTER CHECK BOOKS

Please let me know where I can get counter check books and price by the

thousand.—Wm. Lavoie, Belle River, Ont.

Answer:—Would refer you to the McCaskey Systems, Ltd., Carlaw Ave., Toronto.

## BUYERS OF PULPWOOD

Will you kindly give me the name of some manufacturer who will buy pulpwood?—Antoine Albert, Pelletier Mill, Que.

Answer:—Riordon Pulp & Paper Co., Montreal; E. B. Eddy Co., Hull, Canada; National Paper Co., Valleyfield, Que.; Brompton Pulp and Paper Co., East Angus, Que.; Wayagamack Pulp and Paper Co., Three Rivers, Que.

## NO LICENSE REQUIRED FOR PATENT MEDICINE

As a subscriber to the **CANADIAN GROCER** we would like some information. Will you kindly advise us if it is necessary for us to have a license to sell patent medicines?

Answer:—No.

## MANUFACTURERS OF ICE MACHINES

Please advise the names of manufacturers of ice machines and refrigerator plants suitable for restaurant use, a machine with a capacity of a half to one ton, and oblige.—The Medicine Hat Grocery Co., Ltd.

Answer.—W. A. Freeman Co., Hamilton, Ont.; Eureka Refrigerator Co., Owen Sound, Ont.; Wolf, Sayer & Heller, Inc., Montreal; Linde Canadian Refrigeration Co., Montreal; Canadian Ice Machine Co., Chestnut St., Toronto.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers  
**INFORMATION WANTED**

Date.....191..

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

Address .....

.....

.....

.....

# MARITIME EXPANSION

## SIMMS BETTER BROOMS

Business sense—not sentiment—must dictate where your brooms shall be bought.

You would prefer a broom made in an up-to-date factory under ideal conditions to one made by the old-fashioned hap-hazard methods.

**Simms Little Beauty** broom is a Maritime Product you can be proud of. Little Beauty is the best medium-priced broom on the market to-day. It is six ounces lighter than the average broom. Let a woman hear you say that—she'll feel that you know something. Its full meaning will be apparent to her. That six ounces can make itself felt in a day's work; and when she's hot and tired, it feels like pounds.

The business end of the Little Beauty is full size—it covers the same ground as the heavier brooms. The bigness is where it ought to be, and the stock is strong, sharp and springy. It is designed to do the work and save the woman. The shoulder of the broom is strengthened with extra tension steel wire—it cannot loosen. And then the binding—four seams of the best flax. The broom is BUILT from the inside out—and BUILT from the outside in.

The handle is straight and perfectly balanced. Its smooth piano-finish makes it moisture-proof and it cannot get sticky or blister the hands.

Simms' **Better Brushes** are sold in Europe and all over the world. Abroad and at home they hold their own. In every little corner they are doing good work—chasing out the dirt and telling the tale of Eastern Canada's manufacturing success.

### T.H. SIMMS & CO., Limited

*Makers of Better Brushes and Better Brooms for 54 Years*

ST. JOHN      MONTREAL      TORONTO      LONDON



# CHICKEN HADDIES

*—the tastiest fish  
that ever came out of  
the Maritime Provinces*



The people in the Maritime Provinces know good fish and Chicken Haddies are known amongst them as the tid-bit of the Atlantic.

*You will make no mistake  
in putting in a stock of  
Chicken Haddies. They  
sell readily and bring them  
back for more.*

Order from your wholesaler to-day.

Packed at Canso, N.S., by the  
**MARITIME FISH CORPORATION, Limited**

Head Office and Sales Dept.  
MONTREAL

Plants at  
CANSO, N.S. and DIGBY, N.S.

*Packers of the Celebrated Maple Leaf Canned Codfish Flakes*

Packing department of Smalls Limited, Montreal. 70,000 sq. ft. of floor space, capacity 3 to 4 cars daily.

Established 1825



Gathering stations at many points in the Maple Syrup making belt of Canada and U.S.A.



Smalls food products have won highest awards in every quarter of the world including the Orient.



"THEY GRIN WHO WIN"



and the merchant may win and hold trade by sticking to, and carrying a stock of Small brands at all times.

FOLLOWING ARE **CLUBS** THAT ATTRACT

CLUB ORDER 1	
1 case Turkish Delight, 20 lbs.....	\$4.15
Genuine Turkish.	
1 case A. D. Mints, 24 tins.....	3.30
"Snowflake Brand."	
1 case Jolly Smacks, 16 lbs.....	2.65
Jelly squares.	
1 case Smalls Smiles, 10 lbs. ....	2.35
Kisses toffy.	
1 case Maple Sugar, 96 10-lb. B....	7.00
Standard, pure.	
1 pail A. D. Mints, 12 lbs.....	2.65
Total .....	\$22.10
Delivered, freight paid, in Canada east of Sudbury.	

CLUB ORDER 2	
1 case Maple Syrup, 24 16-oz. B.....	\$8.25
"Standard, pure."	
1 case Pure Syrup, 12 32-oz. bottles..	5.40
"Forest Cream Brand."	
1 case Pure Syrup, 12 32-oz. bottles..	4.35
"Canada First Brand."	
1 case Molasses, 24 28-oz. tins.....	4.20
"Cooks' Friend" Baking.	
1 case Pure Syrup, 6 180-oz. tins....	8.10
	\$30.80
Delivered, freight paid, in Canada east of Sudbury.	

CLUB ORDER 3	
1 case Mapo-But, 24 tins.....	\$4.90
Forest Cream Brand.	
1 case Mapo-But, 24 2½-lb. tins.....	10.00
Forest Cream Brand.	
1 case Mapo-But, 2 30-lb. pails.....	9.70
Forest Cream Brand.	
1 case Nut-O-But, 24 tumblers .....	5.10
Forest Cream Brand.	
1 case Choc-O-But, 24 tumblers ....	5.10
	\$34.80
Delivered, freight paid, in Canada east of Sudbury.	

The above assorted club orders have been carefully thought out, and from experience are judged to be highly seasonable. Choice Syrup and Baking Molasses in small packages, Forest Cream Sugar Butters, the ideal cake icing is also very delicious and economical used as a bread spread. Confectionery are all standard lines and warranted to withstand hot weather. If stocked with the above you are equipped to club into line all, from the most fastidious tourist to the humblest home kitchen or restaurant trade.

Terms: Merchant sending in two club orders at one time is entitled to one 10-lb. case Smalls Smiles as free sample. If three club orders, 1 25-lb. case. Shipments will be made direct to purchaser and charged to any jobber mentioned. If sending cash, which in some cases might hasten shipment, kindly mention your jobber that we may credit same with discounts. We have ten gentlemen salesmen in Canada whose only duty is to keep in close touch with retail and jobbing trade throughout the country, to assist same in adjusting and disposing of any stock that may be going slow, or for certain reasons may have gone wrong. Write for complete list.

**SMALLS LIMITED**  
MONTREAL



*A very effective window for encouraging the sale of fruits*

## New Brunswick Potato Outlook Good

Yield Expected to be Equal to Last Year—United States Market May be More Difficult to Enter—Price Tendencies Undefined

**F.** G. SCOTT, vice-president Hatfield & Scott, Ltd., Hartland, N.B. and Montreal, Quebec, stated to CANADIAN GROCER that there is a good prospect in the matter of yield for New Brunswick potatoes this year. While the acreage under crop is not available, Mr. Scott stated that there was probably as much acreage this year as there was in 1918, and with the prospect of as favorable a yield. The conditions have been favorable throughout the province, he stated, and there is particularly good promise in the heavier producing counties of New Brunswick. An abundance of moderate temperature needed and an average fall of rain, these had obtained this year with the desired development in growth and making it possible now to predict a heavy yield.

### Uncertain Price Tendencies

At the present time it is impossible, Mr. Scott stated, to forecast probable prices for the coming crop. Last year, he estimated, there must have been 50 per cent. of the produced crop sent into the northern section of the United States adjacent to New Brunswick. The conditions had been most favorable under the special legislation passed by order-in-

council, but it now looks as if this law under which potatoes have been sent into the United States duty free for the past year or more, will be repealed. So soon as this happens the duty will be reimposed and the result will cause the farmer to market in the United States on a competitive basis. He will simply have to stand the loss, or rather he will have to pay 33 1-3 duty chargeable or else market his product in Canada. This he will hardly be able to do as the market is not extensive enough.

It is problematical what prices will be for other reasons. The growing conditions are not clearly defined in the United States now, although Mr. Scott, after travelling for several weeks in the States, believes that the growing centres of the Southern States and Virginia are not producing a big crop. In fact conditions have not been too favorable and this is one reason for the comparatively high prices prevailing all season on imported potatoes.

Another factor is that of the production secured in Quebec and Ontario. If conditions are favorable here it will mean more competition and probably a lower basis of selling prices than that

obtaining last year; otherwise the opposite, or fully maintained prices at least.

### FAVORS RE-SALE PRICES

Renewed recommendation that manufacturers be permitted by law to fix and maintain re-sale prices, subject to review by a disinterested agency, was made by the Federal Trade Commission to-day in a special report to Congress. Existing laws, which have been interpreted by the Supreme Court in the case against Colgate & Co., and in other test cases, to prevent fixing of re-sale prices, should be amended, the commission believes, with a view to removing the present complexity in the business world, to promoting the present efficiency of manufacturing and commercial institutions and to serving the interests of the consuming public.

Under the commission's recommendation, first advanced in a report to Congress last December, manufacturers desiring to fix and maintain re-sale prices would file with an agency to be designated by Congress, descriptions of their articles, contracts of sale and the price schedules to be maintained. The disinterested agency would be charged with the duty, "upon complaint of any dealer or consumer or other party at interest," to review the terms of contracts and prices.

# Grave Danger to all Associated Work

Any Work Not Respected is Bound to Fail—Conditions That Are Found to be Continent Wide

By HENRY JOHNSON, JR.

**F**OR upward of 35 years, Steeles-Wedeles Co., jobbing grocers, of Chicago, have printed on the fly-leaf of their cost book a list of weaknesses common to salesmen, warning their men against them. Concluding, they say: "If any sins in this little register appeal to you for parentage don't hesitate to father them."

Likewise, I say to you now, my readers, that if any of the sins I detail here can be laid to your door, don't try to dodge. Face them out and correct them, for if you do not your work and effort will come to naught, and the consequences to you and your neighbors may be most disastrous.

## Be Businesslike About Meetings

During the past six months it has been my fortune to attend meetings of grocers all over the continent. I can say that, with the single exception of those of the Boston association, not a single meeting has opened on schedule. Coming, as this experience did, on the heels of many months of meetings of four minute men, where we started at the drop of the gavel at 8 o'clock, and stopped on the dot at 10, the contrast was very striking.

The time commonly set for such gatherings is 8 o'clock, and I have made it a point of honor, also a token of respect to other attendants, to be on hand at 8 or before, never later. Sometimes I have found nobody there, but usually two or three arrive quite promptly, say at 8.10 to 8.15. Others stroll in at 8.20, 8.30, 8.40, and so on, until at about 8.45, the chairman says, "Well, I guess they are about all here now," and opens the meeting.

From then the late comers tend to drift in until around 9 o'clock—think of it. 9 o'clock for an 8 o'clock meeting! And it is to be noted that those who come so very late are likely to walk in with a kind of bravado. They seem to have a chip on their shoulder, challenging anyone to "call" them for being tardy.

As I have sat there among the waiters I have heard over and over again the comment, familiar from ocean to ocean, that "It's pretty hard to get 'em out in this town," "They don't stand together very well here," "Grocers here do not seem to 'take an interest' in their association," "It's hard to make them believe that it's to their interest to attend the meetings," "About the only way to get the crowd out here is to give a little feed," and so on. Listening thus, I have often wondered what is in the mind of a man who goes at 8.30 or 9 o'clock to an 8 o'clock meeting.

I wonder whether it ever occurs to him to consider how he insults the men whom he keeps waiting, and whether

it ever comes to him to think that he has no right thus to transgress on the time of others.

Does he ever stop to figure that if ten men await his coming for 30 minutes they have given him five hours of their time; five hours time sacrificed to his dilatoriness? By what kind of right does he do this? How does he figure that his time is more valuable than theirs?

I have often wondered with what object such men go to meetings. Do they go there because they expect to derive benefit? If so, how do they expect to benefit from being present at only part of a meeting? If the subjects for discussion are of value how can such a man get a return for his evening if he only hears part of the discussion?

Sometimes such a man arrives after the entire subject has been gone over and discussion is active on the floor. He is interested, finds something more vital than evidently he anticipated, and asks such questions as result practically in the entire matter being gone over a second time, purely for his benefit and as a consequence of his discourtesy to his associates. On such occasions I have marvelled at the patience of the chairman and the rest who submit to a rehash of what they had heard by being on time.

## Broken Promises

Another thing I have noted with much regret and some concern is the way in which grocers will agree to attend certain meetings and then disregard their agreement. Tell such men that a special meeting is to be held, indicate the scope of the subjects, point out their vital importance, and they seem interested. They ask the time and place, appear to be right on their toes and promise to come. Then they do not show up.

I wonder what men who break their words so easily, who become oblivious to their agreements so readily, have in their minds and what they expect to result from such treatment of their associations, their associates and the matter of grave concern to their business.

Gentlemen, this is a very serious matter. It is a very insidious menace to the business of every grocer. There is no doubt whatever that associated effort must come into the grocery business more generally and more seriously than it has hitherto, or changes disastrous to their business are liable to ensue, for certain things can only be done well when they are done together.

Look about at other lines of business. See how doctors, dentists, workers and professional people of all kinds band together for mutual benefit. See how our friends the mail order people associate and exchange information and helpfulness. Note the intimate and detailed in-

formation the dry goods people pass around among themselves. Why? Because they realize what we must realize if we are to survive, that there is more to be derived from co-operative effort than from competitive scrapping, and that the skilful competitor is a much better neighbor than an ignorant and clumsy one.

There is only one way to look at this. That is to be businesslike about it. If the association is worth your while at all, it is worth your businesslike care and attention. If association is to be of benefit it must be treated as respectfully as you treat your store. If you are to make the meetings valuable, you must be there just as promptly as you open your store in the morning.

Get to the meetings on time! Note that the men who are on time are the successful ones and join with them. If by any chance you are late walk in quietly, apologetically, for being late. Get the right slant on this: realize that you really owe an apology to those who are on time. If you find that your dilatoriness has cut you off from something you should have heard, do not presume on others' time and patience to ask fool questions and delay the progress of the meeting. You, the late one, are the culprit, not those who were on time!

If you individually will do your part be there on time, to get the meeting started on the hour set for it, to hold that anybody who asks questions he would not have to ask had he been on time is out of order, to treat the entire proceedings as serious matters, worth while and worthy of your most serious efforts and attention, if you will do this you will get much out of the meetings yourself and will get home at a reasonable hour. If something like this is not done the associations everywhere will continue to be looked upon as a sort of joke, and they will continue to deserve such an attitude.

Begin on time. End on time. Then worthwhile men will attend the meetings, the effort will bear fruit and associations will amount to something. It is astonishing what can be done in two hours of businesslike debate and discussion. Try it and see.

Now, therefore, if any of the sins mentioned herein appeal to you for parentage, as indicated in my first paragraph, don't hesitate to father them. Thus will you reform them. And remember the Boston Association with its fund of upward of \$50,000, its own wholesale grocery doing \$1,500,000 worth, and its own manufacturing bakery. Part of its performance is due to its habit of being businesslike and opening its meetings on the dot.

# Price Changes of the War Period

The Startling Nature of Changes Outlined and the Basic Causes For Their Fluctuation Explained—Influences For and Against High Prices

From *The Financial Post*

**A** WAR that for four years has maintained practically the whole world as two armed camps, has engendered conditions in the commercial world equally unprecedented. New conditions of trade have arisen, and all the elaborately developed systems of communication, transportation and exchange have been altered and set aside by the crying needs of war. Yet there are many who are blind to these conditions, and can see nothing but a dollar with a painfully diminishing buying power.

The fact that the prime essential of life is food, and that the bulk of mankind are directly or indirectly concerned with the production of food, taken in conjunction with the fact that in these years tens of millions of men who have been producers of food have been withdrawn from that production, and have become a charge instead of a credit against the world's food stocks, has brought the food problem sharply to the fore.

## Few Staple Foods

Canada is a producer of comparatively few necessary food lines, and those she does produce are lines that figure prominently in the rations of the armies in the field. Therefore Canada has had to compete on a world market basis for her own wheat and oats, hogs and cheese, and all their derivatives. To offer less than other markets were offering, was to see the product go elsewhere, so that even in products grown on her own land, and grown in superabundance for her own needs, Canada has bought on the basis of a world scantily supplied. Such conditions could not be changed save by the curtailment of outside markets. Such an instance occurred in the case of Java, where with millions of tons of sugar available, and with one season's crop following on a past season's crop still unmoved, sugar was offering at practically a third the price quoted by the International Sugar Commission, and with no buyers, for what profits cheap sugar that cannot be brought to market?

## Geographical Position

Perhaps as much as anything else geographical position has had its effect on prices. Comparisons of the cost of living between Canada and the United States and other more distant countries are comparisons that prove nothing as far as charges of profiteering are concerned. Grade for grade, wheat and dressed cattle from Canada and the United States brought high premiums over the

prices offered from Australia and Argentine. Not because of extra greed on the part of Canadian or American handlers, but because buyers were ready and anxious to pay a premium for stocks that could be delivered in seven to ten days, as opposed to stocks that required twenty-one to thirty days for delivery. The absolute urgent need for every available ounce of ship tonnage induced a condition where prices were not set on a basis of world stocks, but on world stocks readily available.

There were other factors too, notably the requisitioning of commercial shipping for the transport of troops and munitions that was and still is in a large degree responsible for high prices.

## A Change of Markets

Another condition that has influenced prices is the change in market conditions as an actual outcome of war. Germany was one of the great sugar producing countries, and supplied enormous quantities to England and other European countries. That source of supply was, of course, shut off. The sugar beet areas of France and Belgium were in the path of marching armies as were also those of Italy, and the Eastern sugar markets were too far afield. The burden of supplying Europe, therefore, fell heavily on Cuba and the West Indian Islands, once more an enormous demand on a comparatively limited supply.

## The Case of Coffee

Sometimes as in the case of coffee, prices have been held down by a heavy supply and a curtailed demand. Germany and Austria were, next to

the United States, the great coffee consuming countries. For a period of four years the loss of these markets has meant serious conditions to the Brazilian planters, and only through prodigies of financing by the Brazilian Government has the foremost industry of that country been able to weather the gale. There are heavy stocks despite serious curtailments by frost, but with the promise of the early return of these markets, the planter, who has lived through four lean years, is in no mood to be moderate, so that at the present time there is an unprecedented bull movement on the primary markets that has sent coffee to heights that were not dreamed of during the war.

But perhaps the story can better be told by a comparison of prices as they were before the war, at the time of the signing of the armistice and now. These will be found in table A. Save in a few rare instances, the figures on these dates represent the high and low water mark of the trading of these years.

## Strange Course of Cotton

Turning to the other essentials of life, clothing, the effect of war conditions are equally evident, though in some instances in a different form, for while people realized that food would play a large part in the war years, they failed to foresee the equally important part of cotton. Even the Governments, intent on war preparations, strangely enough, seemed blind for the time to its outstanding importance. With the closing of the cotton exchange at Liverpool, New York and New Orleans, on July 31, 1914, the future market ceased to ex-

TABLE A.  
Movement of Grocery Lines During the War Years

	July 31, '14	Low.	High.	Armistice, Present	
				Nov. 11, '18	July 18, '19
Montreal Basis—					
Sugar, granulated, 100 lbs....	\$4.45	\$4.45	\$10.16	\$9.50	\$9.95
Flour, first patent .....	5.60	5.60	16.20	9.50-9.80	11.00
Rolled oats, 90 lbs. ....	2.50-2.65	2.50	5.15	4.95-5.15	4.60-5.00
Cornmeal, 98 lbs. ....	2.30-2.45	2.30	6.40	6.00-6.40	5.25-5.50
Coffee, Santos .....	.22-.23	.22	.44	.29-.32	.42-.44
Tea, Ceylon and India Pekoe ..	.20-.22	.20	.56	.51-.55	.49-.56
Beans, hand picked .....	2.40-2.50	2.40	11.00	7.20-8.10	5.00-5.60
Rice, Rangoon B. ....	3.00	3.00	11.00	9.50-9.80	10.75-11.00
Bran .....	23.00	23.00	44.25	38.25	44.75
Shorts .....	25.00	25.00	46.00	43.25	42.00-42.25
Hogs, dressed, abattoir killed ..	12.75-13.00	12.75	32.00	25.50-26.00	32.00
Bacon, breakfast .....	.18-.19	.18	.56	.44 $\frac{1}{2}$ -.44	.49-.56
Lard, tierces .....	.12	.12	.37 $\frac{1}{2}$	.39	.37 $\frac{1}{2}$ -.37 $\frac{1}{2}$
Cheese, Stilton .....	.17	.17	.35	.30	.35
Butter, creamery .....	.26-.26 $\frac{1}{2}$	.26	.66	.50	.55
Eggs, new-laid .....	.29	.29	.80	.70	.58
Fowl .....	.15-.16	.15	.39	.38	.36
Bananas .....	2.00-2.50	2.50	6.75	4.00-4.50	5.00-6.75
Oranges, California .....	4.00	3.00	18.00	16.00-18.00	4.50-6.00
Lemons .....	4.50-5.00	2.50-3.50	13.00	9.00-13.00	6.00-7.00
Potatoes .....	2.00-2.25	1.25	4.50	2.00-2.25	1.40
Cloves .....	.30-.35	.30	1.00	.75-.77	.45-.55

ist, and it looked to the cotton interests as though the end of all things had come. They were facing an unprecedented cotton yield of seventeen million bales with no buyers. American cotton mills could only touch the fringe of this immense production. Cotton that had been selling at 13 dropped steadily till it was selling below eight cents, nor was this the lowest. With no demand cotton still dropped.

**War's Demand on Cotton**  
With the knowledge that the war

to decline since the signing of the armistice. With the exception of the goods that are dependent on the steel and iron industry, which has been the quickest to feel the backthrust of the war, prices have largely remained at armistice figures, or have advanced.

The price of sugar is set till next December, and even then with the sugar beet fields of Europe still un-producing there is little likelihood of sharp declines.

The setting of the price of the Unit-

tle and hogs. In other food commodities the difficulties of the freight situation are still a large element in prices. Till there can be a ready and free movement of raw material, till some measure of reserve stocks can be accumulated, there can be no sharp declines in prices.

As far as cotton goes, the enormous corn crop of the United States has been made at the expense of cotton. Cotton is a comparatively small yield and there is no residue from former years. Of wool there is apparently a moderately adequate supply but no more; with such conditions there is little likelihood of declines.

There are, however, some factors to be taken into account. An adverse exchange of very serious proportions means that Canada must pay a heavy premium for everything she buys abroad. There are high labor costs and high taxes and high rents. These are conditions not readily remedied. High taxes and high rents demand high wages, and high wages involve high rents and high prices. The world is tangled in a series of vicious circles that cannot be remedied in a day. It may be a generation before the world returns to normal. It may, indeed, never return to normal as it was four years ago.

**TABLE B.**

**Movement of Hardware Lines During the War Years.**

	Aug. 1, '14	High.	Low.	Armistice, Present	Nov. 11, '18	July 23, '19
Nails, wire, per lb.....	2.25	5.50	2.25	5.50	4.70	
Iron bar, 100 lbs.....	2.00	5.25	2.00	5.25	4.00	
Wrought iron pipe, blk., % in.	2.10	5.22	2.10	5.22	4.53	
Do., galvanized, % in.....	3.00	7.35	3.00	7.35	6.66	
Sheet iron, blk., 100 lb., 25 gauge	2.70	8.50	2.70	8.50	6.00	
Do., gal., 100 lb., 28 gauge...	3.90	11.70	3.90	11.70	7.40	
Rope, pure manilla, per lb....	.15	.39	.15	.39	.34	
Barb wire, 100 lbs.....	2.35	6.25	2.35	6.25	6.25	
White lead, 100 lbs.....	8.55	17.80	8.55	17.80	16.35	
Linseed oil, raw.....	.66	3.05	.66	1.77	3.05	
Paint, ready mixed, per gal....	1.75	4.50	1.75	3.75	4.50	
Turpentine, per gal.....	.70	1.65	.70	1.02	1.65	

was not a matter of a moment, but a test of years there came a clearer appreciation of the needs of war. Then there was the growing demand for gun cotton absorbent dressings, for aeroplane wings, for automobile tires, demands created by war. Gradually cotton recovered and began to climb, and has continued to climb with minor reverses ever since. Wool, too, has tripled in value during the war. War conditions produced a tremendous wastage and an enormously increased demand. Millions of men were clothed and fed better than they had ever been before, but at the cost of an increased demand that has meant high prices.

