

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

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No. 30

*Introducing—*

*the dandy new drink  
with the different flavor*

## BUBBLES

MADE IN **PATENT APPLIED FOR** CANADA

**H**ERE'S a delightful new drink that will bring your customers back for more and more and more. It is an appetizing, refreshing, wholesome beverage with a flavor that wins everybody's instant and enthusiastic approval.

Our beverages are made from formulae that won the prize medals in London, England. Only one man knows these formulae—and that man is a member of this company.

"Bubbles" is absolutely pure. It is a healthful thirst-quencher for young and old. "Bubbles" can be purchased in bottles and in syrup for the fountain.

**Other York Beverages  
it will pay you to stock**

GINGER ALE (Belfast)  
GINGER ALE (Dry)  
GINGER BEER  
CREAM SODA  
SARSPARILLA

YOR-KOLO  
LEMON SOUR  
YORK SODA  
LEMONADE  
ORANGEADE

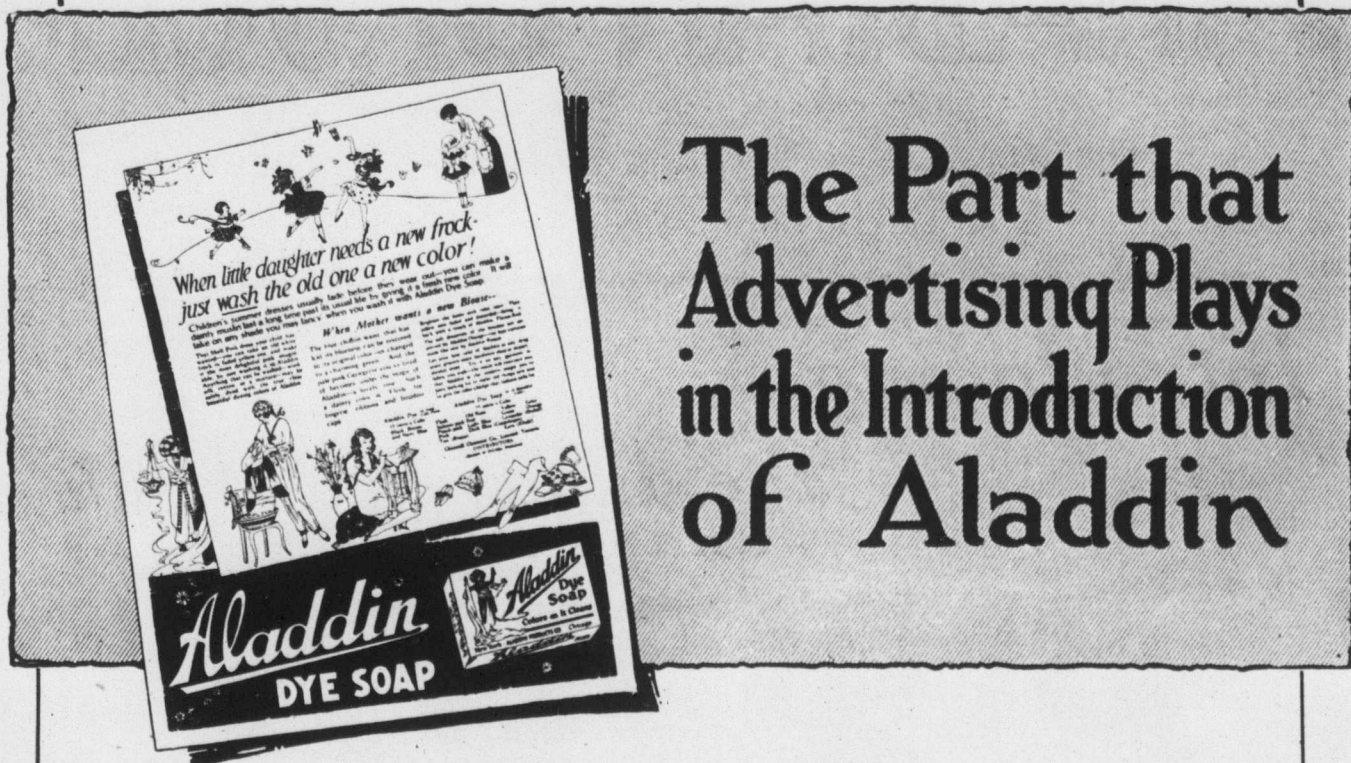
We also manufacture fountain syrups in all flavors.