**Hardware Lines**

The movement of prices in hardware lines during the war was among the most spectacular, but they have most quickly shown the effects of changing condition and give indications of a return to normal.

The fluctuation in prices was largely a result of the war demand for iron and steel. This was a demand so insistent that it absorbed all margins and made necessary sharp curtailments in all products of which iron or steel were integral parts. The difficulties of distant markets, of raw materials, forced ropes and all similar lines to advance, and the scarcity of all oils drove paints and varnishes to prohibitive figures

**The Future Prices**

The question of future prices is a guess on which there may be a thousand variations of opinion. A judgment that no immediate decline is within the realms of possibility is borne out by the failure of most lines

ed States billion bushel wheat crop will have the effect of steadying all world markets for wheat. A billion bushel corn crop in the United States,

**TABLE C.**

**Movement of Sundry Staple Commodities During the War Years.**

	July 31, '14	High.	Low.	Armistice, Present	Nov. 11, '18	July 23, '19
Cotton, middling upland.....	12.50	40.00	5.00	30.05	36.05	
Wool, washed fine.....	.29-.30	.75	.29	.65-.75	.65-.75	
Wheat, No. 1 Northern, spot...	1.04	2.24½	1.04	2.24½	2.24½	
Corn, cash, No. 2 yellow.....	.75-.75½	2.00	....	1.35	1.98-2.00	
Coal, anth'te, wholesale, net ton	7.90	13.00	7.90	9.40	10.30	
Do., bituminous, net ton....	5.60	10.50	5.60	5.60-8.00	7.85	

if the harvest comes up to promise may be expected to reduce the price of corn products and should have a favorable effect on the prices of cat-

But with every passing day some move is made away from war conditions and consequently from the prices that were directly the result of war.



The value of display equipment in Adams Brothers' store, Lindsay, Ont.

# CURRENT NEWS OF THE WEEK

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

## MARITIME

Carl R. Wolf, who had been employed with the P. McSweeney Co., Ltd., Moncton, before going overseas, returned recently and has taken over the retail grocery business in High Street, Moncton, lately conducted by H. M. O'Neill & Co.

The grocery business formerly conducted by P. T. Murphy, at 31 Spring Park Road, Charlottetown, P.E.I., has been sold to Fisher Bros. The two members of the firm are returned men with a fine record. Major Thomas Fisher went over as a private in 1914 and won promotion on the field. His brother, Sergeant Angus Fisher, also enlisted in 1914 and saw a great deal of service.

## QUEBEC

M. Deschamps, grocer, Hull, is dead.

Joseph Leonard, grocer and hardware, Beauharnois, has suffered loss by fire. The loss was covered by insurance.

## ONTARIO

John Snow, grocer and broker, Stirling, is dead.

T. S. Poole, St. Thomas, has sold to W. A. Day.

A. J. McTavish, grocer, Windsor, has sold to Jas. Adams.

Geo. W. Burgess, general merchant, Belleville, Ont., is dead.

H. Matthews, grocer, Toronto, has sold to W. Giddings.

John Saunders, grocer and meats, Hamilton, has sold out.

J. C. Little, general merchant, Rosseau, has sold out.

Herbert Matthews, grocer, Toronto, has sold out to Walter Giddings.

H. G. Walker, grocer, Toronto, has been succeeded by W. M. Smith.

Darwin Ostrosser, general merchant, Springfield, has sold to John I. Thompson.

Edward G. Glenfield, grocer, Toronto, has sold his branch store at 1054 Gerrard Street E., Toronto, to E. S. Webb.

Eugene Huot, who has conducted a business in Hawkesbury for the past fifteen years, has disposed of his store premises and stock to his uncle, J. Lapointe, of Montreal, who has taken possession. It is understood that Mr. Lapointe intends conducting a general store business.

According to the Ontario Gazette letters of incorporation have been granted to the Mayhew Co., Ltd., with head office in Ridgeway, to carry on the business of wholesale merchants. The company is capitalized at \$75,000, divided into shares of \$100 each. The incorporators are Fred Mayhew, wholesale merchant, Rachael Mayhew, married woman, Thomas Craig, merchant, Marion J. Middleditch, bookkeeper and J. W. Murphy, solicitor, all of the town of Ridgeway.

L. P. Corbeau, sales manager of the C. H. Catelli Co., has been in Toronto for a few days this week.

J. C. Treavor of the sales staff of the C. H. Catelli Co., is spending his holidays at Crystal Beach.

G. L. Scott, of the H. P. Eckardt Co., Toronto, has returned after spending a fortnight's vacation at Muskoka.

George Gracen Smith, for 35 years proprietor of a general store at Credit Forks, Peel County, died recently, aged 71 years, at the home of his son, Edgar Smith, 170 Vaughan Road, Toronto. Deceased had been a resident of Toronto for a year and a half. He is survived by two daughters and three sons.

Over \$3,000 damage was done to the stables of Dietrich's bakery, Kitchener, Ont., when fire destroyed the entire upper portion of the building, burning a large quantity of hay and feed. The fire started in a space on the ground floor reserved for the oat chopping machine, and is believed to have been caused by a defective wire in the motor.

Letters patent have been issued, under the Ontario Companies' Act, of the Province of Ontario, on July 5, incorporating Arrow Sweets, Limited, to manufacture, buy, sell, and deal in all kinds of confectionery, candies, sweets, groceries, fruits, and other food products and beverages of whatsoever kind; to carry on a general confectionery and candy business; to operate a restaurant, cafe, cafeteria and lunch room, and to supply food or foods, beverages and confections to the public. The company is capitalized at forty thousand dollars. The head office will be in the City of Toronto.

A company, to be known as the Charlton & District Farmers' Co-operative Co., Limited, has been incorporated in Ontario for the following purposes: To manufacture, produce, grade, buy and sell all food products, groceries, dry goods, boots and shoes; to raise, produce, buy, sell and otherwise deal in cattle and all other kinds of livestock and poultry. The company is capitalized at ten thousand dollars, and its head office is in the town of Charlton.

## PORT DALHOUSIE CIVIC HOLIDAY

Port Dalhousie, Ont., is to hold a big demonstration on Civic Holiday, August 4, when there will be a parade and programme of sports. The returned soldiers of the village will have a large part in it.

## AUTOS COLLIDE

Herbert N. Cowan, president of the Cowan Chocolate Co., had a narrow escape from injury when the car in which he was driving was struck by another car and hurled against a telegraph pole.

Both cars were considerably damaged but fortunately no serious injuries were sustained.

## PIONEER MERCHANT PASSES

After a lingering illness of several months, A. M. MacLeay, one of the pioneers of Danville and Shipton, passed away recently, at the advanced age of 83 years. Although confined to the house, Mr. MacLeay was not a great sufferer.

The late Alexander Munro MacLeay was born in Ullapool, Rossshire, Scotland, and came to Canada with his parents at the age of 3 years. They settled in the township of Melbourne, Que.

He entered the employment of Foster & MacLeay as clerk in the general store at Richmond, at the age of thirteen, and worked with this firm for six years. At the age of nineteen he went to California and crossed the Isthmus of Panama on the first train to carry passengers. He remained in California for seven years and was engaged in gold mining. In the spring of 1862 he returned home on a visit. While here his brother, the late Roderick MacLeay, persuaded him to stay. A partnership was formed between the two brothers and they opened a general store at Castlebar, Que., under the firm name of R. and A. MacLeay. They also opened a second store in Danville. At the death of Roderick MacLeay, a new partnership was formed in 1872 under the name of A. MacLeay and Riddle Bros. This firm has been in existence and has conducted a successful business for 47 years, and the death of the senior partner was the first to take place.

## RETAIL CLERKS MEET

Tom Mellalieu and James MacArthur Conner addressed a well-attended meeting of the Retail Clerks' Union, held recently in the Labor Temple, Toronto. This association has been organized some weeks and is adding to its ranks every week.

## FRUIT TRUCK DEMOLISHED

The Ford motor truck of D. McGill, fruit dealer, Talbot street west, St. Thomas, Ont., was totally demolished recently, when struck by the Michigan Central passenger train. The accident occurred about two miles west of St. Thomas. Mr. McGill was delivering some fruit or groceries to the laborers and had to go up the track. Loose gravel had been put in between the rails and he was unable to get the car off the track. The train was approaching from behind rapidly and Mr. McGill narrowly escaped death or serious injury by jumping from the truck. The engine hit the truck from behind, completely wrecking

**WELL-KNOWN MONTREAL BUSINESS MAN RETIRES**

**Alfred Joyce Disposes of Business After 58 Years of Active Work**

After 58 years of continuous business in Montreal as a confectioner and candy maker, Alfred Joyce is retiring, and has disposed of the well-known business carried on by him on Phillips Square for the past forty years. The deeds were signed on Wednesday night, and from Monday next the place will be carried on by R. de Goroq, though the building will still remain the property of Mr. Joyce, who will also keep a private office there for his personal use.

In 1861, four years after coming here from England, Mr. Joyce started business in a little place on St. Catherine Street, on the site now occupied by the Orpheum theatre, the rent paid being ten dollars a month, which the neighbors thought was quite plenty for a one-storied building thirty feet wide. Three years later he built a place on the southwest corner of Phillips Square, this being the first commercial building erected at that time west of Bleury Street in that district. Pressure of business soon necessitated another move. The site of the present Birks building, then held by the Rev. Wm. Bond, (afterwards Archbishop Bond), some 5,000 square feet with a frontage of 85 feet, had cost the owner 24c a foot. In 1870 Mr. Joyce bought that site for \$11,000, and twenty-two years later he sold it to Henry Birks for \$50,000. In 1878, Mr. Joyce took the site on the south side of Phillips Square, the official address of which is 6 Cathcart Street, and has rounded off more than forty years on that spot, which, by its central position, has drawn customers from all points of the compass.

**HANDLING COMPLAINTS**

When complaints are made to you of goods or service, how do you handle them? Rudely or with the grace that will make out of the complaint a business builder? I believe a complaint handled properly can be made of great service to the store in so satisfying the customer that the treatment received will make for good will.

I saw a young man recently who was listening to an irate woman making a complaint. Instead of answering back and thus adding fuel to the flame, he listened until the lady had finished, and then tactfully called some one in authority, to whom he gave a synopsis of the complaint. In a few minutes the angry customer was smiling and a customer was saved. If the clerk had answered, or rather, argued with her, undoubtedly there would have been trouble. It pays to be tactful.

**ONTARIO FARMERS MAY HAVE CO-OPERATIVE STORE IN PETERBOROUGH**

Peterborough may be the fourth in the chain of distributing co-operative stores being opened by the United Farmers of Ontario.

T. P. Loblaw, the manager of the United Farmers' Co-operative Co., Toronto, outlined the plan to a large audience held in the Sons of England Hall, Peterborough recently. The meeting lasted well past midnight, and everybody seemed enthusiastic over the idea which is intended to eliminate the middleman's profit on staple products. The plan is to establish a chain of stores throughout the province, which in combination would have equal buying power with the large departmental stores, thus buying goods straight from the manufacturer without paying the wholesaler ten per cent. or whatever his ordinary percentage is. Three stores have already been established in Ontario and the movement is growing rapidly. One is doing business in Kingston, one in Seaforth and one is being organized in Cobourg. The organizer at Cobourg will, if sufficient funds are subscribed by the different U.F.O. clubs in this district, be asked to come to Peterborough and open a store. It is likely that a meeting of all the Farmers' Clubs in the district will be called soon to consider Mr. Loblaw's proposition.

At first the store would be nothing more than a general grocery store, but as the business became stronger a venture would be made in hardware, clothing and boots and shoes, and even motor car parts, gasoline and oils.

Contributions for the common cause were made by those present and a large sum collected. The farmers are very optimistic over the idea.

**NEW YORK SAID TO BE BARE OF NUTS**

Fred McBride, of the firm of John T. McBride, importers, Montreal, stated to CANADIAN GROCER that he had searched in New York for supplies of shelled almonds and could secure none. He reports that the primary importing centre is very bare of supplies, and that there are none to be had at any price. The same is true, Mr. McBride says, of No. 1 Spanish peanuts. He predicts that nuts in the shell will perhaps be unobtainable this fall, and that no matter what price is offered they will not be procurable.

In the matter of dried fruits, first in particular, a good deal of re-exporting to Europe is now being done, it was further pointed out. The whole interest over there now seems to centre around export and dealers and jobbers and brokers are scouring the markets for supplies and buying freely at high prices.

**READ THE BUYERS' GUIDE PAGE**

There is always interesting and valuable market information on the Buyers' Market Guide page of CANADIAN GROCER. This is usually the second last in every issue. Retailers interested particularly in the market reports should not fail to read this page every week.

**CATALOGUES and BOOKLETS**

**CANADA CYCLE AND MOTOR CO., LIMITED**

The latest export catalogue just issued by the Canada Cycle and Motor Co., Ltd., of Weston, Ont., is handsomely printed on glazed paper and contains numerous illustrations of the roadsters and racers manufactured by the firm. A special section is devoted to a new brake with which the wheels are equipped and another section illustrates the crank brackets, frame rear uppers, front hubs, frame head connections, pedals, handle bars and saddles used on the various bicycles. Readers of HARDWARE AND METAL who are interested may obtain copies of the catalogue upon request.

**NEW GOODS**

The Maritime Cider Co. is a new firm that has recently started business in St. John, N.B. They are manufacturing the "B" brand of cider. It is put up in ten flavors, grape, cherry, apple, loganberry, raspberry, strawberry, cream, orange, blackberry, apricot and peach. Their trade mark is a tumbler with the letter "B" in red.

A new package of peanut butter is noticed on the market. A. P. Slade & Co., Ltd., Vancouver, B.C., are the packers.



The brand is Meadow Brook. The design, in shades of blue and green, is lithographed onto the can. This brand of peanut butter is offered in 1 lb. and 15 lb. tins. Illustration of the can is shown herewith.

# NEWS FROM WESTERN CANADA

## Western

E. M. Jones, Ranfurly, Alta., is reported sold to Percy Jardine.

Louis Krisel, grocer, Winnipeg, has been succeeded by E. Morris & Co.

J. S. Goodenough & Co., grocers, Kildonan West, have been succeeded by M. Lylott.

James McClay, for the past seven years proprietor of the Alameda, Sask. bakery and grocery, has sold out to T. A. Johnston, a returned soldier.

The picnic of the staff of the Weyburn grocery, Weyburn, Sask., and their friends to Brokenshell Park was a big event.

Prices Hughes, of Price Hughes, Regina, Sask., grocers, motored to Winnipeg with his family and spent a few days.

More than one hundred loaves of bread were entered in the Quaker oats baking contest at Saskatoon Exhibition. The fair board acted as judges.

After forty years in business as a general merchant, James Franks, of Wapella, Sask., has disposed of his business to Mr. Bragg of Gainsborough, Man. He expects to make British Columbia his new home.

The Ogema Trading Co., Ogema, Sask., conducted for some time by Comisaroff and Rosenblat, has changed hands, Messrs. Josephson and Lewis of Assiniboia having purchased same.

The Publicity Building, Prince Albert, Sask., has been taken over by S. Miller, of the Palace of Sweets, who will conduct a cash-and-carry market containing fruit store, grocery, meat shop, restaurant, lunch counter and ice cream parlor.

J. Fergus, who has been employed with T. M. McEwen, general merchant, Kindersly, has gone to Colonsay, where he has accepted a position.

Regina Trading Company, Regina, Sask., held their annual picnic at Regina Beach a few days ago, when upwards of 400 people enjoyed the day at the lake side.

The Union Trading Company, Prince Albert, Sask., Harry Finkleman, proprietor, has purchased 60 feet on Central Avenue, opposite Ninth Street. He plans to erect one of the most modern departmental stores on this side.

The Rockyford Trading Co., Rockyford, Alta., changed hands last week, when Mr. Sangster, of Rosebud, purchased the business formerly managed by Enright and Lizotte, and intends to carry on both stores in Rockyford and Rosebud.

The general store and post office at Archive, Sask., of Walker and Brown was a complete loss when fire broke out in the store. The stock was valued at \$3,500 and the building at \$1,500. The building was owned by Mr. Elstrom of

Moose Jaw. There was no insurance on the building, but about \$2,500 was carried on the stock.

John Green, son of D. Green, of the Prince Albert Mineral Water Co., Prince Albert, Sask., returned recently to Montreal, where he is in charge of the office of the Seafoods Co., a firm which, under the direction of Major Hugh A. Green, has exported enormous quantities of fish to the Old Country. Mr. Green and his brother, Dan Green, have been in Prince Albert on a visit to their parents.

Prizes were donated by the following firms: H. G. Smith, Young Tom Soap Company, Bedding, Hardy Henry, Mr. Elworthy, Cameron and Heap, Robinson and Little, Smith Company of Winnipeg, Cameron, Wilson and Strathdee, Tooke Brothers, R. Henselwood, Monarch Over-all Company, W. Neilson, Western Grocery, Ackerman, "Red" McPherson, Robin Hood Flour, Ritchie Limited, Ladies' Wear Ltd., Crescent Waist Co., Amherst Shoe Co., Regina Trading Co.

## ASK REPRESENTATIVE OF RETAIL TRADE

The Manitoba Board of the Retail Merchants' Association of Canada has sent the following wire to Ottawa regarding appointment to Inland Trade Commission:

"Manitoba Executive Retail Merchants' Association of Canada respectfully request that a man with a full knowledge of the retail trade be one of the men appointed on the Inland Trade Commission which is recommended by the Cost of Living Committee."

## ANNOUNCES MINIMUM WAGE FOR CLERKS

### Saskatchewan Minimum Wage Board Sets Standard Wage

The Minimum Wage Board for Saskatchewan Wage Board announced recently that it had decided the minimum wage for retail stores for a 48-hour week. Beginners will receive \$9.50 a week, with an increase of a dollar at the end of three and six months' service, and an increase of two dollars at the end of nine months, and at the end of one year they shall be deemed experienced and receive a minimum of \$15. Other classifications will be decided in a week, and the new schedules will all become effective 30 days after the first publication in the Saskatchewan Gazette.

## CATCHING THE ELUSIVE NICKEL

Reading the CANADIAN GROCER a few years ago, J. B. Merrick, general merchant at Macgregor, Manitoba, was tipped off to a method of catching nickels

and dimes that has rewarded him handsomely ever since. Briefly, the suggestion was to place conspicuously on the counter where customers made their purchases a small glass show case containing three glass shelves for the display of chocolate bars, chewing gum, stick candy and samples of various other kinds of candy.

The "bait" is always ready, and so plentiful are the sales that the case is being constantly refilled. Women accompanied by children are especially prone to buy candies when the temptation is so coaxingly put before them.

The Merrick store, by the way, is somewhat unique in that there are only two departments maintained, namely, dry goods and groceries. The store stands on a prominent corner, and a side door enters into the grocery department which is in the rear of the dry goods section, separated from it by a wall, and connected by a broad archway. The side entrance prevents the carrying of eggs, butter and other commodities through the dry goods section, which at all times is kept fresh and attractive.

## PROGRAM FOR INDUSTRIAL CONGRESS PROMISES WELL

### Important List of Speakers for the Gathering at Calgary, Alta., August 13

The forthcoming industrial congress at Calgary, Canada, August 13, 14, and the tour by special trains commencing at Medicine Hat, Canada, on August 11, and concluding at Banff, in the Canadian Rockies, on August 17, will be an event of outstanding interest and importance. The list of speakers given below will afford some evidence of the unusual nature of the gathering.

The congress will place before its visitors data in relation to the natural resources and industries of Alberta and the Canadian West, with the object that serious consideration may be given the economic development of the trade of the Dominion, the extension of markets, Oriental and Pacific trade routes, and generally the whole phase of the Western era now dawning.

Addresses will be given by the following men of international reputation:

E. W. Beatty, president Canadian Pacific Railway Co.

Henry Ford.

John N. Willys, president Willys-Overland Co.

Augustus L. Searle, general manager Peavy Grain Co.

D. B. Hanna, president Canadian National Railways.

A. R. Erskine, president Studebaker Corporation.

Harold McCormick, president International Harvester Co.

## Manufacturers' Co-operation Gets the Business

### Western Merchants Turning to Those Manufacturers Who Help Their Sales—Stock Cut Service a Factor in Sales

**N**UMEROUS instances were discovered during a recent trip throughout Western Canada of merchants handling certain lines of goods purchased in the United States for the principal reason that manufacturers on that side of the line were furnishing them free or at a nominal cost with advertising matter and cuts that enabled them to quickly dispose of their stocks. There was strong criticism of Canadian manufacturers for their failure to render similar service.

There can be no doubt whatever that a very considerable amount of business is going out of Canada through failure to co-operate in this manner.

One of the problems that confronts the merchants of the West is their inability to secure cheap cuts with which to brighten up their advertising in the local newspapers. When, therefore, they are offered a cut service free, or at a very low cost in connection with some well-known brand of United States merchandise they are inclined to welcome it with open arms. Through failure to assist the merchants in like manner Canadian manufacturers are losing valuable opportunities to secure an extensive line of advertising in the country weeklies, which would cost them only the price of the cuts, and these may be used for unlimited periods.

#### Claims Interest Stops With Order

According to the Western Canadian merchants the interest of the manufacturer or wholesaler in this country stops when the traveller has turned in his order. With United States firms they have realized that by helping the dealer to promote his business and by helping him to sell his merchandise they are doing themselves a valuable service. In order to give this co-operation they are apparently willing to go to any lengths. The firm of Butler Bros, with branch offices in various parts of the States, supply a huge catalogue of illustrations from which their customers may order an unlimited supply of cuts with which to boost the Butler goods. These cuts are furnished at the nominal price of 15c each, instead of \$1 or \$1.50, which would approximate their cost from an engraving house in Canada. In addition they will print large posters for mailing, illustrated throughout and bearing the dealer's own advertising for \$9.50 per thousand. That is provided his business amounts to \$150 a month. Needless to say full advantage is taken of this offer by Western merchants.

The proprietor of a large general store at Gull Lake, Sask., stated that he handled a certain brand of American shoe in preference to Canadian lines for the reason that a very handsome cut service was furnished to him by this firm. He produced copies of his adver-

tising in the local paper to show the striking typographical effect produced by these cuts. This firm, he said, also supplied colored slides for use on motion picture machines.

Perhaps the finest efforts towards co-operation in retail selling is that provided by the Star-Peerless Wall Paper Mills of Joliet, Ill. This firm has a house organ known as the Bulletin, which is published monthly and sent out to all dealers in Western Canada. It is beautifully printed in red and black, with an attractive cover design, and is devoted throughout to suggestions and plans for assisting the merchant to unload his stocks. In the June number of this publication there is set forth at great length the unique advertising features planned for 1920. A series of ten books of wall paper is proposed, and the article continues: "But the ten books are only one feature of the comprehensive plans we are making for next year. There are several unique new ideas, one in particular a striking novelty never before attempted in the wall paper industry. All these things are already under way. In the July bulletin we will show you the whole box of surprises. In addition all of the present service will be continued, newspaper cuts, slides, ad copy, form letters, etc. Some of this service is furnished without cost to our trade. Some is furnished at cost. Our advertising promotes the dealer's business and his alone. It does not bear our name anywhere, nor any trade brand of ours. It advertises the dealer's store, helps sell his merchandise whether bought from us or other concerns, and creates good will, prestige and customers for the dealer. not for us. With a trade-marked brand a manufacturer could, if he were so short sighted, take his goods and trade mark away from the dealer after the merchant had expended his time and efforts in establishing them."

Elsewhere in the bulletin there is an article which refers to the educational window display supplied to merchants by this firm showing how wall paper is made.

#### Advertising Cuts Made a Friend

An Edmonton, Alta., merchant was induced to place an order with a certain hat company of Orange, N.J. What was his surprise when, in unpacking the shipment to find snugly tucked away in two of the hats a pair of very attractive cuts which he at once proceeded to use in his newspaper advertising. He was immediately won over by this unexpected effort in his interest, and has been doing business with this hat company ever since.

One might go on indefinitely telling of the many instances of this kind that are winning favor and business for Yankee concerns, but a final reference might be

made to the excellent service provided by practically all the well-known implement manufacturers in the United States in the form of cuts and printed matter and advertising copy that is sent across to Canadian dealers. There are more implement cuts used in the country newspapers than any other kind.

## BIG VICTORY STAMPEDE AT CALGARY

The time is quickly drawing near for the "Big Victory Stampede" to be held in Calgary, Alberta, Canada. The event will take place August 25 to 30 inclusive.

The finance committee of the affair, consisting of Patrick Burns, A. J. McLean, George Lane and A. E. Cross, widely known live stock men in both Canada and the United States, have personally guaranteed \$100,000 for the organization and production of this celebration.

The officers of "the stampede" are not seeking any monetary gain through their efforts; in fact, all profits derived from the production will be divided among the Great War Veterans' Association, the Red Cross and the Salvation Army.

Guy Weadick, who organized and produced "The Stampede" in 1912, was engaged to attend to the obtaining of contestants and publicity and E. L. Richardson as manager of concessions and admissions. Mr. Weadick made a tour through California, Arizona, New and Old Mexico, Texas, Colorado, Wyoming and Montana to give the event publicity and gather the best exponents of cowboy sports in the world to have them compete in open contest for the \$25,000 cash purses that will be paid.

## B. C. FRUIT PROSPECTS GOOD

### Increase in Apple Prospects by 20 Per Cent.—Small Fruits Plentiful and Have Been Very Profitable

Indications are for a 25 per cent. increase in the apple crop in British Columbia this season. The prospects for all fruits are exceptionally good, both for yield and quality. A call is being made for girls to pick tomatoes and other fruits and vegetables.

From the Hammond section comes the report that rail river boats and motor trucks are busy night and day moving the heavy strawberry, raspberry and cherry crops.

#### Money in Strawberries

Some recent prices have been received for small fruits in the province at Mission and Hatzig. A grower with three acres sold \$6,400 worth of strawberries this season. Another with four acres netted over \$3,000. Several holders with larger holdings have cleared over \$20,000. Raspberry picking is now in full swing.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**W**HERE changes are noted in the general list of grocery commodities this week, in almost every instance the change is towards higher quotations. The markets are very strong and a growing scarcity of some lines is increasing prices very high. Rices are up again and rolled oats and cornmeal show advances. Sugar is in very heavy demand, and wholesalers are experiencing difficulty in securing supplies.

**MONTREAL**—Advances for the week in grocery markets apply to various feeds. Bran and shorts are on a decidedly nominal basis and some high prices have been secured for supplies, the offerings being very small. Gluten feed also is advanced and pure grain moultrie. The cereal markets are very firm and one line of package cornmeal has been advanced by one jobber. The sugar market is firm without change and the movement is a heavy one. Beans may advance. Brazil nuts are up 5c a pound in one quarter. Prunes will likely go higher soon and teas are still held, but the tendencies are upward. Spices are very firm and are big sellers. Coconuts are marked up. Interest centres around the Government control of the coming wheat crop, and this will be conducted under what is known as the Australian plan, the farmer getting \$1.75 per bushel and any additional amount received through sale by the Government-appointed Commissioner in pooled selling. Grains are up again, some vegetables are down, while flaxseed, curry powder, stove dressing in liquid form and turpentine are all higher.

**TORONTO**—Stocks of sugar among the wholesale houses are low. Refineries are away behind in their orders but they state that there is no actual suffering as a result of any shortage. The distribution has been larger than last year, and refiners believe that there will be ample to carry the people through the preserving season. The marine strike, and also the heavy requirements for ex-

port account, have interfered with the output of some of the refineries.

Few changes are noted in the price lists this week, but where any have occurred they have been in the upward direction. Rices have risen again to new high levels. The scarcity of rice is very pronounced. Tapioca, too, is higher, Singapore tapioca selling as high as 14½ cents per pound. Rolled oats are soaring, the advance in the price of milling oats being responsible. Cornmeal and corn flour are also higher. Teas and coffees are at strong prices, and new advances are not unlikely. Stocks of teas are becoming low, and any new buying must necessarily be at high figures. Fine teas have been pretty well cleaned out. Spices are holding steady at recent advances. Nuts are firm. Advices received by importers show high quotations on French walnuts. Coconut has advanced two cents per pound. Canned goods are in light supply, several lines being cleaned right out. Dried fruits are scarce in some kinds. Grecian currants are arriving now, but prices will be high. No prices have as yet been named on California raisins of the new crop, but indications point to higher figures.

In the produce lines the feature of the week has been the decline in cheese to 25 cents per pound, f.o.b. Montreal. Butter is firm. Eggs are higher, and the demand is being partly met by American eggs. Live hogs continue at record figures, and pork and all pork products are very strong.

**WINNIPEG**—United States pack of canned goods, particularly tomatoes and corn, have been purchased to supply the heavy Western demand. At high prices beans look to be the cheapest staple food. New prices on dried fruits named by Association are higher than previously named prices by independents. Trade is much disappointed. Rice becoming very scarce and prices are higher. Shortage of sugar during past weeks. Fresh fruits and vegetables in good supply.

## QUEBEC MARKETS

**M**ONTREAL, July 31—Cereals and feeds feature among the commodities showing advances on the Montreal markets this week. Cornmeal has increased in price and quotations on rolled oats are very firm. There is a heavy demand for sugar, but the market is unchanged.

### Flaxseed, Curry Powder, Polishes Up

**Montreal.**  
VARIOUS LINES—Advanced prices are in effect for flax seed, the increase being 6c. per lb. to 17c. Curry Powder in 4 oz. bottles is quoted at \$1.99 per doz. Nonsuch liquid stove dressing is marked up in one quarter 20c. per doz. to \$1.40. Turpentine in 1 oz. bottles is advanced from 45c. to 75c. per doz. and from 80c. to \$1.10 for the 2 oz. size.

### Will Be Sugar To Meet Needs

**Montreal.**  
SUGAR—The best news of the week is that given out by refiners that there will be ample sugar to meet the needs of the Canadian trade. They are working to capacity to meet the requirements and the refined product is going to the trade regularly and raws are being melted freely. The undertone is a particularly strong one for it is pointed out that supplies over and above the allotments of the Sugar Commission required by the various refiners have been purchased at advanced prices for raws. This means that refiners are operating at more or less disadvantage from costing standpoint. Whether increases of price will be made is not clear at this time.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15-10 30
Icing, 25-lb. boxes	10 55-10 70
Icing, 50-lb. boxes	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs.	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	10 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	0 10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

### More Canned Goods Would Find Market

**Montreal.**  
CANNED GOODS.—Distribution of supplies has been maintained regularly so that there is little surplus here. The usual reply to enquiries made by CANADIAN GROCER is that far more canned goods could be exported if they were to be had. Price tendencies are very firm

and any changes to be made will record advances in all probability.

<b>Canned Fruits—</b>		
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.		5 25
Blueberries, 2s		2 40
Currants, black, 2s, doz.		4 00
Do., gallons, doz.		13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.		3 00
Do., 2s (pails)	2 77 1/2	2 80
Peaches, 20 oz., doz.		
Do., No. 2	2 80	3 00
Do., 2 1/2 (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2 1/2s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 2s		3 60
Do., 2 1/2s		4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s		2 45
Do. (light syrup, 2s)		2 00
Raspberries, 2s	4 00	4 25
Do., 2 1/2s		2 60
Strawberry, 2s		4 50
<b>Canned Vegetables—</b>		
Asparagus (Amer.) mammoth green, doz.		5 75
Asparagus, imported (2 1/2s)	4 85	5 25
Beans, Golden Wax	1 95	2 00
Beans, Refugee		1 75
Beets, new sliced, 2-lb.		0 95
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		2 85
Spinach, California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 50
Tomatoes, 2 1/2s		2 10
Tomatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 02 1/2
Pumpkin, 2 1/2s (doz.)		1 10
Pumpkins, gallons (doz.)		3 25
Peas, standards	1 45	1 55
Peas, early June	1 60	1 67 1/2
Peas, extra fine, 2s	2 30	2 40
Do., fancy, 20 oz.		1 57 1/2
Potatoes, Can. sweet, 2 1/2-lb tins		
Do., 2-lb. tins		2 75
Olives (in bls. 49 wine gals.), gal.		1 35
<b>Canned Fish—</b>		
Salmon—		
Chums, 1-lb. talls		1 50
Do., 1/2s, flat		1 00
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, 1/4-lb. doz.		1 37 1/2
Pale, 1 lb. doz.		2 37 1/2
Pinks, 1/4-lb. doz.		1 62 1/2
Cohoos, 1-lb. talls		3 75
Cohoos, 1-lb. flats		2 25
Cohoos, 1/2 lbs., flat		1 75
Red Springs, 1-lb. talls	4 00	4 40
Red Springs, 1/2 lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Mobe Brand (case of 4 doz.), per doz.		2 95
Labrador salmon, 1-lb. flat		3 40
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Herrings, kippers, ds. (4 dz. case)		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Waddies (tunch) (1/4-lb.)		1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines (case)	6 25	6 75
Norwegian sardines, per case of 100 (1/4s)		25 00
<b>Oysters (Canned)—</b>		
5 oz., doz.		2 60
10 oz., doz.		4 20
Lobsters, 1/4-lb. doz.		3 25
Do., 1/4-lb. tins, doz.		5 10
Do., 1-lb. talls		3 25
Do., 1/4-lb. doz.		4 00
Do., 1-lb. flats		3 25
Lobster paste, 1/4-lb. tins		3 50
Sardines (Amer. Norwegian style)	14 80	15 00
Sardines (gen. Norwegian)	25 00	
Sardines—Canadian brands (as to quality), case	6 25	17 50
Sardines, French		32 00

Scallops, 1-lb., doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Crabs, No. 1 (as 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river) (1 lb.), doz.	1 90
Scotch Snack, No. 1, dz., Montreal	2 50

### Beans Are Strong And May Go Higher

**Montreal.**  
BEANS.—That the present prices are considered a low level for best grades is shown by the sales of round lots at close on \$5 per bushel last week. The undertone is steadily firm but the market quotations still hold.

Canadian, hand-picked, bush.	5 00	5 60
British Columbia		5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes		5 50
Lima, per lb. (as to quality)	0 10	0 12
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)		6 50
Peas (blue)	0 05	0 09

### Brazil Nuts Higher; All Kinds Firm

**Montreal.**  
NUTS.—Advanced prices are in effect by one jobber on brazil nuts, and the high quotation is 29c per pound. All lines are holding firm even though the demand is seasonably quiet. The probability of advances being made on various varieties is a strong one and these will come, if not sooner, once the demand increases.

Almonds, per lb.		0 28
Almonds (shelled)	0 57	0 60
Almonds (Jordan)		0 70
Brazil nuts (new)	0 25	0 29
Brazil nuts (medium)	0 15	0 17
Filberts (Sicily), per lb.	0 27 1/2	0 31
Filberts, Barcelona	0 26 1/2	0 30
Hickory nuts (large and small), lb.	0 10	0 15
Pecans (new Jumbo), per lb.	0 32	0 35
<b>Peanuts—</b>		
Jumbo	0 20	0 23
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 20	0 21
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16 1/2	0 18
Do., No. 2		0 14

Peanuts (salted)—  
Fancy wholes, per lb. .... 0 38  
Fancy splits, per lb. .... 0 33  
Pecans (new Jumbo), per lb. .... 0 32 0 35  
Pecans, large, No. 2, polished. .... 0 32 0 35  
Pecans, New Orleans, No. 2. .... 0 21 0 24  
Pecans, "paper shell," extra large Jumbo ..... 0 60  
Walnuts (Grenoble) ..... 0 29 0 35  
Walnuts (new Naples) ..... 0 23 0 25  
Walnuts (shelled) ..... 0 78 0 80  
Walnuts (Spanish) ..... 0 30 0 33  
Note—Jobbers sometimes make an added charge to above prices for broken lots.

### Raisins Received; Prunes Sold Higher

**Montreal.**  
DRIED FRUITS.—Advances in prunes have been made at United States points and the increases over opening contract figures were around 2 1/2 cents per pound. These will be high in this market this fall, without any question, and supplies may be difficult to obtain. Some Muscatel raisins were received this week by one jobber, and the two-crown are selling at 16 cents per pound, and the three-crown loose at 17c.

Apricots, slabs	0 25
Apples (evaporated)	0 22
Peaches (fancy)	0 27
Faced	0 19 0 20
Choice	0 20 0 24

Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears		0 25
Drained Peels (old)—		
Citron	0 45	
Lemon	0 36	
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Muscatsels, 2 crown	0 16	0 16
Do., 3 crown	0 17	0 17
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	0 12	0 12
Fancy seeded, 16 oz. pkg.	0 14	0 17
15 oz.	0 17	0 17
11 oz.	0 13	0 13
Choice seeded, 15 oz.	0 16	0 16
Seedless, 11 oz. pkg.	0 14	0 14
Currants, old pack, 15 oz.	0 27 1/2	0 28
Currants (Amarites), loose	0 27 1/2	0 28
Dates, Excelsior, per case (36-10s)	6 50	6 50
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	7 75	7 75
Packages only, Excelsior	0 20	0 20
Do., Dromedary	0 22	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. boxes)	5 40	5 40
Do. (28 8-oz. boxes)	3 50	3 50
Do. (12 10-oz. boxes)	2 20	2 20
Figs, Spanish (cooking), 22-lb. boxes		0 14
Prunes (25-lb. boxes)—		
30-40s	0 32	0 32
60-70s	0 25	0 25
70-80s (25-lb. box)	0 22	0 22
80-90s	0 19	0 19
90-100s	0 15	0 17
100-120s		0 14
Peels—		
Orange	0 37	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 50
In 36 lb. case	12 75	12 75
Cut, 10-lb. boxes (lb.)	0 48	0 48

**Locally Rice Held; Shipping Difficult**

**Montreal.**—There has been a steadily held basis here on rice, but no quotable change. Best grades are particularly firm and will, it is expected, continue to be firm. Advances will not be any surprise. In the States the marine strike has somewhat beclouded the situation as far as movement of supplies is concerned and the situation is holding firm.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	15 00
Honduras	15 00
Siam, No. 2	11 00
Siam (fancy)	12 00
Rangoon "B"	10 75
Rangoon "CC"	10 50
Mandarin	11 75
Pakling	11 00
Broken rice	7 00
Tapioca, per lb. (seed)	0 12
Tapioca (pearl)	0 12 1/2
Tapioca, per lb. (seed)	0 12

**No Syrup Change But Firm Undertone**

**Montreal.** **SYRUPS AND MOLASSES.**—There has been a steady sale for corn syrups, and this is perhaps due to the preserving season having become more active. Just how long the new basis will hold depends upon the price of corn, which is steadily reaching new high levels. Molasses is rather quiet and in unchanged from a price standpoint.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08 1/2	0 08 1/2
Half bbls.	0 08 1/2	0 08 1/2
Kegs	0 08 3/4	0 08 3/4
2-lb. tins, 2 doz. in case, case	5 45	5 45
5-lb. tins, 1 doz. in case, case	6 05	6 05
10-lb. tins, 1/2 doz. in case, case	5 75	5 75
20-lb. tins, 1/4 doz. in case, case	5 70	5 70
2-gal. 25-lb. pails, each	2 60	2 60
3-gal. 38 1/2-lb. pails, each	3 85	3 85
5-gal. 65-lb. pails, each	6 25	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	5 95	5 95
5-lb. tins, 1 doz. in case, case	6 55	6 55
10-lb. tins, 1/2 doz. in case, case	6 25	6 25
20-lb. tins, 1/4 doz. in case, case	6 20	6 20
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	7 00	7 00
Barrels, per 100 lbs.	9 75	9 75

Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80
Barbadoes Molasses—	Island of Montreal
Punches	0 98
Barrels	1 01
Half barrels	1 03
Antigua Molasses—	0 98
Punches	0 95
Barrels	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

**Maple Products Marking Time**

**Montreal.** **MAPLE PRODUCTS, HONEY.**—Little interest surrounds the market for maple sugar and syrup. There is no reduction of price and supplies are held on a firm basis. Honey is somewhat quiet from the standpoint of demand, and the basis is unchanged. New crop should be coming to hand at once and the price basis will probably be no lower.

Maple Syrup—		
13 1/2-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case	15 10	20 15
5-lb. cans, 12 in case, per case	17 10	21 05
2 1/2-lb. cans, 24 in case, per case	18 50	21 30
Maple Sugar (nominal), small lots	0 27	0 32
Honey, Clover—		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 28	0 28
In tins, 60 lbs., per lb.	0 26	0 26
30-lb. pails	0 27	0 27
10-lb. pails	0 28	0 28
5-lb. pails	0 28	0 28
Buckwheat, 6-lb. tins, lb.	0 19	0 20

**Spices Big Sellers And Very Firm**

**Montreal.** **SPICES.**—A big sale is secured for spices, and the undertone is a very firm one. The undertone is particularly a strong one on white pepper. Gingers continue to be strong. The whole situation is firm and the movement very active to the trade.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 55	0 55
Pure ground	0 35	0 40
Cloves	0 45	0 50
Cream of tartar (French pure)	0 85	0 90
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 50	0 55
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	1 30
Cardamon seed, per lb., bulk	2 00	2 00
Carraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	0 35
Cinnamon, per lb.	0 35	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

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

**Steady Increases On Import Teas**

**Montreal.** **TEAS.**—Import prices on teas are steadily rising. Latest cables are stronger than the last, and this means that prices to the trade are bound to be high and they will perhaps advance without much definite forecast. In the meantime there has been a seasonable amount

of trading and supplies are adequate at this time to meet trade needs.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43

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

**Cocoa Advances; Coffee Steady**

**Montreal.** **COFFEE, COCOA.**—While the market has changed somewhat on futures in the States, quotations being somewhat reduced, the spot situation is fairly well maintained. The present basis is an unchanged one, and supplies are reaching the consumer regularly and the trade is buying with regularity. Cocoa is higher in price and new quotations for the various sizes are as follows: In one pound packages, per dozen, \$5.25; half pounds, \$2.75; quarter pounds, \$1.45, and 10c, \$1.10.

Coffee—		
Bogotas, lb.	0 43	0 45
Jamaica, lb.	0 38	0 41
Maracaibo, lb.	0 38	0 42
Mocha (types)	0 42	0 45
Mexican, lb.	0 42	0 44
Rio, lb.	0 36 1/2	0 38 1/2
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
Cocoa—		
In 1-lbs., per doz.	5 25	5 25
In 1/2-lbs., per doz.	2 75	2 75
In 1/4-lbs., per doz.	1 45	1 45
In 10s size, per doz.	1 10	1 10

**Cereals Are Firm Without Change**

**Montreal.** **CEREALS.**—The undertone of both cornmeal and oatmeal and rolled oats are firm under advancing grain markets. Prices will probably firm if the upward trend continues. In the meantime there is a seasonable demand for these commodities and the supplies are ample to meet the trade needs. Package goods are popular and steady sellers, with the supply somewhat curtailed.

Self-raising Flour—		
3-lb. pkgs., doz.	2 90	2 90
6-lb. pkgs., doz.	5 70	5 70
Cornmeal, Gold Dust	6 00	6 00
Barley, pearl	5 75	6 00
Barley, Pot, 98 lbs.	5 00	5 25
Barley (roasted)	7 50	7 50
Ruckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	6 00	6 00
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	6 50	7 25
Graham flour	5 75	5 90
Oatmeal (standard - granulated and fine)	5 75	5 75
Oatmeal, fine cut, in pkgs., c/s	4 60	4 60
Peas, Canadian, boiling, bush	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	5 00	5 25
Rolled oats (family pack), c/vase	5 60	5 60
Rolled oats (small size), case	2 00	2 00
Oat flakes (case 20 pkgs.)	5 30	5 30
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	6 00
Packages, 20 in case (family pack)	5 80	5 80
Puffed wheat, c/s	4 25	4 25
Wheat Food, 18, 1 1/2 s.	3 25	3 25
Tapioca flour, lb.	0 15	0 16

**Government Will Control Wheat Price**

**Montreal.** **FLOUR.**—The announcement made that the Government will adopt the Aus-

tralian plan of controlling wheat prices or seiling, comes as a solution to the uncertain tendencies regarding prices to be paid for this season's wheat. At \$1.75 per bushel the farmer knows that he will receive a definite sum, and it will just depend upon the circumstances of trading by the Government's Grain Commissioner how much more he receives when the pooled supplies are disposed of. Just what the immediate effect will be on flour prices is not figured out by the millers. In the meantime trading has been suspended on the Winnipeg Grain Exchange and probably this will be closed indefinitely.

Standard Wheat Flours—

Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bbl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30
Winter wheat flour (bbl.)	11 00 11 50

### Gluten Feed Higher; Pure Moullie, Too

Montreal.

FEEDS.—Prices have advanced on most feeds. This applies to bran and shorts, for while the quotable basis holds unchanged, dealers have secured increased prices for their offerings and shorts have sold for well around \$45 per ton and bran at near this figure or more. The quotations are advanced on gluten feed to \$56.50 and \$55 per ton respectively at Cardinal and Fort William. Pure grain moullie is also firming and may have a higher range than that now obtaining, but the spread below covers the cost.

Feeds—	
Shorts—	
Mixed cars	44 25
Bran—	
Mixed cars	42 00 42 25
Crushed oats	60 00 68 00
Barley chop	60 00 70 00
Special, middlings	56 00
Feed flour (98 lbs. sack)	3 50 3 75
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	56 50
F.O.B. Fort William	55 00

### Plums Are Less; Watermelons, Too

Montreal.

FRUITS.—Lower prices have been recorded for plums and the box quotation is now \$3.25. Watermelons are also less, the present price being 50 to 75 cents apiece. Pineapples are very scarce and few are to be had. The citrus market is unchanged and supplies are ample to meet needs.

Apples—	
Baskets	3 50
Apricots, box	3 25
Bananas (as to grade), bunch	5 00 6 00
Cherries (California) (large)	2 10
Cocoanuts, bag	9 00
Cantaloupes (size 35-45)	5 50
Grapefruit (fancy Porto Rico)	4 50 5 50
Lemons, Messina	6 00 7 00
Watermelons, each	0 75
Pears, California (110 size)	5 50
Peaches, Cal. (box)	2 25
Peaches, crate	4 50
Plums, box	3 25
Oranges, Porto Rico	4 50 5 00
Oranges, Cal., Valencias	4 25
Do., 150	4 50
Do., 176	5 00
Do., 200-216	6 00
Blood oranges	4 50
Raspberries (per basket)	0 30 0 35

### Local Supplies Reduce Vegetables

Montreal.

VEGETABLES.—It is a relief to note declines this week in some of the local-grown vegetables. The prices are lower through the better supply of home-grown stuff, and beans, carrots, turnips, cucumbers and cabbage are all offered for less. There is now a good variety and the buying is active. Potatoes are unchanged.

Beans, new string, Montreal, 20-lb. bag	0 75 1 00
Beets, new, doz. (Montreal)	0 50
Cucumbers (Montreal), doz.	0 50 0 75
Chickory, doz.	0 75
Cauliflower (Montreal), doz.	2 00 2 50
Cabbage (Montreal), doz.	0 50 1 00
Carrots (new), doz.	0 50
Celery, doz.	1 50
Lettuce (curly), box	0 15
Lettuce (Montreal), head	0 50
Leeks	2 00
Mint	0 30
Mushrooms, lb.	1 75
Basket (about 3 lbs.)	4 00
Onions, Texas, crate	5 00
Do., Red (bunches), doz.	1 50
Parsley (Canadian)	0 50
Peas (Montreal), bag	2 50
Potatoes, Montreal (90-lb. bag)	1 25
Potatoes (New Brunswick), bag	1 40
Potatoes (new), Florida (per bbl.)	4 00 7 00
Radishes, doz.	0 20

Rhubarb, doz.	0 25
Spinach, box	0 75
Turnips, Quebec	3 00
Do., new, doz.	0 40
Tomatoes (Montreal) (30-lb. box)	3 00 3 25
Do., hothouse, lb.	0 35

### No Hay Movement; Grains Up Again

Montreal.