Our liberal trade prices leave you an excellent margin of profit, while the quality of the goods assures increasing sales from satisfied customers.



WRITE US FOR PRICE LIST

**YORK BEVERAGES LIMITED 46 Colborne St., TORONTO**



# The Part that Advertising Plays in the Introduction of Aladdin

When approached with a new product the modern dealers' first question is—"What advertising will it get?"

It's a proper question; it shows keen business insight, for the future sales possibilities of the article, depend largely on the answer to that question.

When Aladdin Dye Soap entered the Canadian market there were already a considerable number of household dye products being more or less used by Canadian women.

The Distributors of Aladdin Dye Soap knew they had an article of exceptional merit, and they were determined that the winning of the public's confidence should not be left to time. Consequently the advertising plans for Aladdin were

laid with exceptional care and study.

Result—demand for Aladdin has been created on a scale even larger than hoped for. Dealers are supplied with a revolving display stand to link up their store with the advertising campaign and as one dealer puts it, "It's like so much found money."

That the advertising carries the right appeal to women is shown by their instant response; and the merits of Aladdin have been proven by the number of women who return for more. This is where the display stand plays its part—the customer turns this stand till she locates the desired colors, the sale is made and the dealer gets the money without time or effort on his part. Order Aladdin from your Jobber.

The revolving display is free with an order of 1½ gross—comes in 18 beautiful colors, sells at 15c cake.

## CHANNELL CHEMICAL COMPANY, Limited

Makers of O-Cedar Products

Distributors

TORONTO



# Borden's — the safe milk for Summer needs

Borden's Milk is the safest and most economical milk for picnickers, campers, summer-cottagers and for general household use. It absolutely eliminates the sour milk problem with its accompanying waste and a dozen or so cans on hand will afford a constant supply of fresh, sweet, palatable creamy milk that is absolutely safe because it is absolutely pure.

Why not sell Borden's Milk by the dozen tins, assorted sizes? It's just as easy if you suggest it.

**The Borden Co., Limited**  
 Montreal

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



*Borden's*

**Canada's  
 National Milk**

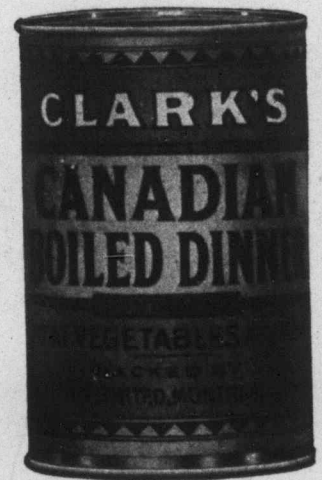
# CLARK'S CORNED BEEF



You will find, Mr. Grocer, to be an excellent summer seller. Handy sized cans containing the very finest of Beef cured and cooked "just right."

## Canadian Boiled Dinner

is also very popular. Prime quality beef, combined with a variety of carefully selected vegetables and gravy. The whole is deliciously cooked and makes a tasty, satisfying, complete meal.



*Made in Canada*      *By Canadians*

**W. CLARK LIMITED, MONTREAL**

## Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

**FLAKE ALBUMEN**  
**SPRAY ALBUMEN**

**SPRAY YOLK**  
**WHOLE EGG POWDER**

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

**LIQUID YOLK No. 1 QUALITY**

In casks of 430 lbs. net—2 per cent. Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

**J. ARON & COMPANY, Inc.**  
**NEW YORK**

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

NICHOLSON-RANKIN, LTD., ALEX. F. TYTLER,  
Winnipeg, Man. London, Ont.

NICHOLSON-RANKIN, LTD., J. T. PRICE & CO.,  
Edmonton, Alta. Hamilton, Ont.

NICHOLSON-RANKIN, LTD., LIND BROKERAGE CO. LTD.  
Calgary, Alberta Toronto, Ont.

NICHOLSON-RANKIN, LTD., JAMES KYD,  
Saskatoon. Ottawa, Ont.

NICHOLSON-RANKIN, LTD., HENRY M. WYLIE,  
Regina. Halifax, N.S.