HAY AND GRAIN.—At this time there is practically no hay movement and the basis is unchanged. New crop will soon start to move and the early offerings will be at once distributed, it is expected. Grain prices have again soared and oats are advanced 3c per bushel and barley 2½c. The tendencies are still of a firming nature.

Good, No. 1, per 2,000-lb. ton	30 00
Do., No. 2	27 00
Do., No. 3	25 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	1 06
No. 3 C.W.	1 04½
Extra feed	1 04½
No. 1 feed	1 02½
No. 2 feed	0 96½
Barley—	
No. 3 extra	1 51
No. 3	1 50
No. 2	1 51

Note—These prices are at elevator and bags and bagging are not included.

## ONTARIO MARKETS

TORONTO, Aug. 1—Wholesalers report some difficulty in securing sufficient quantities of sugar to meet all demands, but refiners' representatives state that there will be no suffering on account of a real lack of supplies. A big export demand, too, has contributed to this apparent scarcity, but refiners state that there will be plenty for all inquiry during summer months. Other commodities are unchanged, with the exception of rices and rolled oats, both of which show advances, as compared with a week ago.

### Sugar Supplies Hard to Secure

Toronto.

SUGAR.—Some wholesalers are experiencing difficulty in securing suffi-

ent quantities of granulated sugar to meet the demands of their customers. Refiners state that there will be plenty of sugar, and that no actual case of want has come to their attention. The distribution so far this season has been

## SHARP ADVANCES IN 1919 PRUNE QUOTATIONS

Marked advances are noted in the quotations on the 1919 crop prunes, as just issued by the California Prune and Apricot Growers, as compared with last year. A heavy demand for all supplies and the possibility of a big demand this year from European countries has stimulated values, until the highest figures yet paid are quoted as the opening prices this year. Selling for September shipment has been very heavy, one cent per pound premium being allowed on September deliveries. Sunsweet brand (20-30) are quoted at 22 cents flat, as compared with 10¾ cents last year, representing a gain of more than 100 per cent. All but 100s and up are quoted bulk basis, F.O.B. the coast.

Comparative prices for this year and in 1918 are as follows:—

	1919	1918
20- 30 Sunsweet Brand	.22	.10¾
30- 40 Sunsweet Brand	.16	.10¾
40- 50 Sunsweet Brand	.14	.10
50- 60 Sunsweet Brand	.12	.09
60- 70 Sunsweet Brand	.11½	.09
70- 80 Sunsweet Brand	.11	.08¾
80- 90 Sunsweet Brand	.11	.08¾
90-100 Sunsweet Brand	.11	.07¾
100-120	.08½	.05¾
120 up	.07½	.05¾

Growers' Brand one-eighth of a cent less than Sunsweet.

much heavier than a year ago. Considerable sugar is being exported, and this has somewhat curtailed the supply for domestic account. The marine strike, too, has interfered with the operations of some refineries, causing delay in the shipment of raws. Prices to the retail trade are unchanged. They are very firm, but refiners do not look for any immediate advance.

St. Lawrence, extra granulated ..... 10 16  
 Atlantic, extra granulated ..... 10 16  
 Acadia Sugar Refinery, extra granulated. 10 16  
 Can. Sugar Refinery, extra granulated. 10 16  
 Dom. Sugar Refinery, extra granulated. 10 16  
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

### Molasses and Syrups Steady

**Toronto.**  
**MOLASSES, SYRUPS.**—The market for molasses and syrups is unchanged. Quotations on some syrups are steady at the advance of two weeks ago. Corn syrup in bulk is selling at 8¼c per lb. The demand for molasses and syrups, dealers state, is not heavy at the present time, but the strength of corn syrups is the result of the advance in Chicago corn.

**Corn Syrups—**  
 Barrels, about 700 lbs., yellow, per lb. \$0 08¼  
 Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.  
 Cases, 2-lb. tins, white, 2 doz. in case ..... 5 95  
 Cases, 5-lb. tins, white, 1 doz. in case ..... 6 55  
 Cases, 10-lb. tins, white, ½ doz. in case ..... 6 25  
 Cases, 2-lb. tins, yellow, 2 doz. in case ..... 5 45  
 Cases, 5-lb. tins, yellow, 1 doz. in case ..... 5 85  
 Cases, 10-lb. tins, yellow, ½ doz. in case ..... 5 75

**Cane Syrups—**  
 Barrels and half barrels, lb. 0 08  
 Half barrels, ¼c over bbls.; ¼ bbls., ½c over. 7 00

**Molasses—**  
 Fancy, Barbadoes, barrels ..... 1 10 1 15  
 Choice Barbadoes, barrels ..... 1 00  
 West India, bbls., gal. .... 0 44  
 West India, No. 10, kegs. .... 6 50  
 West India, No. 5, kegs. .... 3 25  
 Tins, 2-lb., table grade, case 2 doz., Barbadoes ..... 4 90  
 Tins, 3-lb., table grade, case 2 doz., Barbadoes ..... 6 75  
 Tins, 5-lb., 1 doz. to case, Barbadoes ..... 5 30  
 Tins, 10-lb., ½ doz. to case, Barbadoes ..... 5 20  
 Tins, No. 2, baking grade, case 2 doz. .... 3 50 4 00  
 Tins, No. 3, baking grade, case of 2 doz. .... 4 70 6 50  
 Tins, No. 5, baking grade, case of 1 doz. .... 3 75 6 20  
 Tins, No. 10, baking grade, case of ½ doz. .... 3 60 6 00  
 West Indies, 1½s, 48s. .... 4 60 6 95

### Packaged Goods At Strong Prices

**Toronto.**  
**PACKAGE GOODS.**—Quotations on package goods are unchanged but very firm, particularly rolled oats. Laundry starch is steady at recent advances. Corn flakes are selling well these times at steady figures.

**PACKAGE GOODS**  
 Rolled Oats, 20s round, case ..... \$5 60

Do., 20s square, case.....	5 10	5 60
Do., 36s, case.....	4 00	4 00
Do., 18s, case.....	2 00	2 00
Corn Flakes, 36s, case.....	3 60	4 25
Shredded Wheat, 36s, regular, case.....	4 50	4 50
Porridge Wheat, 36s, regular, case.....	6 00	6 00
Do., 20s, family, case.....	5 80	5 80
Cooker Package Peas, 36s, case.....	3 60	3 60
West Indies, 1½s, 48s.....	4 60	6 95
Cornstarch, No. 1, lb. cartons.....	6 11½	6 11½
Do., No. 2, lb. cartons.....	0 10¼	0 10¼
Laundry starch.....	0 10	0 10
Laundry starch, in 1-lb. cartons.....	0 12	0 12
Do., Do., in 6-lb. tin canisters.....	0 13¼	0 13¼
Do., Do., in 6-lb. wood boxes.....	0 13¼	0 13¼
Potato Flour, in 1-lb. pkgs. ....	0 16	0 16
Fine oatmeal, 20s.....	5 60	5 60
Cornmeal, 24s.....	3 65	3 65
Farina, 24s.....	2 35	2 35
Barley, 24s.....	2 35	2 35
Wheat flakes, 2s.....	5 40	5 40
Wheat kernels, 2s.....	4 50	4 50
Self-rising pancake flour, 2s.....	3 30	3 30
Buckwheat flour, 2s.....	3 30	3 30

### Rices Soar To New High Levels

**Toronto.**  
**RICES.**—High prices are being quoted on rices these days. New levels are reached in wholesalers' quotations this week. Some dealers who have Blue Rose, Texas rice, are asking \$18 per 100 lbs. Siam fancy rice is selling as high as \$16 per cwt., and Siam seconds at from \$13.50 to \$14.50 per cwt. Other brands show similar advances, and all supplies are in exceedingly small supply. Singapore tapioca is selling up as high as 14½c per lb., and white sago at from 13¼c to 13½c.

Texas, fancy, per 100 lb. ....	17 50	18 00
Blue Rose, Texas, per 100 lbs. ....	18 00	18 00
Honduras, fancy, per 100 lbs. ....	15 00	16 00
Siam, fancy, per 100 lbs. ....	13 50	14 50
Siam, second, per 100 lbs. ....	17 00	17 00
Japans, fancy, per 100 lbs. ....	13 00	14 00
Do., seconds, per 100 lbs. ....	14 00	14 00
Chinese, XX., per 100 lbs. ....	16 00	16 00
Do., Simiu, per 100 lbs. ....	16 00	16 00
Do., Mujin, No. 1.....	0 13¼	0 13¼
Do., Paking.....	0 13¼	0 14¼
White Sago.....	0 13¼	0 14¼
Tapioca, per lb. ....	0 13½	0 14½

### French Walnuts At High Figures

**Toronto.**  
**NUTS.**—Quotations for any new buying of nuts are very high, and indications point to a very strong market in the future for all nuts. Quotations on French walnuts are on the basis of 85c per lb. at Bordeaux, which will easily mean over \$1 per lb. laid down in Toronto. The new crop of Jordan almonds is coming on the market and they are being quoted at 60c per lb., delivered in Toronto. Peanuts, too, are advancing, and prices on nuts generally promise to be very high.

Almonds, Tarragonas, lb. ....	0 28	0 32
Butternuts, Canadian, lb. ....	0 08	0 08
Walnuts, California, lb. ....	0 40	0 42
Walnuts, Grenobles, lb. ....	0 34	0 35
Walnuts, Bordeaux, lb. ....	0 28	0 30
Filberts, lb. ....	0 23.	0 24
Pecans, lb. ....	0 30	0 30
Cocanuts, Jamaica, sack.....	10 00	10 00
Peanuts, Jumbo, roasted.....	0 18	0 19
Brazil nuts, lb. ....	0 21	0 22
Shelled—		
Almonds, lb. ....	0 55	0 62
Filberts, lb. ....	0 48	0 50
Walnuts, lb. ....	0 80	0 85
Peanuts, Spanish, lb. ....	0 19	0 19
Do., Chinese, 30-32 to oz. ....	0 16	0 18
Brazil nuts, lb. ....	0 85	0 87

### Sharp Advances In Bulk Oats

**Toronto.**  
**CEREALS.**—In the market for cereals rolled oats in bulk have made very sharp advances. Rolled oats in 90s are selling

at \$5.75, and oatmeal in 98s is now quoted at \$6.25, a very marked advance as compared with a week ago. The strength of the market for oats, and the difficulty of securing sufficient quantities for milling purposes, has advanced the price of oats to around \$1 per bushel. Chicago corn, too, is very high, and cornmeal has jumped to from \$5.75 to \$6.25 for 98s. Owing to the scarcity of rice, rice flour is higher. It is up \$2 per cwt., at \$10.

	Single Bag	Bag Lots
	F.o.b. Toronto	
Barley, pearl, 98s.....	5 50	6 00
Barley, pot, 98s.....	4 25	4 50
Barley Flour, 98s.....	4 50	4 50
Buckwheat Flour, 98s.....	7 25	8 00
Cornmeal, Golden, 98s.....	5 75	6 25
Do., fancy yellow, 98s.....	5 75	6 25
Hominy grits, 98s.....	5 00	5 25
Hominy, pearl, 98s.....	5 00	5 25
Oatmeal, 98s.....	6 25	6 25
Oat Flour.....	4 50	4 50
Rolled oats, 90s.....	5 75	5 75
Rolled Wheat, 100-lb. bbl. ....	6 50	7 00
Breakfast Food No.1.....	6 15	6 15
Do., No. 2.....	6 15	6 15
Rice Flour, per 100 lbs. ....	10 00	10 00
Linseed Meal, 98s.....	6 75	6 75
Peas, split, 98s.....	6 50	6 50
Blue peas, lb. ....	0 10	0 10

Above prices give range of quotations to the retail trade.

### Canned Goods in Small Supply

**Toronto.**  
**CANNED GOODS.**—Many lines of canned goods are practically unobtainable at the present time. There is a heavy demand for salmon, and considerable American salmon is being disposed of on the Canadian market. Lobsters are in very light supply but some wholesale houses still have some in stock. The half pound tins are selling at from \$4.50 to \$4.90 per doz., and the quarter pound tins at \$2.75. In vegetables, peas of the new pack are now coming on the market. New canned beets are also available at \$1.95 for twos. A number of fruit lines are not now being quoted and will not be until the new pack is available.

**Salmon—**

Soockeye, 1s, doz. ....	4 50	4 75
Soockeye, ½s, doz. ....	2 95	2 95
Alaska reds, 1s, doz. ....	4 25	4 50
Chums, 1-lb. talls.....	2 35	2 60
Do., ¼s, doz. ....	1 35	1 45
Pinks, 1-lb. talls.....	2 35	2 60
Do., ¼s, doz. ....	1 35	1 60
Cohoos, ½-lb. tins.....	2 00	2 10
Cohoos, 1-lb. tins.....	3 75	3 90
Red Springs, 1-lb. talls.....	3 75	4 25
White Springs, 1s, dozen.....	2 30	2 35
Lobsters, ½ lb. doz. ....	5 00	5 00
Do., ¼-lb. tins.....	2 10	2 15
Whale Steak, 1s flat doz. ....	1 75	1 90
Pilchards, 1-lb. talls, doz. ....	2 10	2 15

**Canned Vegetables—**

Beets, 2s.....	1 95	1 95
Tomatoes, 2½s.....	2 25	2 25
Peas, standard.....	1 75	1 75
Peas, early June.....	1 85	1 90
Sweet Wrinkle.....	1 97½	1 97½
Beans, golden wax, doz. ....	3 75	4 00
Asparagus, tins, doz. ....	2 50	2 50
Asparagus butts, 2½s.....	2 50	2 50
Canadian corn.....	2 10	2 25
Corn, American, 2s, doz. ....	1 25	1 25
Pumpkins, 2½s.....	1 25	1 25
Spinach, 2s, doz. ....	1 90	1 90
Do., 2½s, doz. ....	2 52½	2 80
Do., 10s, doz. ....	10 00	10 00
Pineapples, sliced, 2s, doz. ....	5 00	5 00
Do., shredded, 2s, doz. ....	2 07½	2 10
Rhubarb, preserved, 2s, doz. ....	2 65	4 52½
Do., preserved, 2½s, doz. ....	4 50	4 62½
Do., standard, 10s, doz. ....	4 50	4 62½
Apples, gal., doz. ....	2 87½	2 87½
Peaches, 2s.....	2 35	2 87½
Pears, 2s.....	1 90	1 90
Plums, Lombard, 2s.....	4 50	4 50
Do., Green Gage.....	5 25	5 25
Raspberries, 2s, H.S. ....	2 10	2 35
Strawberries, 2s, H.S. ....	2 10	2 35
Blueberries, 2s.....	2 10	2 35

Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz....	3 40	3 45
Jams—		
Apricot, 4s, each .....	0 84	
Black currants, 16 oz., doz....	4 00	
Do., 4s, each .....	0 98	1 10
Gooseberry, 4s, each .....	0 84	
Peach, 4s, each .....	0 82	
Red currants, 16 oz., doz....	3 45	
Raspberries, 16 oz., doz....	3 90	4 35
Do., 4s, each .....	1 05	1 10
Strawberries, 16 oz., doz....	3 90	4 35
Do., 4s, each .....	1 08	1 15

**Evaporated Apples**  
**At 25 Cents Lb.**

**Toronto.**  
**DRIED FRUITS.** — There are still some Ontario evaporated apples on the market. They are selling at 25c per lb. Small sizes of prunes, too, are available at 14½c per lb. Grecian currants are now on the market. They are selling at very strong figures, at from 25c to 26c per lb. The market for the latter in Greece is advancing so rapidly that it is difficult to do business, dealers state. Prices are likely to remain at very high levels. In raisins the predominating price is 20c per lb. Seeded 15-oz. packages are selling at from 16c to 17½c.

Apples, evaporated, Ontario .....	0 25	
Apricots, unpitted .....	0 10½	
Do., fancy, 25s .....	0 30	
Do., choice, 25s .....	0 23	0 30
Do., standard, 25s .....	0 22½	0 26
Candied Peels, American—		
Lemon .....	0 38	0 43½
Orange .....	0 45½	
Citron .....	0 47	
Currants—		
Grecian, per lb. ....	0 25	0 26
Australians, 3 Crown, lb. ....	0 20	0 21
Cherries, 2s .....	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case .....	6 50	
Dromedary, 3 doz. in case....	7 50	
Figs—		
Taps, lb. ....		
Malagas, lb. ....		
Comadre figs, mats, lb. ....	0 14	0 15
Cal., 4 oz. pkgs., 70s, case....	3 00	
Cal., 3 oz., 20s, case....	3 25	
Cal., 10 oz., 12s, case .....	2 25	
Prunes—		
30-40s, pe rlb. ....	0 25	0 35
40-50s, per lb. ....		0 30
50-60s, per lb. ....	0 22	0 24
60-70s, per lb. ....		0 22
70-80s, per lb. ....	0 19	0 20
80-90s, per lb. ....	0 16½	0 17
90-100s, per lb. ....	0 14½	
100-120s, per lb. ....	0 14½	
Peaches—		
Standard, 25-lb. box, peeled....	0 20	
Choice, 25-lb. box, peeled .....	0 23	
Fancy, 25-lb. boxes .....	0 24	
Practically peeled, 25-lb. boxes	0 22½	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb. ....		
Extra fancy, sulphur, blech., 25s	0 20	
Seedless, 15-oz. packets .....	0 14½	0 15
Seeded, fancy, 1-lb. packets....	0 16	0 17½
Seedless, Thompson's, bulk....	0 20	
Seedless, 16-oz. packets .....	0 20	
Do., Bakers, Thompson's, 25s	0 20	
Crown Muscatels, 25s .....	0 17	

**Easier Prices On**  
**Old Crop Honey**

**Toronto.**  
**HONEY, MAPLE SYRUPS.** — Easier prices prevail on old crop honey. There is some new crop honey being offered, but little has been purchased as yet. Old crop stuff is selling around 22c and 23c. Buckwheat honey is 16c per lb. Maple syrup is experiencing a moderate inquiry. Prices are strong and firm.

Honey—		
Clover—		
5-lb. tins .....	0 22	
2½s tins .....	0 23	
16-lb. tins .....	0 25	
60-lb. tins .....	0 20	
Buckwheat, 50-lb. tins, lb. ....	0 16	

Comb, No. 1, fancy, doz.....		
Do., No. 2, doz. ....		
Maple Syrup—		
3½-lb. tins, 10 to case, case.....	17 00	
Wine qt. tins, 24 to case, case.....	16 00	
Wine ½ gal. tins, 12 to case, case.....	15 00	
Wine 1 gal. tins, 6 to case, case.....	14 00	
Imperial 5 gal. cans, 1 to case, case....	14 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.....	0 20	

**Teas Continue**  
**At Strong Prices**

**Toronto.**  
**TEAS.**—The market for teas continues as strong as ever. Prices at primary markets continue to show advances, and quotations on Ceylon and Indian teas promise to be very high on all future buying. Stocks here have been pretty well depleted, and indications point to much higher values. Broken orange pekoes are selling at from 58c to 65c. Japan teas are becoming very scarce. One line of Japanese fine tea is quoted 10c higher. Stocks of fine Japanese teas here are very light.

Ceylons and Indians—		
Pekoe Souchongs .....	0 46	0 48
Pekoes .....	0 48	0 56
Broken Pekoes .....	0 56	0 68
Broken Orange Pekoes .....	0 58	0 60
Javas—		
Broken Orange Pekoe .....	0 58	0 65
Broken Pekoes .....	0 40	0 45
Japans and Chinas—		
Early pickings, Japans.....	0 53	0 55
Do., seconds .....	0 50	0 55
Hyson thirds .....	0 45	0 50
Do., pts. ....	0 58	0 67
Do., sifted .....	0 67	0 72

**Coffee Quotations**  
**Tend Higher**

**Toronto.**  
**COFFEES.**—The situation in coffee continues strong, and the tendency of the market is upward rather than downward. Dealers have not changed their quotations on spot to the retail trade, but the same are very firm, and inclined to be higher. Primary markets are ruling very strong.

Java, Private Estate .....	\$ 50	50
Java, old Government, lb. ....	0 48	0 50
Bogotas, lb. ....	0 47	
Guatemala, lb. ....	0 46	0 48
Mexican .....	0 46	0 47
Maracaibo, lb. ....	0 45	0 46
Jamaica, lb. ....	0 43	0 45
Blue Mountain Jamaica .....	0 48	0 49
Mocha, Arabian, lb. ....	0 48	
Rio, lb. ....	0 33	0 37
Santos, Bourbon, lb. ....	0 45	0 46
Ceylon, Plantation, lb. ....	0 48	
Chiory, lb. ....	0 30	0 32
Cocoa—		
Pure, lb. ....	0 26	0 28
Sweet, lb. ....	0 26	

**Spice Quotations**  
**Are Unchanged**

**Toronto.**  
**SPICES.**—The market for spices is very firm, but quotations show no changes as compared with a week ago. Peppers are at strong levels and cloves are firm with the tendency upward. Cream of tartar is ruling at high levels, French pure selling at from 75c to 80c per lb. American high test in bulk is also bringing from 75c to 80c.

Allspice .....	0 19	0 21
Cassia .....	0 33	0 40
Cinnamon .....	0 35	0 50
Cloves .....	0 70	0 75
Cayenne .....	0 33	0 37
Ginger .....	0 28	0 35
Ginger .....	0 30	0 35
Herbs—sage, thyme, parsley,		
mint, savory, Marjoram .....	0 40	0 70
Pastry .....	0 32	0 38

Pickling spices .....	0 22	0 30
Mustard .....	0 90	1 10
Peppers, black .....	0 38	0 43
Peppers, white .....	0 48	0 53
Paprika, lb. ....	0 60	0 70
Nutmegs, selects, whole, 100s..	0 45	0 50
Do., 80s .....		0 55
Do., 64s .....	0 60	0 65
Mustard seed, whole .....	0 35	0 40
Celery seed, whole .....	0 75	0 75
Coriander, whole .....	0 25	0 30
Caraway seed, whole .....	0 65	0 70
Tumeric .....	0 24	0 27
Cream of Tartar—		
French, pure .....	0 75	0 80
American high test, bulk .....	0 75	0 80
2-oz. packages, doz. ....	1 75	
4-oz. packages, doz. ....	3 00	
8 oz. tins, doz. ....	6 00	

**Canadian Beans Are**  
**Ruling Strong**

**Toronto.**  
**BEANS.** — The market for beans is very strong, and beans of real good quality are in very light supply. Hand-picked beans are selling at from \$5.50 to \$5.75 per bushel, and the one pound to two pound pickers at from \$5.50 to \$5.75 per bus.

Ontario, 1-lb. to 2-lb. pickers, bus. ....	\$5 00
Do., hand-picked, bus. ....	5 50
Japanese Kotonashi, per bush. ....	4 50
Rangoons, per bushel .....	3 00
Limas, per lb. ....	0 12½

**Domestic Fruits**  
**Arriving Freely**

**Toronto.**  
**FRUITS.**—Domestic cherries, raspberries and blueberries are arriving freely, but quotations on the same continue at high levels. Raspberries at the beginning of this week were offered at from 28c to 30c, and cherries at from \$1.60 to \$1.65 for 11 quart baskets of Montmorencys. The six quart baskets are selling at 85c. Gooseberries are selling at \$3 for a large basket. Red currants are \$1.75 and black currants \$2.75 for the large baskets. Watermelons are easier at from 75c to 85c each. Canteloupes, standards, are selling at \$6.50 and flats at \$3. Blueberries are still at very high figures at from \$2.75 to \$3.25 for large basket.

Bananas, per lb. ....	0 08
Grapefruit—	
California, seedless, 64s .....	5 00
Valencias—	
100s, 126s, 150s, 176s, 200s,	
216s, 224s .....	5 50
288s, 324s .....	5 00
Lemons, Cal., 270s, 300s, case....	6 50
Do., Messina Verdillis, 300s....	7 00
Raspberries, box .....	0 28
Cherries, Montmorencys—	
11-qt. basket .....	1 60
6-qt. basket .....	0 85
Gooseberries, 11-qt. basket .....	3 00
Red Currants, 11-qt. basket .....	1 75
Black Currants, 11-qt. basket....	2 75
Blueberries, 11-qt. basket.....	2 75
Watermelons .....	0 75
Georgia Peaches, 6 basket crates,	
per crate .....	4 50
Texas, Elbertas, bushel .....	6 00
Cal. Peaches, Crawford's, 80s and	
100s, box .....	2 25
Canteloupes, Turlocks, 45s, stand-	
ards .....	6 50
Do., flats .....	3 00
Do., salmon flesh, flats .....	3 00
Plums, Cal., per box .....	3 50
Apples, yellow transparent, bus.	
hamper .....	4 00
Cal. Bartlett Pears, box .....	5 25

**New Ont. Potatoes**  
**Not Yet Offered**

**Toronto.**  
**VEGETABLES.** — Domestic potatoes, this season's crop, are not on the market yet, but Virginia machine graded pota-

atoes are supplying the demand. Potatoes are inclined to be a little scarce and the price is slightly higher again. They are selling at from \$6.50 to \$7 per barrel. Onions in 100 lb. sacks are also higher at \$9. Green peppers are selling at from 75c to 85c per doz. for the hot kind, and at \$1 for the sweet peppers. Canadian tomatoes are now arriving freely and are selling at \$1.25 for a large basket. Canadian wax beans are 50c for an 11 quart basket.

Beets, per doz. ....	0 40	0 50
Cabbage, per large crate .....	4 00	
Do., 32-qt. crate .....	2 25	
Carrots, per doz. ....	0 50	0 60
Radishes, per dozen .....	0 30	
Can. Lettuce, doz. ....	0 50	0 75
Onions, Kentucky fine hard, 100-lb. sacks .....	9 00	
Parsley, per basket .....	1 00	
Peppers, green, doz. ....	0 75	0 85
Do., sweet .....	1 00	
Celery, doz. ....	0 40	
Wax Beans, Can., 11-qt. basket .....	0 50	0 60
Cucumbers .....	0 50	0 60
New Potatoes .....		
No. 2s, machine graded .....	6 50	7 00
Turnips, hamper .....	2 75	
Spinach, box .....	2 00	

## WINNIPEG MARKETS

### Greater Scarcity Of All Grades Rice

**Winnipeg.**  
**RICE.**—Supplies of rice are even scarcer than at our last report and very few grades can now be supplied. Sales of No. 1 Jap rice have been made on the coast at prices which would equal a laid down price in Winnipeg of \$265 per ton. This grade is in very limited supply, even at these very high quotations. Many lines of lower grade rices are not obtainable at any price.

### Name New Prices On Dried Fruits

**Winnipeg.**  
**DRIED FRUITS.**—Prices on new crop evaporated peaches have been recently named by the Association. These prices are about in line with what the trade generally was led to expect. While these prices are high, they are probably well in line with asking prices on other varieties of dried fruits.

The Prune Association recently named opening prices for new crop on the bulk basis of 11c per lb. for 70, 80, 90's. These prices are higher than prices named by independents earlier in the season. It was rather expected by the trade generally that the association prices would be named below those quoted earlier by outsiders, and the trade is somewhat disappointed, as buying was held off and they are now being forced to pay higher prices than they could have bought at earlier in the season.

### Cheapest Staple Food is Beans

**Winnipeg.**  
**BEANS.**—Quotations have been steadily declining on beans of first quality. Oriental beans, which are largely used in the prairie provinces,

Marrows, basket .....	0 60
Outdoor Tomatoes, 11-qt. basket .....	1 25

### Quotations Are Steady on Flour

**Toronto.**  
**FLOUR.**—No change is reported in the market for flour. In spite of the heavy export requirements there appears to be ample for domestic account. Prices to the retail trade are steady.

<b>Flour—</b>	
Government standard, 74 per cent. extraction.	
Ontario winter wheat flour, in carload	
shipments, on track, in cotton	
bags .....	11 15
In jute bags .....	11 00

### Moderate Demand For Millfeeds

**Toronto.**  
**MILLFEEDS.**—There is a moderate demand for millfeeds at prices unchanged from last week. Shorts are selling better than bran.

	<b>In carlots, track</b>
Bran, per ton .....	42 00
Shorts, per ton .....	44 00

are being quoted to-day at from  $\frac{3}{4}$ c to  $1\frac{1}{4}$ c per lb. over a week or two ago. But even at present quotations beans look to be about the cheapest article from a food value point of view of any of the staples.

### Shortage of Sugar in West

**Winnipeg.**  
**SUGAR.**—As in other parts of Canada and the United States, the West has been very short of sugar during the past few weeks. Refiners seem to be unable to keep supplies moving freely enough to cope with the demand. At the moment there does not seem to be much relief in sight. Some Eastern refiners are still refusing to accept business for Western points.

### Fresh Fruits in Good Supply

**Winnipeg.**  
**FRUITS.**—The market is well supplied with all lines of fresh fruit and prices are remaining fairly steady. Blueberries from provincial points are on the market at \$2.25 per basket. Straw-

berries and pineapples have given place to raspberries and cherries. Peaches and plums are in good supply and prices are tending lower. Peaches are quoted at \$2.25 per case, and plums range from \$3.75 to \$4.25. Canteloupes are selling around \$7.00 per case. Bananas are holding firm at the recent decline to  $8\frac{1}{2}$ c per lb. Valencia oranges are holding steady at \$7.00 to \$7.50 per case and California lemons are quoted at \$9.00 per case. Raspberries, 24 boxes to the case, are quoted at \$7.00. Watermelons, 7c per lb. Apricots, \$3.00 per case.

### U.S. Canned Goods in the West

**Winnipeg.**  
**CANNED GOODS.**—The demand for canned tomatoes has been very heavy during the past few weeks, resulting in the cleaning up, within very close compass, of the Canadian pack. In order to supply the demand it has been necessary for the jobbers to purchase U. S. pack for this market. Quotations to the retail trade are ruling about \$4.50 per case.

The small delivery of canned corn last year by Canadian packers is now being felt, as Canadian pack corn is well cleaned up. United States pack corn has been purchased to fill the demand in the West.

### Local Vegetables Coming to Market

**Winnipeg.**  
**VEGETABLES.**—Trade in vegetables is good and supplies are coming forward freely. Locally-grown vegetables are, in some cases, now taking the place of imported lines, and prices are tending lower as result. New potatoes are selling about 7c per lb. Local head lettuce is now coming forward in good quantity and is selling about 75c per doz. Radishes, after recently declining, are now being quoted at 35c per doz. New beets are quoted this week at 6c per lb. Tomatoes, 4 baskets to the case, \$2.50. Local tomatoes are soon expected to be on the market. Cucumbers are not getting much cheaper, now being quoted at \$3.00 per doz. California carrots are held at \$7 per sack.

## BRITISH COLUMBIA MARKETS

**VANCOUVER, July 29.**—The feature of the markets in Vancouver this week is the situation in rices. All supplies are very scarce, and indications point to the bare markets. Other commodities are ruling firm. There is a very heavy demand for sugar in the face of light supplies.

### Heavy Demand For Sugar Supplies

**Vancouver.**  
**SUGAR.**—Supplies of sugar among the

wholesalers are none too plentiful. There is a very heavy demand for it, and some difficulty is being experienced in meeting all requirements. The market is very firm.

### Teas Continue At Strong Figures

**Vancouver.**  
**TEAS.**—The market for teas is very strong, any new buying being at much higher figures. Quotations on spot are very firm, but future prices must necessarily show increases.

## No Singapore Pines For Canada

**Vancouver.**  
**FRUITS AND VEGETABLES.**—The entire July pack of Singapore pines having been contracted for by Europe, according to a recent cable, this pineapple will not be a factor in the Canadian market. However, there is another pack in November, December, January, and by that time conditions may permit of shipments being brought to Canada.

Apples—	
New, green, box.....	4 25
Cherries, Okanagan, qt.....	0 20
Oranges, Cal., aver.....	6 25
Gooseberries, qt.....	0 12
Grapefruit, case.....	5 00
Lemons, case.....	7 25
Pineapples, Cuban.....	5 50
Cucumbers, B.C., per doz.....	2 00
Tomatoes (hothouse), 20, crate	
No. 1.....	4 50
Carrots, doz. bunches.....	0 25
Onions, doz. bunches.....	0 25
Parsley, doz. bunches.....	0 25
Local potatoes, ton.....	30 00
Turnips, doz. bunches.....	0 25
Celery, doz.....	1 75
Raspberries, crate.....	4 50

## Fresh Meats Are At High Levels

**Vancouver.**  
**PROVISIONS.**—No changes are reported this week in the market for provisions. All fresh meats are at high levels, and are very firm. Cheese and lard are unchanged, and bacon and hams are selling at steady figures.

Fresh Beef.....	0 17	0 19
Lamb.....		0 28
Pork.....		0 32
Cheese.....		0 33 1/2
Lard.....		0 37
Compound.....		0 38 1/2
Bacon.....		0 52
Hams.....		0 45

## Bare Markets in Rice Situation

**Vancouver.**  
**RICES.**—General indications continue to point to bare markets in every quarter. Though harvesting should be in progress in the Southern States, the Oriental crops, which are the real deciding factor in the world market in rice will not affect the market for sixty days yet. India has always been a big factor, but owing to crop failures Britain allows only one million tons to be exported. Of this quantity Java and Straits Settlements were allotted five hundred thousand pounds, and a like quantity was allowed to Europe. India's population is about 400,000,000.

Rice, Japan, No. 1, per ton.....	260 00
Do., Do., No. 2, per ton.....	
Do., China, No. 1, per 40 mats.....	260 00
Do., Do., No. 2, per 40 mats.....	260 00
Do., California.....	260 00
Tapioca, 140s.....	0 13 1/2

## Price List of Molasses Unchanged

**Vancouver.**  
**MOLASSES.**—No changes are shown in the price list of molasses. Demand is light at this season, but the market is holding at steady figures.

58 7	.....	5 10s, per case
58 12	.....	12 1/2s, per case
58 15	.....	15 1/2s, per case
58 18	.....	18 1/2s, per case
58 21	.....	21 1/2s, per case

## Cabled Prices on Tea Are Higher Tendencies Continue Upward at Primary Points—Freight Reductions Offset Any Net Advances Recorded—An Early Price Change Possible

Montreal, July 31 (Special).—Cabled advices from the production centres of the East show a constantly-advancing tendency on teas, according to G. R. Larkin, of the Salada Tea Company. Mr. Larkin, interviewed by CANADIAN GROCER, expressed his opinion that there would probably be advances for tea in the Canadian market, whereas, a short time ago some revision of prices downward had been considered possible. Freight rates had dropped considerably and were more favorable than for a long time, but other factors had developed which made teas cost just as much delivered as before. In fact the recent advances made at primary points have been so great that the present net increases on tea would amount to something very considerable.

Mr. Larkin pointed out that there have been difficulties in the growing centres. Labor conditions have been none too favorable and wages have increased. There has been quite a marked change in this respect over previous seasons. Prices on tea have consequently advanced.

The weather conditions in many tea-growing countries have been none too favorable and production of better grade teas has been curtailed. The Ceylon season has just opened, and this, Mr. Larkin states, is rather later than other years owing to wet weather continuing later than usual. The opening prices there are of course higher. The English market is quite a factor in the matter of governing tendencies elsewhere. Government control has been exercised there and this may have an advantage in some respects and in others it is not always advantageous. It is, of course, one of the largest consuming centres in the world.

While freight costs have been less, as referred to above, the increasing prices at growing points have been so great as to offset them, and a considerable net advance has been made to the importer. The tendencies are therefore very strong and increases of prices are very probable. It is just a matter of time how long these will be deferred.

## Grecian Currants Now Arriving

Prices Will Rule High, as Primary Market is Rapidly Advancing Owing to Heavy Demands—Raisins, Too, Will Be High

**T**HE Californian Raisin Association has not yet announced its prices on the new crop, but, according to advices received by Toronto importers big prices are expected for them. The general opinion appears to be that the opening prices, when announced, will be higher than last year's quotations. Stocks of raisins among wholesalers are very light, and importers are only able to buy odd lots, and chiefly of rain-damaged raisins.

Shipments of Grecian currants have arrived in the city, and already about four cars have been distributed. It is likely that the movement of Grecian currants now to this country will be fairly steady, unless the price becomes prohibitive. Quotations are advancing so rapidly that it may prove unprofitable to import them. Currants now arriving will have to sell to the retail around 22 cents per pound and possibly higher. There is a tremendous demand for Grecian currants at the present time, principally from European countries. Then again the Greeks are manufacturing them into wine and exporting it to Europe. This is becoming a big industry in Greece, and has developed enormously in the last year or two because of the shortage of wine in Europe. This will natur-

ally curtail the shipment of dried currants to America.

Toronto importers of foreign fruits state that quotations on Turkish sultana raisins are almost prohibitive. They are quoted at 100 shillings delivered Toronto. These would have to sell to the retail trade at 27 or 28 cents per pound. Turkish sultanas at present prices could hardly compete with California raisins. It is not likely that importations will be on any large scale at all.

### QUEBEC

Harper R. Gray, manager Gunn, Langlois and Co., Ltd., Montreal, was in Toronto early in the week.

G. R. Larkin, of the Salada Tea Company, was in Montreal this week and a visitor at the offices of the company here.

Frank J. Burns, of the F. J. Burns Company, Chicago, passed through Montreal last week on his way to Eastern fishing centres.

F. G. Scott, vice-president Hatfield and Scott Co., Ltd., Montreal, and Hartland, N.B., returned to Montreal from a trip to the States.

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 29.—Quotations on Siam rice are now \$12 and \$12.50. Tomatoes 2's and halves are \$4.50. Ontario cheese, large, is 32 to 34½ cents per pound. Lard in 3's is \$22.50 to \$22.80. Eggs have advanced to \$14.50. There is a 2 cent per pound advance on some sizes of breakfast bacon. Honey is a shade cheaper in some quarters. Peanut butter, shelled walnuts, almonds, shredded cocoanut and coffees have all slightly advanced this week. Rumors of higher prices on flour are rife. Oranges are selling at from \$6.50 to \$7. Lemons are from \$9 to \$9.50. Grapefruit is \$7 and canteloupes are from \$6 to \$7.

B. C. raspberries are from \$4.75 to \$5.	
Beans, Limas	0 12 0 15
Beans, B.C.	7 00 7 50
Flour, 98s, per bbl.	10 50
Rolled oats, 80s	4 20
Rice, Siam, cwt.	12 00 12 50
Japan, No. 1	13 00 13 50
Tapioca, lb.	0 12½ 0 14
Sago, lb.	0 12½ 0 14
Sugar, pure cane, granulated, cwt.	11 02
Cheese, No. 1, Ontario, large	0 32 0 34½
Butter, creamery, lb.	0 55 0 59
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	22 50 22 80
Eggs, new-laid, local	14 50
Tomatoes, 2½s, standard, case	4 50
Corn, 2s, case	4 80 5 00
Peas, 2s, standard case	3 40 3 50
Strawberries, 2s, Ontario, case	8 10 8 75
Raspberries, 2s, Ontario, case	8 40 9 00
Cherries, 2s, red, pitted	6 40
Apples, evaporated	0 22
Do., 25s, lb.	0 23
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 23
Prunes, 90-100s	0 18 0 20
Do., 40-50s	0 26 0 27
Do., 60-70s	0 22
Salmon, pink tall, case	9 00 10 25
Salmon, Sockeye, tall, case	18 00 19 00
Do., halves	35 00 38 00
Potatoes, per ton	6 50 7 00
Oranges	9 00 9 50
Lemons	7 00
Grapefruit	6 00 7 00
Canteloupes, crate	4 75 5 00
B.C. Raspberries	4 75 5 00

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., July 29.—The market is firm. The tendency of prices is upward. Rolled oats have advanced to \$12.00. Siam rice is higher at from \$13.75 to \$14.00. Corn products are higher. Starch has advanced. Beans are firmer. Eggs are selling at from 50c to 52c. Fresh tomatoes, two and halves are \$4.50. Pork has advanced and pork products are also higher. American clear bacon is from \$65 to \$75. Breakfast bacon is selling at from 50c to 51c. New vegetables are arriving

in fair quantities. Strawberries are about finished. Raspberries and blueberries are fairly good.

Flour, No. 1 patents, bbls., Man.	12 54
Cornmeal, gran., bags	6 25 6 35
Cornmeal, ordinary, bags	4 50 4 60
Rolled oats	12 00
Rice, Siam, per 100 lbs.	13 75 14 00
Molasses	0 88 0 89
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, New Brunswick	0 33 0 34
Cheese, Ont., twins	0 33 0 34
Eggs, fresh, doz.	0 60 0 52
Eggs, case	0 45 0 47
breakfast bacon	0 50 0 51
Butter, creamery, per lb.	0 46 0 49
Butter, dairy, per lb.	0 43 0 45
Butter, tub	0 41 0 43
Margarine	0 33 0 35
Lard, pure, lb.	0 39½ 0 40
Lard, compound	0 35 0 35½
American clear pork	65 00 75 00
Beef, corned, 1s	4 55 4 90
Tomatoes, 2½s, standard, case	4 50
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 20
Corn, 2s, standard case	4 70
Peas, standard case	3 20 3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	11 00 11 50
Pinks	14 50 15 00
Cohoos	8 50
Chums	0 23
Evaporated apples, per lb.	0 23
Peaches, per lb.	3 00 3 50
Potatoes—	
Natives, per bbl.	0 11 0 12
Onion, Egyptians, lb.	8 50 9 00
Lemons, Cal.	2 00 3 00
Peaches, Cal., box	6 00 7 00
Pears, Cal., box	3 00 4 00
Plums, Cal., crate	6 00 7 00
Oranges, Cal., case	7 00 7 50
Grapefruit, Cal., case	0 08½ 0 09
Bananas, per lb.	

## EXPRESS CHARGES EQUAL TOTAL VALUE OF GOODS

Investigations which have recently been made by the Associated Advertising Clubs of the World, of New York, to determine the fairness of advertisements published by so-called mail order grocery houses, have developed some interesting facts with relation to the "saving" which the buyer is supposed to enjoy.

A Los Angeles man answered such an advertisement in a local newspaper and ordered \$1.99 worth of goods. Express charges were \$1.85, and when he submitted the merchandise to a Los Angeles grocer, the latter offered to duplicate the order out of regular stock at \$1.85.

These mail order houses, say officers of the advertising association, should not be confused with legitimate mail order houses which operate upon the principle of winning friends and building permanent trade. Indications are, say association officials, that "once over" is as much as these houses can expect. Certainly, a man would be a fool to pay \$3.84 (the cost including the expense of sending the order) for what he could get around the corner for \$1.85.

Such offers are usually made in connection with prices that are cut on a few standard articles. To obtain these, the

purchaser must take an assortment of other articles which are not standard.

## NEW BUFFALO SPECIALTY PRODUCTS

The combined United States and Canadian sales force of the Buffalo Specialty co. of Buffalo, N.Y.; Bridgeburg, Canada and London, England, attended the fourteenth annual convention at Company headquarters, Buffalo, July 21-26. As the trade knows, the products manufactured by this company include liquid veneer.

Announcement was made that three new products would be placed on the market this fall; the Liquid Veneer Mop, Neverknock Carbon Remover, for removing carbon from gasoline engines, and Holdfast Casket Shellac.

Among the enjoyable events of the convention was a trip to Pine Grove Farms, owned by Oliver Cabana, jr., president of the company. These farms are the home of the champion Liquid Veneer Cow.

Most of the salesmen of the company have been with the organization many years, and the annual get-together is looked forward to by all with great eagerness. The officers are: Oliver Cabana, Jr., President and Treasurer; Elmer A. Cabana, Vice-President; Martin J. Cabana, Secretary and Sales Manager.

## U. S. APPLE, PEACH, PEAR OUTLOOK

The condition of apples in the United States is 67.8 per cent. of a normal, compared with 69.8 in 1918 and a ten-year average of 68.5. The indicated production of apples is for a total crop (all apples, commercial crop and others) of 166,228,000 bushels, in comparison with 173,632,000 bushels, the December estimate of the 1918 crop.

Peaches show a condition in the United States of 73.1 per cent. of a full crop, compared to 52.0 one year ago and a ten-year average of 59.3. The total crop in 1918 (December estimate) was 38,969,000 bushels, compared to a forecast of 50,316,000 bushels the present year.

Pears show a condition of 66.3 per cent. of a full crop, compared with 62.7 last year and a ten-year average of 66.5. Production in 1918 (December estimate) was 12,052,000, while the condition indicates a crop of 12,325,000 bushels for this year.

"Pete" King, at one time manager for the King Warehousing Co., Ltd., has returned from overseas, and together with J. P. Southcott has entered the brokerage business, trading as King & Southcott, with offices in the London Building.

# PRODUCE AND PROVISIONS

## A Modernly Equipped Market

The Royal Market, Hamilton, Represents a Very High Degree of Perfection in the Development of Meat Display Equipment

**T**HE Royal Market, Hamilton, that contains fifteen stalls, of which the stall of A. C. Vosper, illustrated below is a very good example, is probably one of the best equipped markets in Canada. The market is situated in the old Royal Bank Building, James Street, Hamilton, occupying what was once the rotunda and dining room, is beautifully lighted, and full advantage

has been taken of the artistic setting.

The fittings are the last word in modern equipment. The floors are of green tile, concaved at the edges so that no particle of dust can find a lodgment anywhere. The fronts of the counters are of white vitralite, and the tops of heavy plate glass with nickeled trimmings. These counters are fully refrigerated by coils at the back of the

counter. The refrigerators that are at the rear of the stalls are also of the newest design. Everything about the market is of the newest and brightest and the general display could hardly be duplicated in any city in Canada.

### HEAD OF CUDAHY'S DEAD

Patrick Cudahy, 70 years of age, president of the Cudahy Bros. Company, packers, of Cudahy, Wis., died suddenly this afternoon from an apoplectic stroke.

John May, who has conducted a grocery store, near the station, Orangeville, sold out last week to John Glass, of Toronto.



The A. C. Vosper stall at the Royal Market, Hamilton, an example of thoroughly up-to-date equipment.

## Cheese Makers Protest 25-Cent Figure Think That Such a Price Would be Disastrous to the Industry— Ask Government to Arrange Credits to Take Care of This Trade to Better Advantage

**A**T a meeting held in Brockville, Ont., recently, at which meeting not only producers of the Brockville section were represented, but also representatives of the industry from Iroquois, Morrisburg and Napanee, the question of the British purchase of cheese was brought before the gathering by representatives of the British Purchasing Commission, who made it very clear that it would be impossible to buy cheese on a higher basis than 25c f.o.b. Montreal.

The meeting was addressed by Sir Thomas Clement, chairman of the butter and cheese import committee commission appointed by the Minister of Food in Great Britain, to handle the dairy products in England. F. Warren, director of butter and cheese supplies, under the British Ministry of Food; Dr. J. W. Robertson, C.M.G., Ottawa, Canadian director of food supplies in Europe; James Alexander and A. A. Ayer, exporters, of Montreal, were present.

After Messrs. Robertson, Warren and Sir Thomas Clement delivered addresses in which they stated that owing to the British taxpayers' burden, a price of one shilling and sixpence had been placed on cheese in England, consequently not more than twenty-five cents could be paid for cheese at Montreal, less the price of

freight from Brockville and all other boards in Canada.

Much discussion, sometimes heated, ensued, and the following resolution was passed:

### Memorialize Government

That whereas we, the representatives of the Cornwall, Iroquois, Napanee and other boards assembled in the Brockville dairymen's board of trade this 24th day of July, 1919, having just now learned from representatives of the British Ministry of Food that they have by authority of the said British Ministry of Food, offered a price of cheese of only 25c per lb., less the cost of freight from factory to Montreal,

And whereas, the said representatives of the British Ministry of Food have stated that if the cost of handling cheese and that of exchange can be reduced, the price of cheese will be increased to producers,

Therefore, resolved that we representatives of producers urge on our Dominion Government to take some action to reduce the cost of exchange, even if it does involve the giving of large sums of credit by our Government to the British Government for the purchase of our Canadian cheese, as we are not satisfied with the named price of 25c per lb. of cheese and feel that it will have a depressing effect on the cheese industry.