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

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

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

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

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

# Do You Sell Mellow



Looms Large  
in the Housewife's Estimation  
for Lemon Pies



Makes Delicious  
Lemon Pies

*Order Now  
From Any Wholesaler*

Mellow Food Products  
146 Garnier Street  
MONTREAL

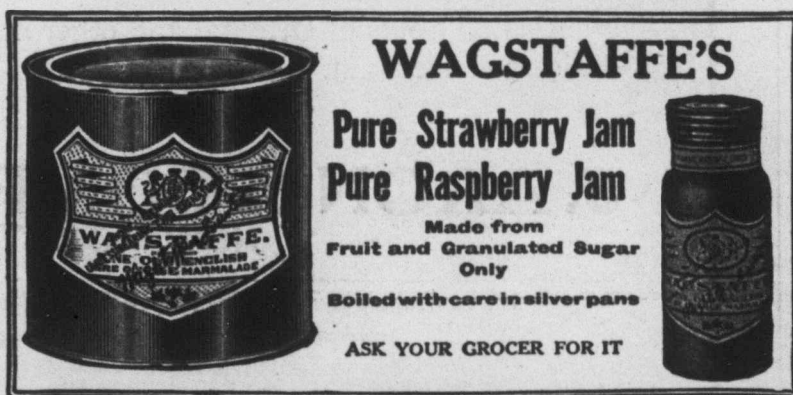
When you eat let it be the best

## Wagstaffe's

New Season's

## Strawberry Jam

### 1920



**WAGSTAFFE'S**  
**Pure Strawberry Jam**  
**Pure Raspberry Jam**  
 Made from  
 Fruit and Granulated Sugar  
 Only  
 Boiled with care in silver pans  
 ASK YOUR GROCER FOR IT

**NOW READY FOR DELIVERY**

ORDER FROM YOUR WHOLESALERS

# Wagstaffe Limited

PURE FRUIT PRESERVERS

Maple & Gage Avenues - - - Hamilton

# TRAVELLERS' VACATION

**But Your Orders Will Continue  
To Be Filled Promptly**

**F**ROM July 26th to August 9th are the days allotted to our travelling salesmen for vacation. During their absence, however, we have arranged for a continuation of our always Satisfactory Service.

PHONE, WIRE or WRITE to our nearest warehouse — they are situated at Toronto, Galt, and Peterborough.

**THOMAS KINNEAR & CO.**

*WHOLESALE GROCERS*

**TORONTO**

**PETERBOROUGH**

**GALT**

# Silver Prunes

---

A mighty fine dried fruit, containing high percentage of sugar — an ideal fruit for summer.

Wherever placed, SILVER PRUNES have given great satisfaction.

A consignment car containing 3,000 boxes Silver Prunes has been shipped us by the California Prune and Apricot Growers.

Get in touch with your wholesaler now for your supply.

PRICES RIGHT

Two grades: Choice — Extra Choice.

## SAINSBURY BROS.

Vancouver

Winnipeg

Montreal

Toronto

Halifax

ALSO AT

San Jose, Calif.

Stockholm, Sweden

London, Eng.

*Representatives:*

California Prune and Apricot Growers, Incorporated





# Waddell's New Pack Strawberry Jam

Made from fine selected berries and pure cane sugar. Put up in attractive glass jars and in pails. New pack ready for delivery.

When a customer asks for Strawberry Jam, hand her **WADDELL'S**. You can safely stand back of every jar or tin.

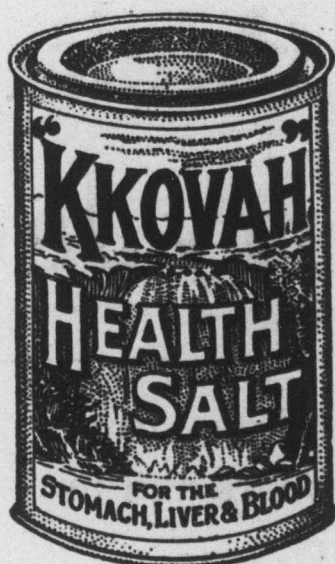
**WADDELL'S LIMITED**  
BRANTFORD ONTARIO

**Selling Agents:**

Manitoba ..... The McLay Brokerage Co.  
Saskatchewan The Clark Brokerage Co., Regina  
Edmonton.... B. M. Henderson Brokerage Co.