## Dissatisfied With Ontario Government Fish Service

### Merchants Fail to Get Supplies and Are Given No Explanation —Claim They Are Not Being Fairly Treated

**T**HERE is a growing dissatisfaction in some quarters with the methods adopted by the Ontario Government in doing its fish business. To get the supply the merchant is compelled to tie himself up securely. He must pay in advance and he must guarantee to buy only from the Government. Very strong complaints of the service have recently been voiced by the cities of Port Arthur and Fort William.

One store in Port Arthur and one in Fort William have contracts with the Ontario Government for regular supplies of fresh fish from Nipigon, and three Fridays have gone by with no fish supplied to either.

Dealers are required to have a marked cheque on deposit with the Government as a guarantee of payment, and, in each case the dealer says he has complied with every requirement. They are also required to have their orders with the fisheries at Orient Bay the day before they require the fish, and they say that they do place their orders regularly and are supposed to receive shipments on

Sunday, Wednesday and Friday of each week.

### No Explanation Forthcoming

No trouble has ever been experienced in securing fulfilment of orders for the Sunday and Wednesday deliveries, but three successive Fridays have passed and no fish has put in an appearance. Complaints have elicited no explanation as to why shipments have not been made.

About eight hundred pounds of fish were received from Nipigon by the local dealers on Sunday and Wednesday, and this supply was exhausted, save for about fifty pounds, which went out of the store almost before the town was awake. Ordinarily about five hundred pounds are sold in the fish store on Friday and Saturday, but this week-end and for the past two week-ends, no fish came in. This left the dealer with nothing to do but buy from the local fish company and sell at exact cost.

### Not Keeping Faith

Dealers in fish say that the Government is not keeping faith with them, and by neglecting to fill orders is jeop-

ardizing their business. One said that while he was left without his supply of fish the stock for Toronto was forwarded in the regular way and was placed on the market on one occasion at ten cents a pound, the explanation being that an overstock was on hand and it was deemed advisable to work it off.

Here is a peculiar situation: Communities which are at the source of supply find themselves without fish on the two big fish days of the week, while distant points have full supplies.

### TO ADVERTISE CANADIAN FISH ABROAD

The Canadian Fisheries Department has decided to do some advertising on behalf of Canadian fish and fish products in Great Britain, France and Spanish-speaking countries. For years the Government has spent much money conducting advertising campaigns on behalf of the Western provinces and various natural resources, but it has not done much to advertise Canadian fish abroad.

The Government urged the fishermen to increase production as much as possible, and now possibly feels a certain responsibility in helping them dispose of the surplus.

The Canadian Trade Commission is also collecting information about the market possibilities for fish in other countries.

Little has as yet been done to advertise Canadian fish among the retail fishmongers of England or France, and they are the people whom it is most desirable to interest. The big dealers in England who now import Canadian fish are usually trawl-owners themselves, and are not interested in pushing the sale of Canadian fish when they have any catches from their own vessels to dispose of. If the retailer was kept informed about Canadian fish through his weekly trade journal, he would in all probability develop a demand that the wholesaler would have to pay attention to.

### MONTREAL ABATTOIRS TO BE RE-ORGANIZED

A meeting of the bondholders of the Montreal Abattoirs, Ltd., is called for Aug. 18, at 11 o'clock, at the office of the Prudential Trust Co., for the purpose of considering a resolution to authorize the trustees to consent to a sale of the mortgaged premises forming part of the assets of the Montreal Abattoirs, Ltd., and to grant a discharge of the mortgage. A company is now being organized to take over the property and assets of the Montreal Abattoir, Ltd.

The name of the company which is to take the Montreal Abattoirs over has not yet been decided upon, but will be as close a resemblance as possible to that of the present company.

C. W. Gale, of Morrisburg, who recently returned from overseas, has purchased G. H. Trott's grocery business in the Jackson block, Leamington.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, July 29—Interest this week centres around the announcement made a few days ago as to the price to be paid for cheese this year by the British Ministry of Food. This has been fixed at 25c per lb., based on Montreal freights. The domestic quotations are lowered as a consequence and selling has been actively resumed. Butter is steady and unchanged and eggs are also firmly held without change. There has been no change of price for lard or shortening and margarine still holds unchanged. Hogs are firm and cured and cooked meats are marked up as are also various lines of bacon, dry salt meats and barrelled pork. Poultry prices are steadily held. Fish markets are quiet and supplies ample with the outlook for a lower price basis this fall.

### Hogs Still Firm; Supplies Taken

Montreal.

**FRESH MEATS.**—The supplies of fresh meats are ample to meet domestic requirements. There has been a steady assimilation of supplies by the packers and all shipments are absorbed promptly. Prices are ruling more steadily and there has been little change excepting a slight lowering of the range quoted. Abattoir-killed stock is selling at \$32 to \$32.50.

Hogs, live	23 50	23 75
Hogs, dressed—		
Abattoir killed, small, 65-90 lbs.	32 00	32 50
Sows (heavy)	26 50	27 00
<b>Fresh Pork—</b>		
Leg of Pork (trimmed) (foot on)	0 40	
Loins (trimmed)	0 45	
Loins (untrimmed)	0 42	
Spare ribs	0 25	0 26
Trimmed shoulders	0 30	0 31
<b>Fresh Beef—</b>		
(Cows)		(Steers)
\$ 0 28	Hind quarters	\$ 0 30
0 14	0 17	Front quarters
0 28	0 28	Loins
0 25		Ribs
0 15		Chucks
0 26		Hips
Calves (as per grade)	0 22	0 28
Lambs, 30-40 lbs. (whole carcass), lb.		0 36
No. 1 Mutton (whole carcass), lb.		0 20

### Smoked Meats Are Marked Higher

Montreal.

**SMOKED AND CURED MEATS.**—Owing to a very large demand the sales of smoked and cured meats have been heavier and this has firmed the price basis. Medium hams have been advanced one cent for the 14-20 lb. weights. Plain and roll bacon are advanced 1c to 3c per lb. according to grade. Clear, fat backs are up 50c per barrel, while bean pork is up \$1.50. The undertone is firm.

<b>Hams—</b>		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 47	
14-20 lbs.	0 48	
25-35 lbs.	0 40	
20-25 lbs.	0 42	
<b>Backs—</b>		
Plain (as to trimming)	0 53	0 57
Breakfast, per lb. (as to qual.)	0 50	0 57
Rolls, per lb.	0 40	
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 30 1/2	0 31 1/2
Long clear bacon, small lots	0 31	0 32

<b>Barrel Pork—</b>		
Fat backs, lb.	0 33	
Canadian short cut (bbl.) 30-40 pieces	62 00	62 50
Clear fat backs (bbl.) (40-50 pieces)	70 50	
Heavy mess pork (bbl.)	54 00	
Bean pork (bbl.) (American) (60-80 pieces)	56 00	

### Under Big Demand; Cooked Meats Up

Montreal.

**COOKED MEATS.**—There has been little let up in the demand for cooked meats and the sales are excellent. Much of the supply goes into consumption at the summer resorts. Jellied ox tongue is up to 70c per lb., pork tongue to 48c and roast and boiled shoulders to 60c per lb. The undertone is a firming one.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 70	
Jellied pork tongues	0 48	
Ham and tongue, lb.	0 32	
Veal and tongue	0 25	
Hams, roast	0 66	
Hams, cooked	0 66	
Shoulders, roast	0 60	
Shoulders, boiled	0 60	
Pork pies (doz.)	0 85	
Blood pudding, lb.	0 12	

### Lard Price Held On a Firm Basis

Montreal.

**LARD.**—In view of the fact that pork prices continue to hold firmly lard too has held with a steadiness of undertone. The sales have been seasonably good, and the demand seems to keep regardless of prices being so high. The supplies are reported as adequate.

<b>LARD, pure—</b>		
Tierces, 400 lbs., per lb.	0 37 1/2	
Tubs, 50 lbs., per lb.	0 38	
Pails, 20 lbs., per lb.	0 38 1/4	
Bricks, 1 lb., per lb.	0 39	

### No Drop in Price Of Shortening

Montreal.

**SHORTENING.**—Maintaining its high price levels, shortening has continued to sell freely and on a more steadied basis. The demand is apparently likely to continue for the present and the supplies just now are in good shape to meet existing requirements.

<b>SHORTENING—</b>		
Tierces, 400 lbs., per lb.	0 31	
Tubs, 50 lbs., per lb.	0 31 1/2	
Pails, 20 lbs., per lb.	0 31 3/4	
Bricks, 1 lb., per lb.	0 33	

### Cheese Has Eased During the Week

Montreal.

**CHEESE.**—While there is a more steadied condition now, owing to the fixing of buying prices by the British Ministry of Food, the price of cheese has been lowered considerably within the past two weeks, and prices are considerably less than they were. For new cheese supplies are now quoted at 28c and there is no dearth of supplies. The producers seem more or less dissatisfied with the prices obtainable from exporters and still this will not be remedied, it is probable. The British market will absorb cheese from Canadian producers, according to the latest arrangements, on the basis of 25c per lb., Montreal freight, and on this basis between 18,000 and 20,000 boxes were sold this week at one cold storage plant here. The domestic selling basis is therefore now more likely to be stabilized, and even lower prices may be fixed for local trade.

<b>CHEESE—</b>		
New, large, per lb.	0 28	
Twins, per lb.	0 28	
Triplets, per lb.	0 28	
Stilton, per lb.	0 32	
Fancy, old cheese, per lb.	0 35	

### Butter is Steady Without Changes

Montreal.

**BUTTER.**—The market is a steadied one and the basis quite unchanged from last week. Supplies have been coming to hand rather freely and these are taken up promptly at full prices. The outlook is favorable for a large make of finest creamery for some time yet.

<b>BUTTER—</b>		
Creamery prints, fresh made	0 66	
Creamery solids, fresh made	0 56	
Dairy prints	0 45	0 48
Dairy, in tubs, choice	0 44	0 47

### Margarine Unmoved In Matter of Price

Montreal.

**MARGARINE.**—There has been no change in the basis for margarine and supplies still are going out to the trade in limited quantities. The undertone is unchanged and prices may remain quite near the present level unless there be changes in butter price.

<b>MARGARINE—</b>		
Prints, according to quality, lb.	0 36	0 37
Tubs, according to quality, lb.	0 32	0 34

### Despite Big Receipts Eggs Have Held Up

Montreal.

**EGGS.**—The season's receipts of eggs are considerably greater than those for the same period of 1918 and yet prices continue to hold. There is a big consumptive demand from all parts and the better eggs are still in favor with the consumer. A slight firming of price was made on number two grade, which are now quoted 45c.

<b>EGGS—</b>		
No. 2	0 45	
No. 1	0 52	
Selects	0 58	
New laid	0 62	

*Continuous Sales  
Hold Poultry Up*

**Montreal.**

**POULTRY.**—The receipts of poultry from the country continue to be rather heavy and still the demand is large and takes care of incoming supplies quite readily. Live shipments are especially heavy. The price basis has, as a consequence of heavy demand, continued to rule steady and holds unchanged.

<b>POULTRY (dressed)—</b>		
(Selling Prices)		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
<b>Ducks—</b>		
Brome Lake (milk fed green)	0 46	
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 49	
Turkeys (young)	0 50	
Geese	0 30	0 31
Old fowls (large)	0 34	
Old fowls (small)	0 30	
<b>POULTRY (live)—</b>		
(Buying Prices)		
Live—Old fowl	0 33	0 35
Roasters	0 23	0 24
Turkeys	0 40	
Broilers	0 33	0 40

*Conditions Favor  
Lower Fish Prices*

**Montreal.**

**FISH.**—While prices are not changed very materially this week, the forecast of a prominent fish importer is that more favorable prices will prevail this fall. For the past two weeks fishing on the east coast has not been up to the average at this season, but there are fair supplies notwithstanding. Trade is seasonably quiet. The average reports from producing points are quite satisfactory.

<b>FRESH FISH</b>		
Carps, per lb.	0 11	0 12
Dore	0 22	
Eels, lb.	0 12	
Bullheads (dressed)	0 15	
Gaspereaux, each	0 07	
Haddies	0 12	0 13
Fill-et Haddies	0 20	
Haddock	0 09	
Halibut, Eastern	0 24	0 24
Halibut, Western	0 23	0 24
Steak, cod	0 10	0 12
Market cod	0 07	0 08
Flounders	0 09	
Prawns	0 30	
Pike, per lb.	0 12	0 13
Live lobsters	0 48	0 50
Boiled lobsters		
Salmon (B.C.), per lb., Red	0 30	0 32
Salmon, Gaspe	0 40	0 45
Shad	0 13	
Skate	0 17	
Lake Trout	0 20	
Mackerel	0 18	
Shrimps	0 35	0 40
Whitefish	0 17	0 18
Trout, brook	0 17	0 40
<b>FROZEN FISH</b>		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06	0 06½
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	
Alewires	0 05½	0 06
<b>SALTED FISH</b>		
<b>Codfish—</b>		
Codfish, large bbl., 200 lbs.	18 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	

Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 22
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	16 00	
<b>PICKLED FISH</b>		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	12 00	
Do., half barrel	6 25	
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	26 00	
Salmon, B.C. (200 lbs.)	24 50	
Sea Trout (200-lb. bbl.)	25 00	

Turbot (200 lbs.)	17 00	
Codfish, tongues and sound, lb.	0 16	
Eels, lb.	0 16	0 17
<b>OYSTERS</b>		
Cape Cod, per barrel	16 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 50	
Can No. 1 (Solids)	2 50	
Can No. 3 (Solids)	7 50	
Can No. 5 (Solids)	12 50	
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	9 00	
<b>SUNDRIES</b>		
Paper Oyster Pails, ¼ per 100	1 75	
Crushed Oysters Shell, 100-lb.	31 60	
Paper Oyster Pails, ¼-lb. per 100	2 25	

**ONTARIO MARKETS**

**T**ORONTO, August 1—The feature of the Ontario produce markets this week is the sharp decline in the price of cheese. Buyers are only paying 25 cents on the boards for it, and quotations to the retail trade are correspondingly lower. Butter is firm, and eggs are also very strong. All pork products are high, and live hogs continue at record figures.

*Fresh Meats  
Holding Firm*

**Toronto.**

**FRESH MEATS.**—Quotations on fresh meats are steady for the most part, with demand for the same fairly moderate. The strong position of the Canadian hog market keeps all prices of fresh pork at very high levels. Legs of pork up to 18 lbs. are selling at from 39c to 42c per lb., and tenderloin at from 43c to 45c. Live hogs this week are selling around \$24 on the fed and watered basis. These prices have been ruling now for some weeks, and indications point to a continuation of a very strong market. Fresh beef, too, is selling at strong figures.

<b>FRESH MEATS</b>		
<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	30 00	
Live, on cars, per cwt.	24 75	
Live, fed and watered, per cwt.	24 25	
Live, f.o.b., per cwt.	23 25	
<b>Fresh Pork—</b>		
Legs of pork, up to 18 lbs.	0 39	0 42
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 43	0 45
Spare ribs, lb.	0 14	0 15
Picnics, lb.	0 28	0 32
New York shoulders, lb.	0 27	0 29
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	0 35	0 37
<b>Fresh Beef—From Steers and Heifers—</b>		
Hind quarters, lb.	0 25	0 32
Front quarters, lb.	0 14	0 17
Ribs, lb.	0 22	0 28
Chucks, lb.	0 10	0 13
Loins, whole, lb.	0 32	0 35
Do., whole, lb.	0 30	0 38
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 27	0 32
Lamb, whole, lb.	0 28	0 30
Spring lamb	0 38	0 40
Sheep, whole, lb.	0 16	0 22
Above prices subject to daily fluctuations of the market.		

*Provisions  
Show Advances*

**Toronto.**

**PROVISIONS.**—Advances of one and two cents per lb. are noted on several lines of provisions. The strong position of the market for live hogs is keeping all pork and pork products at very high levels. Breakfast bacon is selling around 51c per lb. Long clear bacon is

quoted slightly higher at from 34c to 35c per lb.

<b>Hams—</b>		
Medium	0 46	0 49
Large, per lb.	0 42	0 44
<b>Bacon—</b>		
Skinned, rib in.	0 52	0 55
Boneless, per lb.	0 55	0 58
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 48	0 51
Breakfast, fancy, per lb.	0 57	0 59
Roll, per lb.	0 38	
Wiltshire (smoked sides), lb.	0 41	0 42
<b>Dry Salt Meats—</b>		
Long, clear bacon, av. 50-70 lbs.	0 34	0 35
Do., av. 70-100 lbs.	0 28	0 30
Fat backs, 16-20 lbs.	0 33	0 36
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
<b>Barrel Pork—</b>		
Mess pork, 200 lbs.	64 00	
Short cut backs, bbl., 100 lbs.	64 00	
Pickled rolls, bbl., 200 lbs., heavy	66 00	
Do., do., do., lightweight	66 00	
Above prices subject to daily fluctuations of the market.		

*Cooked Meats  
In Active Demand*

**Toronto.**

**COOKED MEATS.**—The continued heavy demand for all cooked meats keeps quotations on the same strong levels. Boiled hams are selling at from 65c to 66c per lb., and roast hams at the same figures. Roasted shoulders are bringing 53c and 54c per lb. Choice jellied ox tongue is selling at from 65c to 68c per lb.

Boiled hams, lb.	0 65	0 66
Hams, roast, without dressing, lb.	0 65	0 66
Shoulders, roast, without dressing, per lb.	0 53	0 54
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 28	
Choice jellied ox tongue, lb.	0 65	0 68
Pork and Tongue, lb.	0 48	0 52
Above prices subject to daily fluctuations of the market.		

*Butter Holds At  
Strong Prices*

**Toronto.**

**BUTTER.**—There continues to be a strong market in butter. Prices are unchanged but are very firm. Dealers are paying 52c per lb., for the prints and from 51c to 51½c for the solids at the creameries. It is selling to the retail trade at from 54c to 55c per lb. There

is not a great deal of butter being exported at the present time.

Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0 53	0 54
Dairy prts., fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	.....	0 45

### Cheese Shows Sharp Decline

**Toronto.**  
**CHEESE.**—Sharp declines have taken place in cheese. New large cheese are selling to the trade at 28c per lb., and the stiltons at 29c. Buyers are only paying 25c per lb. on the boards for it. The decline is due to the action of the British authorities, who have fixed a price of 25c, at which figure cheese is to be bought in Canada.

<b>Cheese—</b>		
New, large	.....	0 28
Stilton (new)	.....	0 29
Twins ½ lb. higher than large cheese.	Triplets	
1½c higher than large cheese.		

### Margarine Steady and Firm

**Toronto.**  
**MARGARINE.**—There is a fairly moderate demand for margarine. While the inquiry is not as great as it was a few months ago, when butter was selling at very high prices, sales are fairly active. Prices are unchanged and firm.

<b>Margarine—</b>		
1-lb. prints, No. 1	.....	0 35 0 36
Do., No. 2	.....	0 32 0 34
Do., No. 3	.....	0 28 0 29
Solids 1c per lb. less than prints.		

### American Eggs Coming on Market

**Toronto.**  
**EGGS.**—There is a very big demand for eggs, and in the face of a lighter production prices are ruling at strong figures. New laids in cartons are selling at from 58c to 60c per doz., and new laids at from 53c to 55c. For domestic eggs, dealers have to pay from 48c to 49c per doz. Considerable quantities of American eggs are being brought into Toronto. These are being bought at 43c per doz. at Chicago.

<b>Eggs—</b>		
New laids, in cartons, doz.	.....	0 58 0 60
New laids, doz.	.....	0 53 0 55
Prices shown are subject to daily fluctuations of the market.		

### Lard Ruling At High Levels

**Toronto.**  
**LARD.**—The market for lard is very firm with demand active. It is ruling at high levels, selling from 36½c to 37c per lb.

Lard, tierces, 400 lbs., lb.	.....	0 36½ 0 37
In 60-lb. tubs, ½c higher than tierces, pails ¼c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

### Shortening is Ruling Strong

**Toronto.**  
**SHORTENING.**—Quotations on shortening are ruling very strong, and some slight advances are noted. Shortening is selling from 31½c to 32c per lb. There is an active inquiry for the same.

<b>Shortening—</b>		
Tierces, 400 lbs., lb.	.....	0 31½ 0 32

### Fresh Poultry is Arriving Freely

**Toronto.**  
**POULTRY.**—There continues to arrive fairly good quantities of fresh poultry. There is a brisk demand for all offered. Spring chickens are selling at around 50c and 55c per lb. dressed, and ducklings at from 35c to 40c. Frozen poultry is still supplying a good deal of the inquiry, but receipts of fresh stuff are on the increase.

Prices paid by commission men at Toronto:		
	Live	Dressed
Tierces, 400 lbs., lb.	.....	0 31½ 0 32
Turkeys, old, lb.	.....	0 25 0 30
Do., young, lb.	.....	0 30 0 35
Roosters, lb.	.....	0 22 0 25
Fowl, over 4½ lbs.	.....	0 30 0 30
Fowl, under 4½ lbs.	.....	0 27 0 27
Prices quoted to retail trade:—		
		Dressed
Hens, heavy	.....	\$.... 0 35
Do., light	.....	0 38
Chickens, spring	.....	0 50 0 55
Ducklings	.....	0 35 0 40
Turkeys	.....	0 35 0 45

## WINNIPEG MARKETS

### Butter Market Will Stay Firm

**Winnipeg.**  
**BUTTER.**—Creamery butter is firm and prospects are that the market will continue firm for some time. Prevailing quotations on No. 1 creamery range from 52 to 54c per lb. Prices on packing stock are now 44c per lb.

### Eggs Firm; Receipts Light

**Winnipeg.**  
**EGGS.**—The egg market is firmer,

### Demand For Fish Is a Little Quiet

**Toronto.**  
**FISH.**—Prices are ruling steady on the Toronto fish market. Demand is inclined to be quiet and there are comparatively few changes in the price list. Fresh fish, both sea and lake kinds, are coming forward in good quantities. Fresh Restigouche salmon is selling at from 30c to 35c per lb.

<b>FRESH SEA FISH</b>		
Cod Steak, lb.	.....	\$0 11 0 12
Do., market, lb.	.....	0 09 0 10
Haddock, heads off, lb.	.....	0 10
Halibut, chicken	.....	0 21 0 22
Do., medium	.....	0 22 0 23
Flounders, lb.	.....	0 07 0 10
Salmon, Restigouche	.....	0 30 0 35
<b>FROZEN SEA FISH</b>		
Salmon	.....	0 30
Herring	.....	0 09 0 10
<b>FRESH LAKE FISH</b>		
Lake herring, round lb.	.....	0 10
Do., dressed, lb.	.....	0 11 0 12
Trout, lb.	.....	0 15 0 16
Whitefish, lb.	.....	0 11½ 0 15
Mullets, lb.	.....	0 05
Fresh pickerel	.....	0 15 0 16
Cheoes	.....	0 16
Pike	.....	0 09 0 10
Fresh mackerel	.....	0 10

due to a very heavy demand and a falling off of receipts. Eggs coming to market at present are very poor in quality, due to the hot weather. Prices still show a very wide range according to quality.

### Maintain High Pork Quotations

**Winnipeg.**  
**HOGS.**—The local hog market is very firm and present prices on pork products will likely hold firm during the summer and fall. Prevailing quotations on hogs are from \$22.00 to \$22.50.

## A Sharp Decline in Cheese British Buyers Are Instructed Not to Pay More Than 25 Cents For It at Montreal

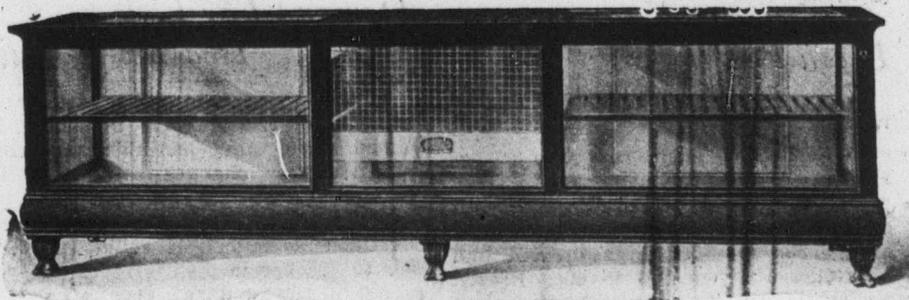
During the past week, cheese on the Canadian market has declined to 25 cents per pound. No higher figure is being paid on the cheese boards throughout the country. Following the removal of the fixed price of 24½ cents, on the basis of delivery, at Montreal, there was a steady advance in the bidding, and buyers were paying as high as 31 cents for it at Montreal. As most of Canada's cheese is exported, British buyers being the biggest purchasers of the same, the action of British authorities in fixing the price to be paid at Montreal at 25 cents is the deciding influence in the market. The likelihood of this lower price is not at all approved of by Canadian makers. In London cheese is selling at 36 cents to the consumer, and many of the cheese men believe that there is too great a spread between the selling figure and the price being paid here. Pre-war prices of cheese were around 12½ cents.

Canada's consumption of cheese is only a very small percentage of the Domin-

ion's total output, and consequently the export price is the ruling factor. The decline in the price of cheese may have an influence on the butter market, if in view of the lower prices prevailing for cheese, there might be a curtailment in production, and a consequent increase in the butter output.

### BRITISH COLUMBIA FIRM OPENS OFFICES IN LONDON

J. Howard O'Loane, until recently in charge of the Continental Brokerage Co., Seattle, which is the United States office of O'Loane, Kiely & Co., Ltd., Vancouver, leaves Montreal this week for London, England, where he will open offices for O'Loane, Kiely & Co., Ltd. This office will also represent Rothwell & Co., of Seattle, selling vegetable oils, etc.; C. H. Lilly & Co., Seattle, seeds, grains, etc.; The Vancouver Milling & Grain Co., Ltd., Vancouver, flour, beans, etc., as well as several canners and packers.



ARCTIC COUNTER REFRIGERATOR—MADE IN TWO SIZES

Write for Free Catalogue and Prices.

**JOHN HILLOCK & CO., LIMITED,**Office, Showrooms and Factory:  
154 GEORGE ST., TORONTOAGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa;  
J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572  
Knox St., Vancouver, B.C.

## Merchants Everywhere Want this Splendid Sales Bringer

Out in the small towns and thinly populated districts merchants are as keen for the Arctic Counter Refrigerator as those in the large cities, for the Arctic will improve sales and attract new trade wherever it is located. Eliminates waste and adds greatly to the appearance of any store. Costs little and lasts a lifetime.

# LARD

A good time to buy lard.  
And when you buy—buy  
“Star” Brand. There will  
be a big demand for lard to  
go to Europe—prices will  
be higher.

Made Under Government Inspection

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

57

# HEINZ

## Advertising Service

brings good results to the live, wide-awake merchant who is in the field to gain a reputation for reliability and fair dealing. Feature Heinz 57 Varieties with our advertising signs and displays—let your customers know you carry quality products. Win the confidence of your trade and increase your number of satisfied buyers.

**H. J. HEINZ COMPANY**

*All Heinz goods sold in Canada are  
made in Canada*

57

57

## When in Doubt Try the “Want Ad” Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

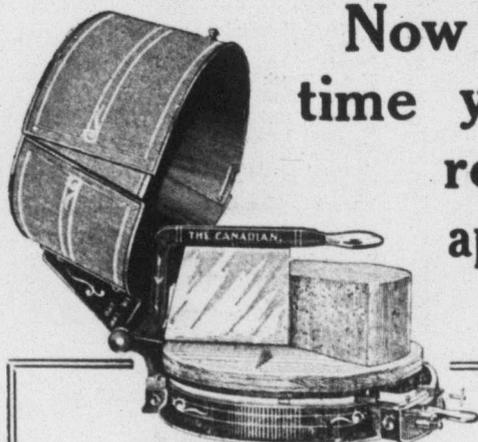
## A Suggestion of Real Economy

will be appreciated by your customers, especially when the cost of living is so high. "Easifirst" is decidedly economical; why not suggest it? It makes satisfied and permanent customers.

*How is  
Your Stock?*

Phone Junction 3400

**GUNNS LIMITED**  
WEST TORONTO



The CANADIAN Open

Now is the  
time you will  
really  
appreciate  
it.

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$18.00.

**The Computing Cheese Cutter Co.**  
WINDSOR, ONT.

## COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

*Attractively Labeled  
Bottles—2 Sizes*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT

# Odd, Isn't It

—that some people think of advertising as a means of benefiting only the seller, when its basic function **must be** to render a necessary service to the buyer, else it could not exist. Merchandise lives or dies as it does or does not meet a human need. Advertising is subject to the same law of service. The real measure of its value is what it **gives**, not what it gets.

In the light of these truths, the marvellous growth of advertising in itself, is an impressive demonstration of its essential character in our economic system.

But you are not interested in **all** advertising any more than you are in all merchandise. That is one big reason why you have a highly specialized Business Paper

in your field such as the one carrying this advertisement. It was born of your needs, not of any man's desire to be a publisher.

## How It Works for You

What it does for you and your field editorially is self evident, but its **aditorial** service is just as vital. Instead of a buyer having to depend upon gossip, hearsay and dribbles of information from this or that source, he gets it all between two covers.

Timely, authoritative, comprehensive statements about needed materials pass in review as the advertising pages are turned. Confident judgments can be formed, and intelligent decisions made.

Yet advertising is **NOT** an **added** expense, but an improved distributive process, which takes the place of slower, more costly and less efficient methods.

That is why it pays to **read** advertising even more than it pays to advertise. Especially if you read it in papers which have met the exacting requirements of membership in The Associated Business Papers, Inc., for one of its standards of practice requires that a paper must **decline any advertisement which has a tendency to mislead or which does not conform to business integrity.**

You are invited to consult us freely about Business Papers or Business Paper advertising.

### LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service.

Advertising and Selling  
American Architect  
American Blacksmith  
American Exporter  
American Funeral Director  
American Hatter  
American Machinist  
American Paint Journal  
American Paint and Oil Dealer  
American Printer  
American School Board Journal  
Architectural Record  
Automobile Dealer and Repairer  
Automobile Journal  
Automotive Industries  
Bakers Weekly  
Boot and Shoe Recorder  
Brick and Clay Record  
Buildings and Building Management  
Bulletin of Pharmacy  
CANADIAN GROCER  
Canadian Railway and Marine  
World  
Candy and Ice Cream  
Chemical & Metallurgical Engineering  
Clothier and Furnisher  
Coal Age  
Coal Trade Journal  
Concrete  
Cotton  
Daily Iron Trade & Metal Market  
Report  
Domestic Engineering  
Dry Goods Economist  
Drygoodsman  
Dry Goods Reporter  
Electric Railway Journal  
Electrical Merchandising  
Electrical Record  
Electrical Review  
Electrical World  
Embalmers' Monthly  
Engineering World  
Engineering and Mining Journal  
Engineering News-Record  
Factory  
Farm Machinery—Farm Power  
Foundry (The)  
Furniture Journal  
Furniture Manufacturer and Artisan  
Furniture Merchants' Trade Journal  
Gas Age  
Gas Record  
Grand Rapids Furniture Record  
Haberdasher  
Hardware Age

### LIST OF MEMBERS

(Continued)

Heating and Ventilating Magazine.  
Hide and Leather  
Hotel Monthly  
Illustrated Milliner  
Implement and Tractor Age  
Industrial Arts Magazine  
Inland Printer  
Iron Age  
Iron Trade Review  
Lumber  
Lumber Trade Journal  
Lumber World Review  
Manufacturers' Record  
Manufacturing Jeweler  
Marine Engineering  
Marine Review  
Metal Worker, Plumber and  
Steam Fitter  
Mining and Scientific Press  
Millinery Trade Review  
Mill Supplies  
Modern Hospital  
Motor Age  
Motorcycle and Bicycle Illustrated  
Motor Truck  
Motor World  
National Builder  
National Druggist  
National Petroleum News  
Nautical Gazette  
Northwestern Druggist  
Nugent's, The Garment Weekly  
Power  
Power Boating  
Power Plant Engineering  
Price Current—Grain Reporter  
Railway Age  
Railway Electrical Engineer  
Railway Maintenance Engineer  
Railway Mechanical Engineer  
Railway Signal Engineer  
Retail Lumberman  
Rubber Age  
Shoe Findings  
Shoe and Leather Reporter  
Shoe Retailer  
Southern Engineer  
Southern Hardware and Implement  
Journal  
Sporting Goods Dealer  
Starchroom Laundry Journal  
Tea and Coffee Trade Journal  
Textile World Journal  
Timberman  
Transfer and Storage  
Twin City Commercial Bulletin  
Woodworker

# THE ASSOCIATED BUSINESS PAPERS, Inc.

JESSE H. NEAL, *Executive Secretary*

HEADQUARTERS:

220 West 42nd Street

NEW YORK CITY

# Holidays

Our boys are again away for their annual vacation.

Absolutely necessary, these days of fierce competition that business people have a cessation from work—a breathing spell, wherein they can feel free from the anxieties and cares which are bound up with the activity of now-a-day business. You who are in business can easily appreciate the conditions, and welcome the opportunity to help the good work along, by sending orders for your immediate requirements by mail, telegraph or telephone and be sure to do it at our expense, because there is nothing we like much better than paying the expense of any orders sent us in this way. Look over this little list and perhaps there may be something here that will prompt you to send us an order.

Thompson Seedless	25 <sup>s</sup>	19
Sun Maid “	15oz.	21
Griffin “	15oz.	21
“ “	11oz.	17
Oregon Prunes 40-50	25 <sup>s</sup>	30
Santa Clara Prunes 60-70	50 <sup>s</sup>	24½
Libby's Alaska Red Salmon	1 <sup>s</sup>	3.95
Courtier “ “	1 <sup>s</sup>	3.75
Choice Blue Rose Rice	100 <sup>s</sup>	15½
Fancy “ “ “	100 <sup>s</sup>	16½
Choice Japan “	50 <sup>s</sup>	14½
Penang Med. Prl. Tapioca		14
Singapore Seed “ “		12

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**  
 CHURCH STREET & ESPLANADE TORONTO



**You can always  
depend on the quality  
of Hatton's Fish**

***And Service Unequaled***

Send along your next fish order and let us show you what quality fish really means in the matter of better profits.

In dealing with us you are dealing with the old reliable fish supply house whose fish supplies are drawn from selected catches at the best Lake and Coast Points in North America.

**Our stocks are always reliable. Our supplies are  
always sufficient.**

**SEND IN YOUR ORDER NOW**

**D. Hatton Company**

**MONTREAL**

**Established 1874**

C. G. Service

CHURCH STREET & BAYVIEW

Supply  
All  
Colors



Make More Sales

Carry the Complete Line

# Sunset Soap Dyes

Twenty-two standard colors, including Black, Navy Blue and other dark colors. Sunset colors are fast and only one simple operation is necessary to clean thoroughly and dye all fabrics.

Sunset is a Real Dye, honestly and extensively advertised, and sure to please your best trade: all colors can be supplied immediately. The spring and summer demand will be heavy—due to the high cost of clothing of every sort. Be prepared—order a gross packed in an attractive counter display and let it make sales for you. Sunset selling at 15c pays you more profit than any other dye.

## North American Dye Corporation

*New Corporate Name of* SUNSET SOAP DYE CO.

Mount Vernon, N.Y.

Toronto, Canada

*Sales Representatives for U.S. and Canada:*

Harold F. Ritchie & Company, Ltd.

NEW YORK

TORONTO

# Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.  
LONDON, E.C. 4, ENGLAND

Cables: "Lovely, London."  
Codes (Private): A. B. C. 4th and 5th Editions.  
Western Union and Bantleys.

*Direct Shippers*



Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds, Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices; Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

*Proprietors of*

## Turban BRAND BUSREH Dates



IN CARTONS. Cases each 60 nominal pounds

## Turban COMPLETE Puddings



*Whole Rice Custard  
Barley Flake Custard  
Sago Custard*

*Ground Rice Custard  
Tapioca Custard  
Semolina Custard*

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

## OBAYO REAL SARDINES



*The Elite of the Sea*

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz. 12 oz. and 18 oz. All with keys.

*Special Quotations upon Application.*

# COX'S

Instant Powdered

# GELATINE



Winnipeg and Manitoba  
Tees & Perse, Ltd.

Housewives  
from every part of CANADA  
are using  
Cox's Gelatine

It makes delicious Desserts  
used with all kinds of  
Fresh Fruits

Recommend it to your customers. Be sure that  
you have a good stock on hand as there is a big  
demand during the warm weather.

**ALL BRITISH MADE**

AGENTS :

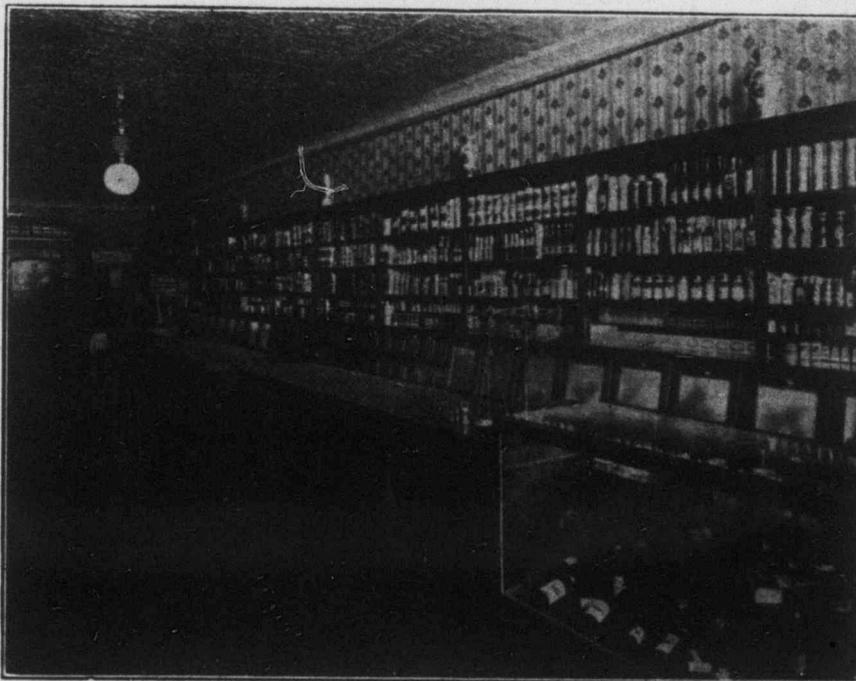
**ARTHUR P. TIPPET & CO.**

Montreal and Toronto

Vancouver

Martin & Robertson, Ltd.

## \$15 a week saved by Walker Bin Equipment



In Mr. Benson's store at Guelph, Ont. (illustrated at left), Walker Bin Fixtures save about \$15 a week in wages and saving of food-stuffs. In 10 years this \$15 a week would pay for his original investment five times over. And look at the appearance of the store. Isn't it just the sort of interior to attract trade and hold it, too?

You can make your store like Benson's. You can save money like Benson. Let us tell you how. Send your floor plan and measurements.

THE  
**Walker Bin & Store  
Fixture Co., Limited**

KITCHENER, ONT.



## Put A Krackley-Nut Package In Every Picnic Basket

Krackley-Nut is just the thing for the outing party.

A delicious, wholesome confection, put up in an air-tight package that will open up as fresh and as crisp as the day it was made.

And the package is a big, spunky looking fellow with a handsome colored label that grabs the attention of young and old.

Get your jobber to ship you a case of Krackley-Nut to-day. Set up a few packages on a corner of your counter. Then note the "Cash and Carry" orders. Packed in 25's, 50's, 100's and gross cases.

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



*By Appointment to H.M. King George V.*

## From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

# Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

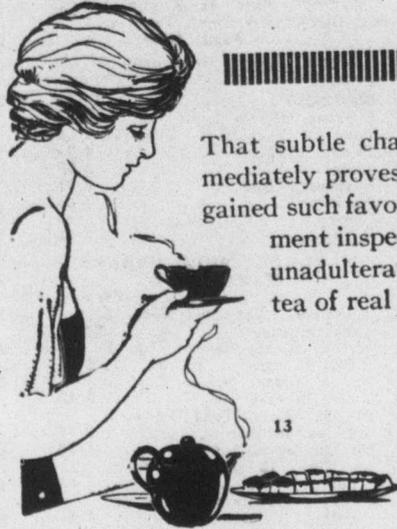
## Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

**HUNTLEY & PALMERS LTD.**

Biscuit Manufacturers  
READING & LONDON  
ENGLAND

# JAPAN TEA



That subtle charm in each cup immediately proves why Japan Tea has gained such favor in Canada. Government inspected — uncolored and unadulterated — Japan Tea is a tea of real cup quality.

*"Over our tea — quaffing the sovereign drink of pleasure and health."*

—Brady.

A good Japan Tea display is always timely and always worth while.

The quality of this delicious product of the Flowery Kingdom can be depended upon to satisfy the most particular Tea drinker.

There are many in your community who will buy Japan Tea from you. The demand is growing daily.

Why not prepare to get your share of it?



**SIFTO SALT IT FLOWS BEST FOR TABLE USE**

Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer. Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.

**CENTURY SALT BEST FOR GENERAL USE**

*If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.*

**DOMINION SALT CO., Limited SARNIA, Canada**  
Manufacturers and Shippers

**QUOTATIONS FOR PROPRIETARY ARTICLES**

SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

**JAMS**  
DOMINION CANNERS, LTD.  
Hamilton, Ont.

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

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case. Per doz.

Blackberry	33 35
Currant, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tin, 12 pails in crate, per pall	0 82
5's Tin, 8 pails in crate, per pall	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pall in crate, per lb.	0 20

**PORK AND BEANS "DOMINION BRAND"**

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

**CATSUPS—In Glass Bottles**

¼ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62½
Pints Delhi Enleure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

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

**CONDENSED MILK**  
Terms, net, 30 days.

Eagle Brand, each, 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans ..... 7 75

**EVAPORATED MILK**

St. Charles Brand, Hotel, each 24 cans	\$6 00
Jersey Brand, Hotel, each 24 Cans	7 00
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	6 90
Jersey Brand, Tall, each 48 cans	6 90
Peerless Brand, Tall, each 48 cans	6 90
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

**CONDENSED COFFEE**

Reindeer Brand, large, each 24 cans	\$6 50
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

**W. CLARK, LIMITED, MONTREAL.**

Compressed Corn Beef—¼s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
English Brawn—¼s, \$2.95; 1s, \$4.45; 2s, \$8.95.	
Boneless Pig's Feet—¼s, \$2.95; 1s, \$4.45; 2s, \$8.95.	
Ready Lunch Veal Loaf—¼s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—¼s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—¼s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—¼s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—¼s, \$2.95; 1s, \$4.95; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—1s, \$6.35; 2s, \$11.95; square cans, \$45.	
Boiled Mutton—1s, \$6.35; 2s, \$11.95; 6s, \$45.	
Jellied Veal—¼s, \$3.35; 1s, \$4.95; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$2.35; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—¼s, \$1.95; 1s, \$3.90; 2s, \$6.85.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash—¼s, \$1.95; 1s, \$3.95; 2s, \$5.90.	
Beef Steak and Onions—¼s, \$2.95; 1s, \$4.95; 2s, \$8.95.	
Jellied Hocks—2s, \$9.45; 6s, \$30.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—¼s, \$5.95; 1s, \$9.95.	
Roast Turkey—¼s, \$5.95; 1s, \$9.95.	
Ox Tongue—¼s, \$4.95; 1s, \$12.00; 1½s, \$18.50; 2s, \$23.95; 3½s, \$44.00; 6s, \$60.00.	
Lunch Tongue—¼s, \$4.90; 1s, \$10.45.	
Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.	

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A post-card or telephone message will get the matter corrected immediately.

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**"CANADIAN GROCER"**  
**153 UNIVERSITY AVENUE, TORONTO ONTARIO**

Telephone Main 7324

*Fine Full Flavored Dressings*

## ROYAL SALAD DRESSING AND ROYAL MAYONNAISE

You can guarantee flavor and quality to the last drop when the name "Royal" is on the label.

Salads make ideal substitutes for high-priced meats and the two Royals make the most pleasing salad dressings.

Start sales with a good counter display.

**Horton-Cato Manufacturing Co.**  
WINDSOR, ONTARIO

## Grocers Would Rather Sell

Purity Flour than an unfamiliar brand because they are aware of Purity's popularity among their customers.

Grocers make the same profit on Purity Flour and they sell more of it.

# PURITY FLOUR

(Government Standard)

is a real business builder that stands for

*"More Bread and Better Bread," and Better Pastry*

## Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver,  
New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson,  
Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

# Display O'Keefe's Beverages

These are in big demand and bring back turnovers with excellent profits. Take advantage of and benefit by their popularity.

# O'Keefe's

## IMPERIAL ALE—LAGER—STOUT



are ideal thirst quenchers full of snap and zest — they are the right beverages to recommend for all occasions.

O'Keefe's assure repeat sales.

O'Keefe's - Toronto  
Phone Main 4202



## Sell this proven nerve remedy

There are many customers coming into your store who occasionally require a little nerve remedy—something effective to cure that headache, neuralgia, etc.

# Mathieu's Nervine Powders

are unequalled for all nervous diseases. A trial will convince.