Calgary ..... Alberta Brokers  
Fort William ..... R. Black  
Toronto ..... J. K. McLauchlan

# No More War Stamps on KKOVAH



The Government has ruled that "KKOVAH" Health Salt can, from now on, be sold without the affixing of the annoying war stamp. This is very welcome news to the entire trade. From now on just sell "KKOVAH" without any stamp whatever.

## "KKOVAH" Products Available

We can now make prompt shipment  
of the following KKOVAH lines:

"KKOVAH" Health Salt

"KKOVAH" Custard

"KKOVAH" Egg Substitute

"KKOVAH" Chocolate Pie Filler

*ORDER FROM YOUR JOBBER.*

# MACLURE & LANGLEY

MONTREAL

TORONTO

WINNIPEG

# ALL TRAVELLERS ARE OFF THE ROAD

From July 26th to August 9th  
our travellers are on their Annual  
Vacation, but we have made  
arrangements whereby

## Prompt Service

will be given.

Wire or Phone (Main 3803, 3804,  
3805, 3806, 3807) at our expense.  
We will fill your orders promptly.

We ship same day as order is  
received.

*Try us on a rush order*

**EBY-BLAIN, LIMITED**  
TORONTO - - CANADA

# EUREKA

## REFRIGERATORS

### ECONOMY

The patented Eureka principle of cold, dry air circulation will keep your perishables fresh and firm for a longer period than the ordinary refrigerator, and its saving in ice makes it most economical.

Eureka refrigerators are made to last and their handsome finish and fine display features make them the best buy in the refrigerator world. We are specializing in grocers' refrigerators—there is a system for every need — so send for particulars now.

**Eureka Refrigerator Co., Limited**

Head Office, Owen Sound

Branches: Toronto, Hamilton, Montreal

## Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

## Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.  
Wellington Mills, London, S.E.1. Eng.

Agents:

F. Manley, 323 Garry Street  
Winnipeg

Sankey & Masor, 839 Beatty Street,  
Vancouver.



## TOMATO PASTE

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

**P. PASTENE & CO., LIMITED**

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

## It's Only a Matter of a Few Hours



from the time the Herring is snatched wiggling from the icy brine of the North Pacific, till our cannery has dressed him in the

**Wallace Tartan**

**WALLACE FISHERIES LIMITED**  
VANCOUVER

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

## Squirrel Brand PEANUT BUTTER

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


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

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

**Calgary Storage & Cartage Co., Limited**  
Warehousing and Distributing  
Our Specialty  
Office: 304 11th Ave. East  
CALGARY ALTA.

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

**JOHN PRITTY, LIMITED**  
Merchandise Broker and Manfr's Agent  
HEAD OFFICE, REGINA, SASK.  
WE are well and favorably known to both the Wholesale and Retail trade of this Province and guarantee fullest results. We undertake not to handle any competitive line to yours, thereby assuring you our undivided attention to yours.  
LET PRITTY REPRESENT YOU IN SASKATCHEWAN.




A customer does not begrudge the money necessary to properly prepare food for her table.

### Albatross Pilchards Are Worth Their Price


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

EVERY MORSEL EDIBLE AND DELICIOUS




*"Yes, send me 'Red Arrow' Biscuits again, I was pleased with the last."*

Mr. Grocer—It invariably works out like this.



Made in Vancouver



Made in Regina

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**FRANK H. WILEY**Mfrs. Agent and Importer  
Groceries and ChemicalsSpecial, all grades Sugar for immediate shipment  
533-537 Henry Ave., Winnipeg**Geo. W. Griffiths & Co., Ltd.**246 Princess Street  
Winnipeg, Manitoba  
*Selling Agents and Brokers*  
Grocery Specialties, Druggists' Sundries  
Pipes, Cigarettes, Tobaccos and  
Smokers' SundriesWhy Not Build Up Your Trade in the  
West by Appointing Us Your Agents?**MOWAT & McGEACHY**

(MANITOBA) LIMITED

Agents for MOIR' Chocolates  
Confectionery, Grocery and Drug Trade  
91 Albert St., Winnipeg, Man. and at Saskatoon**A. M. Maclure & Co.**MALTESE CROSS BUILDING  
WINNIPEGIMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES**Richardson Green, Limited**  
**MANUFACTURERS' AGENTS**Calling Upon the Grocery, Hardware and  
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