**J. L. Mathieu Co.**  
SHERBROOKE, QUEBEC

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.  
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.  
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.  
Chateau Brand Concentrated Soups—Celery, \$1.45; Consomme, \$1.45; Green Peas, \$1.45; Julienne, \$1.45; Mutton Broth, \$1.45; Ox Tail, \$1.45; Pea, \$1.45; Scotch Broth, \$1.45; Chicken, \$1.60; Mock Turtle, \$1.45; Tomato, \$1.45; Vermicelli Tomato, \$1.45; Soups and Bouilli, 6s, \$15.  
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, tall, \$2.75; 6s, \$8; 12s, \$16.  
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$12.  
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.  
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.  
Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.  
Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.  
Army Rations—Beef and Vegetables, 1s, \$2.45; 2s, \$4.95.  
Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.85; 3s, \$3.35.  
Tongue, Ham and Veal Pates—½s, \$2.35.  
Ham and Veal Pates—½s, \$2.40.  
Smoked Vienna Style Sausage—½s, \$2.85.  
Pate De Foie—¼s, 80c; ½s, \$1.40.  
Plum Pudding—½s, \$1.95; 1s, \$3.85.  
Potted Beef Ham—¼s, 80c; ½s, \$1.45.  
Potted Beef—¼s, 80c; ½s, \$1.45.  
Potted Tongue—¼s, 80c; ½s, \$1.45.  
Potted Game (Venison)—¼s, 80c; ½s, \$1.45.  
Potted Veal—¼s, 80c; ½s, \$1.45.  
Potted Meats (Assorted)—¼s, 85c; ½s, \$1.50.  
Deville Beef Ham—¼s, 80c; ½s, \$1.45.  
Beef—¼s, 80c; ½s, \$1.45.  
Deville Tongue—¼s, 80c; ½s, \$1.45.  
Veal—¼s, 80c; ½s, \$1.45.  
Deville Meats (Assorted)—¼s, 85c; ½s, \$1.50.  
In Glass Goods  
Fluid Beef Cordial—20 oz. bottles, .....; 10 oz., .....  
Ox Tongue—1½s, \$20.00; 2s, \$24.95.  
Lunch Tongue (in glass)—1s, \$11.95  
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.  
Mince meat (in glass)—1s, \$3.25.  
Potted Chicken (in glass)—¼s, \$2.90.  
Ham (in glass)—¼s, \$2.90.  
Tongue (in glass)—¼s, \$2.90.  
Venison (in glass)—¼s, \$2.90.  
Meats, Assorted (in glass)—\$2.90.  
Chicken Breast (in glass)—¼s, .....  
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.  
Chili Sauce—10 oz., \$3.25.  
Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.  
B.C. HOPS  
Dominion Brand, quarters, per short weight pound ..... 0.30  
Dominion Brand, halves, per short weight pound ..... 0.29  
Maple Leaf Brand, ¼ lb. packages, per full weight pound. 0.40  
Maple Leaf Brand, ½ lb. packages, per full weight pound. 0.39  
COLMAN'S OR KEEN'S MUSTARD  
Per doz. tins  
D.S.F., ¼-lb. .... \$2.80  
D.S.F., ½-lb. .... 5.30  
D.S.F., 1-lb. .... 10.40  
F.D., ¼-lb. ....  
Per jar  
Durham, 1-lb. jar, each ... \$0.60  
Durham, 4-lb. jar, each ... 2.25  
CANADIAN MILK PRODUCTS, LIMITED,  
Toronto and Montreal  
KLIM  
Hotel ..... \$18.50  
Household size ..... 8.25  
Small size ..... 5.75  
F.o.b. Ontario jobbing points, east of and including Port William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

**THE CANADA STARCH CO., LTD.**  
Manufacturers of the  
Edwardsburg Brands Starches  
Laundry Starches—  
Boxes Cents  
40 lbs., Canada Laundry ... 0.10  
40 lbs., 1-lb. pkg., Canada White or Acme Gloss ..... 0.10½  
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ... 0.11  
100-lb. kegs, No. 1 white ... 0.10½  
200-lb. bbls., No. 1 white ... 0.10½  
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0.12  
48 lbs., Silver Gloss, in 6-lb. tin canisters ..... 0.13½  
36 lbs. Silver Gloss, in 6-lb. draw lid boxes ..... 0.13½  
100 lbs., kegs, Silver Gloss, large crystals ..... 0.11½  
40 lbs., Benson's Enamel, (cold water), per case... 3.25  
Celluloid, 45 cartons, case... 4.50  
Culinary Starch  
40 lbs., W. T. Benson & Co's Celebrated Prepared ..... 0.11½  
40 lbs. Canada Pure or Challenge Corn ..... 0.10½  
20-lb. Cases Refined Potato Flour, 1-lb. pkgs. .... 0.16½  
(20-lb. boxes, ¼c higher, except potato flour)  
**GELATINE**  
Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1.60  
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2.00  
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. .... 2.10  
**SYRUP**  
**THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP**  
Perfect Seal Jars, 3 lbs., - doz. in case ..... \$4.30  
2-lb. tins, 2 doz. in case... 5.45  
5-lb. tins, 1 doz. in case... 6.05  
10-lb. tins, 1 doz. in case... 5.75  
20-lb. tins, ¼ doz. in case... 5.70  
(Prices in Maritime Provinces 10c per case higher.)  
Barrels, about 700 lbs. .... \$0.08½  
Half bbls., about 350 lbs. .... 0.08½  
¼ bbls., about 175 lbs. .... 0.08½  
2-gal. wooden pails, 25 lbs. 2.60  
3-gal. wooden pails, 38½ lbs. 3.85  
5-gal. wooden pails, 65 lbs. 6.25  
**LILY WHITE CORN SYRUP**  
2-lb. tins, 2 doz. in case... \$5.95  
5-lb. tins, 1 doz. in case... 6.55  
10-lb. tins, ½ doz. in case... 6.05  
20-lb. tins, ¼ doz. in case... 6.25  
(5, 10, and 20-lb. tins have wire handles.)  
**MOZOLA COOKING OIL**  
Per case  
No. 1, 24 tins ..... 12.00  
No. 2, 12 tins ..... 11.50  
No. 8, 6 tins, 7½ lbs. each ..... 20.25  
No. 5, 2 tins, 37½ lbs. each ..... 30.00  
**INFANTS' FOOD**  
**MAGOR, SON & CO., LTD.**  
Robinson's Patent Barley—Doz. 1 lb. .... \$4.00  
¼ lb. .... 2.00  
Robinson's Patent Groats—1 lb. .... 4.00  
¼ lb. .... 2.00  
**NUGGET POLISHES**  
Doz.  
Polish, Black, Tan, Toney Red and Dark Brown ..... \$1.15  
Card Outfits, Black and Tan... 4.15  
Metal Outfits, Black and Tan... 4.85  
Creams, Black and Tan ..... 1.25  
White Cleaner ..... 1.25  
**IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH**  
Black Watch, 10s, lb. .... \$1.20  
Bobs, 12s ..... 1.00  
Currency, 12s ..... 1.00  
Stag Bar, 9s, boxes, 6 lbs. ... 1.00  
Pay Roll, thick bars ..... 1.25  
Pay Roll, plugs, 10s, 6-lb. ¼ caddies ..... 1.25  
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs ..... 1.00  
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes ..... 1.12  
Forest and Stream, tins, 9s, 2-lb. cartons ..... 1.14

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Standard Codes Employed

*Established 1878*

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36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

**IMPORTERS, EXPORTERS and GENERAL  
: PRODUCE MERCHANTS :**

Keenly interested in all descriptions of CANNED GOODS  
Specifically APPLES, PEARS and MEATS

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INVITED TO CORRESPOND*

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### Counter Check Books NOW and From Us—

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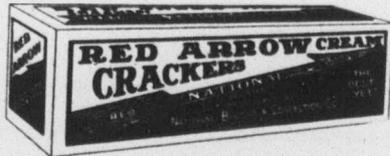
COUNTER CHECK BOOKS OF EVERY KIND

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A NATIONAL  
SUCCESS



YOUR JOBBER CAN SUPPLY YOU

The National Biscuit & Confection Co., Ltd.

**REPEATS**

## “PRIDE OF CANADA” PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

**MAPLE TREE PRODUCERS' ASSOCIATION, LIMITED**

Offices: 58 Wellington St. W., Montreal, Canada

## Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

**Canadian Grocer Want Ads.** 143-153 University Avenue  
TORONTO

# 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?

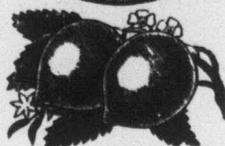
Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

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



## ROSE'S LIME JUICE

*The  
Original and Genuine  
Brand*

There are many brands of Lime Juice on the market, but only one "Rose's."

And Rose's combines every good quality likely to win approval from the ultra-particular.

It is cooling, invigorating and non-intoxicant and every bottle you sell will pull many more repeats.

Try Rose's. Send in an order to-day for a small supply to test its selling merits.

**Holbrooks Ltd.**  
TORONTO and VANCOUVER

## Baker's Cocoa and Chocolate



REGISTERED  
TRADE-MARK

**MAKE AND  
KEEP GOOD  
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

**WALTER BAKER & CO. Limited**  
Montreal, Can. Dorchester, Mass.  
Established 1780

### IN MAKING PICKLES

Instead of using spices, better results are obtained by using

**PARKE'S PICKLE MIXTURE**



A combination of prime selected spices in proper proportions to produce firm, fine appearing and tasty pickles that will keep well.

No additional spices are required.

Retail price, 25c package.

Wholesale price, \$2.25 per dozen, \$27 per gross.

**PARKE & PARKE, LTD.**  
MacNab St. and Market Sq., Hamilton, Ont.

The Grocer of to-day must keep in close touch with market prices. If you are a reader of

**CANADIAN GROCER**

you will be better able to carry on your business.

We can ship you a car load of  
**Canning Box Shooks**  
 within one week of receipt of order

*Write or Wire for Prices*

**W. C. Edwards & Co., Limited**  
 Ottawa, Ontario



**OAKLEY'S  
 "WELLINGTON"  
 KNIFE POLISH**

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

**Oranges  
 California Lemons  
 and Early Vegetables**

*We Invite Correspondence*

**LEMON BROS.**  
 Owen Sound, Ont.



**CATCH THE FLY**

By using our

**National Fly Catcher**

*Clean Sanitary Easy to use*

Made in Canada by the

**National Fly Catcher Co., Ltd.**

Order from your  
 Wholesaler

1598 Delorimier Ave.  
 Montreal

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins .....	1 50
Forest and Stream, 1-lb. glass humidors .....	1 75
Master Workman, bars, 7s, 3 1/2 lbs. ....	1 20
Derby, 9s, 4-lb. boxes .....	1 08
Old Virginia, 12s .....	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs. ....	1 25

**WM. H. DUNN, LTD., Montreal**  
**BABBITTS**

Soap Powder, case 100 pkgs. .	\$5 65
Cleanser, case 50 pkgs. ....	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz. ....	5 95

**JELL-O**

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz. ....	2 70
Orange, 2 doz. ....	2 70
Raspberry, 2 doz. ....	2 70
Strawberry, 2 doz. ....	2 70
Chocolate, 2 doz. ....	2 70
Cherry, 2 doz. ....	2 70
Vanilla, 2 doz. ....	2 70
Weight, 8 lbs. to case. Freight rate second class	

**JELL-O ICE CREAM POWDERS**

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz. ....	2 70
Vanilla, 2 doz. ....	2 70
Strawberry, 2 doz. ....	2 70
Unflavored, 2 doz. ....	2 70
Weight, 11 lbs. to case. Freight rate second class	

**BLUE**

Keen's Oxford, per lb. ....	\$0 24
In cases 12-12 lb. boxes to case .....	0 25

**COCOA AND CHOCOLATE**

**THE COWAN CO., LTD.**  
 Stirling Road, Toronto, Ont.

**Cocoa**

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. ....	\$4 60
Perfection, 1/2-lb. tins, doz. .	2 45
Perfection, 1/4-lb. tins, doz. .	1 35
Perfection, 10c size, doz. ....	0 95
Perfection, 5-lb. tins, per lb. .	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. ....	2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb. ....	0 24

**(Unsweetened Chocolate)**

Supreme Chocolate, 12-lb. boxes, per lb. ....	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box .	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box .	1 80

**SWEET CHOCOLATE— Per lb.**

Eagle Chocolate, 1/4s, 6-lb. boxes .....	0 32
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case. ....	0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box .....	1 10

**CHOCOLATE CONFECTIONS**

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. ....	\$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ....	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. ....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. ....	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ....	0 42

Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. .	0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. .	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. .	0 38
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. .	0 38
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. .	0 38
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. .	0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. .	0 35
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. .	0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. .	0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. .	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. .	0 55

**NUT MILK CHOCOLATE, ETC.**

Nut Milk Chocolate, 1/2s, 4-lb. box, 35 boxes in case, per lb. ....	0 41
Nut Milk Chocolate, 1/4s, 4-lb. box, 35 boxes in case, per lb. ....	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to case, per lb. .	0 38
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, per box .....	\$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box .....	2 25

**MISCELLANEOUS**

Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz. .	\$5 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. ....	2 60
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. ....	5 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. ....	2 60
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. ....	2 60
Crystallized Ginger, 1/2 lb., 1 doz. in box, per doz. ....	2 60
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb. ....	0 41
Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box .....	0 43
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb. ....	0 41
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross .....	1 15
120-1c. Milk Chocolate Sticks, 60 boxes in case. .	0 80

**5c LINES**

Toronto Prices  
 Per box

Filbert Nut Bars, 24 in box, 60 boxes in case .....	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case .....	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case .....	0 95
Ginger Bars, 24 in box, 50 boxes in case .....	0 95
Fruit Bars, 24 in box, 50 boxes in case .....	0 95
Active Service Bars, 24 in box, 50 boxes in case .....	0 95
Victory Bar, 24 in box, 60 boxes in case .....	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case. ....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case .....	0 95
Cream Bars, 24 in box, 50 boxes in case, per box. .	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box .....	1 90

**10c LINES**

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. .	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. .	0 95

# CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS  
CALIFORNIA FRUITS  
PEACHES—PLUMS—APRICOTS  
WATERMELONS—NEW POTATOES  
TOMATOES—CABBAGE  
ORANGES—GRAPEFRUIT  
LEMONS  
BANANAS A SPECIALTY

*The House of Quality*

**HUGH WALKER & SON**  
GUELPH      Established 1861      ONTARIO

# California Bartletts

Season now at its height.

Cars arriving daily.

Prices moderate.

A full line of Foreign and Domestic Fruits always on hand.

Orders solicited.

## White & Co., Limited

*Wholesalers of Fancy Fruits*

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

*Freemans*  
FOOD PRODUCTS  
Watford

# Brooms

We are pleased to advise the trade that we can now supply our

## Standard Brooms

*Prompt Shipment*

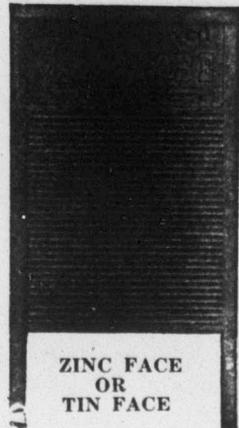
and will be glad to book your order.

Prices *right*.      *Quality* as usual.

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

# CANE'S WASHBOARDS

## They look good—and they are



ZINC FACE  
OR  
TIN FACE

The flawless, well-made rubbing plates of "Cane" Washboards that wear so long and give such good satisfaction are backed up by clear, white basswood, free from slivers and splinters. They look so clean and perfect that every housewife "just knows" she can do better work with one of these "Cane" Washboards.

- Diamond King—Glass rubbing plate.
- Improved Globe—Zinc rubbing plate.
- Original Globe—Extra heavy back, zinc rubbing plate.
- Western King—Enamel washing plate.

Your jobber has all these, as well as all the other lines of Cane Woodenware.

**The Wm. Cane & Sons Company, Ltd.**  
Manufacturers NEWMARKET, ONTARIO



## Tell the housewife how economical Cow Brand is

Tell her not to use too much Cow Brand. A smaller quantity of Cow Brand will give better results than cheap soda.

**Church & Dwight, Ltd.**  
MONTREAL

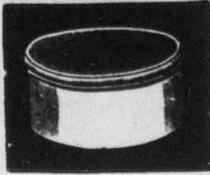
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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE

Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited  
Dominion Bank Bldg.  
TORONTO

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

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

### WHITE-COTTELL'S

Best English Malt Vinegar

### QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.  
Agents:  
W. T. COLCLOUGH, 53 Silver Birch Ave., Toronto  
Branch 2270  
J. E. TURTON, Board of Trade Building, Montreal

### The LV PICKLE

Manufactured by  
**GILLARD & CO., LIMITED**  
London, England  
An English Delicacy of High Repute  
Magor, Son & Co., Ltd., 403 St. Paul St.,  
(Place Royale), Montreal.

Order from your jobber to-day.  
**"SOCLEAN"**  
the dustless sweeping compound  
**SOCLEAN, LIMITED**  
Manufacturers TORONTO, Ontario

### BEANS

Handpicked or Screened  
in car lots  
Ask for quotations  
Geo. T. Mickle, Ridgetown, Ont.

### RICES AND TAPIOCA AGAIN ADVANCE

Rices continue to be scarce and quotations this week show sharp advances, until new high levels have been reached. Tapioca is selling as high as 14½ cents per pound. Supplies are in scant supply, and until there is a freer movement, the market is bound to be very strong. Rolled oats are advancing, too, and the bulk goods are higher this week, \$5.75 being asked for 90 lbs. Cornmeal is also quoted higher. The high prices being asked for both milling oats and corn is responsible for the advance.

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¼-INCH CUSHION FILLERS  
CORRUGATED FLATS.

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



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.  
66 Jarvis Street.  
Toronto

### COUNTRY MERCHANTS

Ship your Eggs, Butter and Poultry to us. Top market prices. Cash payment. Write or phone.

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

Phone 1577

**BREAK NO FEARS! IT'S AN IRON-MADE FLEXIBLE**

**GAS MANTLES.**  
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE—SUPERSEDE ALL OTHER STYLES FOR HEATED GAS LIGHTS.

**R. M. Moore & Co. Ltd. Vancouver, B.C.**  
PACIFIC COAST MANTLE FACTORY

### DIRECT RICE IMPORTER

Thoroughly posted on Primary markets.

**STEPHEN LOWRIE**  
25 Powell St., VANCOUVER, B.C.,

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

SARNIA, ONT.

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

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

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

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

### POSITIONS WANTED

**YOUNG MARRIED MAN WITH A THOROUGH** knowledge of the grocery business, capable of managing and buying, can also trim windows, desires a position in a good grocery business where an advancement can be obtained. Box 688, Canadian Grocer, University Avenue, Toronto.

**A YOUNG MAN WITH THOROUGH KNOWLEDGE** of grocery business desires a position; used to buying from wholesalers and capable of managing. Box 702, Canadian Grocer, 143 University Avenue, Toronto, Ont.

### SITUATIONS VACANT

**A FIRST-CLASS THOROUGHLY EXPERIENCED** grocery traveller to cover territory between North Bay, Sault Ste. Marie and Manitoulin Island. Young married man and one who has an established connection over this territory and who can get the business will be given the preference. State salary expected. Please do not apply if you can not fill the above requirements. Apply to T. Long & Bro., Ltd., Wholesale Grocers, Collingwood, Ont.

**WANTED—A MAN WITH EXPERIENCE IN** retail grocery trade. We have an opening for a man who would be capable of taking charge of grocery department. Apply to Hennessy & Racicot, Ltd., Copper Cliff, Ont.

## FOR SALE

The Wholesale Grocer Sundries business of  
**F. COWARD**  
with good C.O.D. connection.

As going concern.  
Established 10 years.  
Excellent reasons for selling. About \$4,500.

Apply

**MR. FAHEY**  
**THE COWAN CO.**

## WANTED

**WANTED—PARTNERSHIP, OR WOULD BUY** a small business. September next. Capital to invest, \$1,500. Advertiser has had long experience in grocery and general store business. Good references given and required. Apply Box 602, Canadian Grocer, 143 University Ave., Toronto, Ont.

**1,000 ADVERTISING HEADLINES AND** Show Card Suggestions in a little book of 32 pages, convenient pocket or pigeon-hole size. Adaptable to any business, goods, time, place or season. Instead of spending 15 to 45 minutes thinking up a good headline or wording for a window show card find one here in less than a minute. "Advertising Headlines and Show Card Suggestions" will be mailed on receipt of \$1.00. Better order one now lest you forget. Lost time is lost money. Address, Ad Specialty, Antigonish, N.S., Box 419.

## TRANSLATIONS

**ENGLISH INTO FRENCH — COMMERCIAL,** Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

**WANTED**  
**USED JUTE**  
**SUGAR**  
**BAGS**  
**AND COTTON LINERS**  
**E. PULLAN**  
**TORONTO**

## WANTED

First-class specialty salesman to handle one of the best known food products on the Canadian market.

**Box 660, Canadian Grocer**  
**143 University Ave.**  
**Toronto, 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.

## FOR SALE

**A DRY GOODS AND GROCERY BUSINESS IN** Sault Ste. Marie. Well located, corner store, did nearly \$80,000 of a turn over last year. Sales higher this year so far. Poor health the reason for selling. For particulars apply 314 Wellington St., Sault Ste. Marie, Ont.

**FOR SALE—GROCERY AND FRUIT BUSINESS** for sale, best stand in town; good turn-over. Apply Box 700, Canadian Grocer, 143 University Avenue, Toronto, Ont.

**FOR SALE—WELL EQUIPPED GENERAL** business, Saskatchewan, telephone, post office, no opposition; business established six years, situated in the heart of a famous wheat growing district and considerable stock raising; stock appr. \$5,000; fixtures \$1,000; property valued \$3,200, including dwelling and store. Owing to failing health owner wishes to retire and move to the coast. A splendid opening for returned soldier or two young men could eliminate salary expenses; \$4,000 required. No reason why a \$40,000 business could not be done by adding lines not stocked being asked for. Apply Box 704, Canadian Grocer, 153 University Ave., Toronto, Ont.

## AGENCIES WANTED

**TO MANUFACTURERS—OVERSEAS TRADE.** T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

**HUFF PRICING SYSTEMS PUT MORE "PEP"** into your business. Easily installed and changed. Save time. Banish pricing worries. Prevent costly mistakes. Boost sales 20%. Customers sell themselves. Prices, \$4.75 and \$7.25 delivered. Free sample. Gray's International Trading Company, 74 St. James, Montreal.

**PARIS AGENT—WELL INTRODUCED** Parisian grocers and French Colonial shipping trade wishes to secure Canadian manufacturers' direct and sole agencies in canned meats, fish, fruits, groceries, and all produce. For references and particulars write Sarrut, 67 Chabrol, Paris, (Xe).

## COLLECTIONS

If you want your own money—we can get it. There's no reason why you should not get the money that really belongs to you.

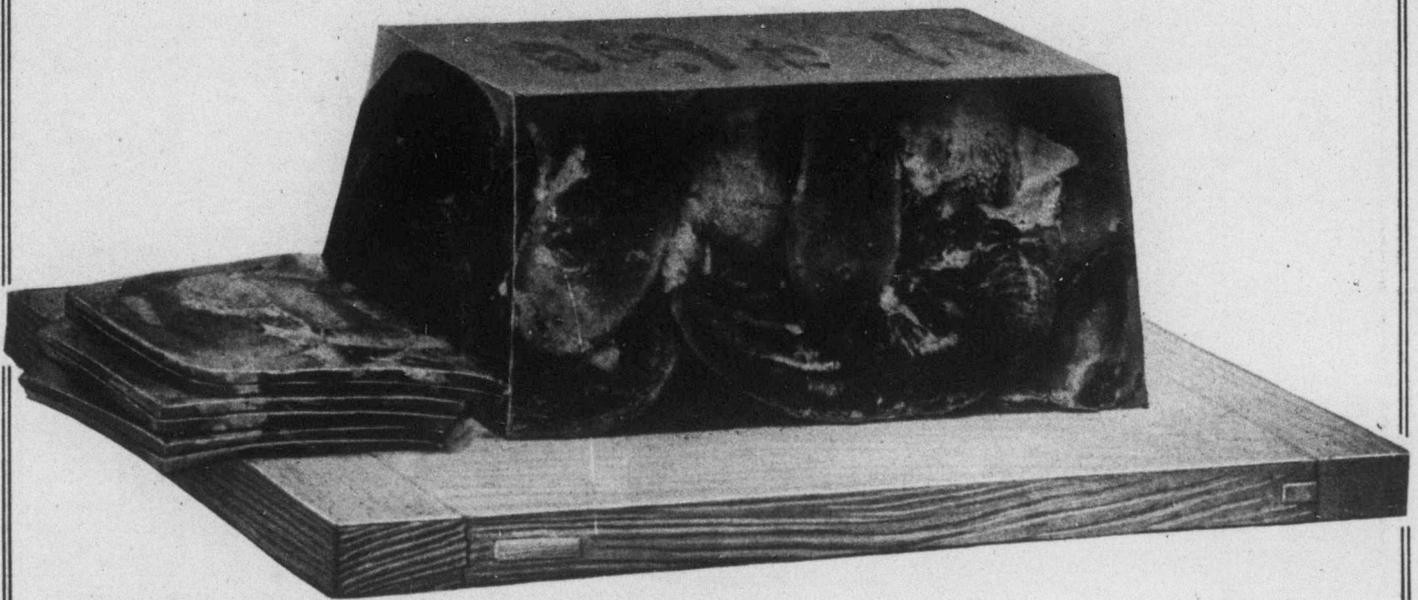
Those bad accounts are a sore spot—but we can help you.

Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

**Nagle Mercantile Agency**  
Westmount, Montreal, Que.

**EVERYWHERE**  
**NO**  
**COLLECTION**  
**NO**  
**CHARGE**  
**EFFICIENT**  
**RELIABLE**

# Feature These Cold-Luncheon Treats For Summer Days



## Davies' Jellied Pork Tongue

**I**F you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies' Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

*Feature these popular lines in your Store*

PORK TONGUE  
OX TONGUE

PORK AND TONGUE  
HOCKS  
ENGLISH BRAUN

PRESSED BEEF  
VEAL

*(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)*

**THE** **WILLIAM DAVIES** **COMPANY**  
**LIMITED**

**Montreal**

**TORONTO**

**Hamilton**

Canada Food Board Packers' License No. 13-50

CANADIAN GROCER

# Now Is The Time

TO PLACE YOUR ORDERS FOR

## *Gosse-Millerds'*

### OCEAN PRODUCTS



## Gosse-Millerd Packing Co., Ltd.

Head Office: 597 HASTINGS STREET, W., VANCOUVER, B.C.

Selling Agents:

Western: DONALD H. BAIN CO., Winnipeg, Man.

Eastern: ROSE & LAFLAMME, LTD., Montreal, Que.

Maritime Provinces: THOMAS FLANAGAN, Halifax, N.S.