**THE McLAY BROKERAGE CO**WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS*Take advantage of our Service*  
WINNIPEG MANITOBA**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches

Regina, Saskatoon, Calgary, Edmonton

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

810 Confederation Life Bldg., Winnipeg

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

## Donald H. Bain Co.

WHOLESALE COMMISSION MERCHANTS, BROKERS AND IMPORTERS

### A Superior Merchandising Organization

The House of Donald H. Bain Co. offers manufacturers and shippers exceptional facilities for marketing their products in the rich Western field. They include six large warehouses from Winnipeg to Vancouver each with a staff of salesmen who daily call on the wholesale trade, excellent financial stability and every essential detail necessary to obtain the maximum results.

**LET US SHOW YOU****Head Office: WINNIPEG****Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER****ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E. C. 1, ENGLAND**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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



### The Largest in Western Canada

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

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

### C. DUNCAN & SON

Manufre. Agents and Grocery Brokers

Cor. Princess and Bannatyne  
WINNIPEG

Estab. 1899

LET CANADIAN GROCER  
Sell It For You

### Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE  
STORAGE  
DISTRIBUTION

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## DETAIL WORK

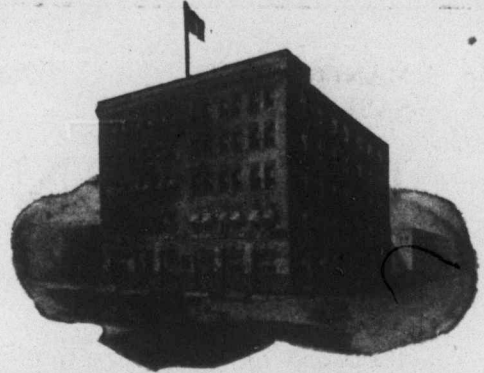
To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

### Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

**We can put your line on the market.**

Scott-Bathgate Co., Ltd.,  
149 Notre Dame Ave., E.  
Winnipeg



The Home of The Scott-Bathgate Co., Ltd.

## W. H. ESCOTT CO. LIMITED

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

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

### SALES FORCE

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

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

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

WRITE US TO-DAY  
HEAD OFFICE  
Winnipeg, Man.

Branches with Resident Sales Managers at

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

# SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples and prices to:—

Spratt's Patent Limited  
24-5 Fenchurch Street  
E.C. 3, England

# DOG MEAT FIBRINE CAKES

When Writing Advertisers Please Mention  
This Paper



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

**CHADWICK & COMPANY** -  
COMMISSION BROKERS  
34 DUKE ST.  
TORONTO

ONE GOOD LINE OF  
FOOD PRODUCTS WANTED  
EXCELLENT MARKETING FACILITIES

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

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

**H. D. MARSHALL**  
Wholesale Grocery Broker  
OTTAWA MONTREAL

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

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

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

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

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



## Canada Beaver Brand Brooms



SATISFACTION and unusual wearing qualities are built into every Canada Beaver Brand Broom. They are made by experts in the following grades—  
Household Brooms—10 different grades.  
Toy Brooms—3 different grades.  
Whisks—10 different grades.  
Warehouse Brooms—a specialty.

**The Canada Broom & Brush Co.**  
Limited  
Ridgetown, Ont.

Sales Manager—M. Webber, London, Ont.  
Western Sales Agency—Messrs. Nicholson-Rankin, 707-708  
Confederation Life Building, Winnipeg, Man.  
Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 22 Front  
St. West, Toronto, Ont.

## 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 and 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: Crendon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

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## QUEBEC

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

**MANUFACTURERS**  
**O. M. SOLMON**  
Importer—Exporter  
Leaving for Europe July 3rd  
An opportunity to establish your products on the  
European market  
Write or wire immediately.  
7 McGill College Ave. Montreal

TELEPHONE MAIN 7143  
**ST. ARNAUD FILS CIE.**  
GROCERY BROKER  
Importateurs & Exportateurs | Importers & Exporters  
Pois et Fèves | Pois et Beans  
Produits Alimentaires | Food Products  
ST. NICHOLAS BUILDING, MONTREAL

**PAUL F. GAUVREAU**  
WHOLESALE BROKER  
Flour, Feeds and Cereals  
85 St. Peter Street, QUEBEC  
I am buyer of Peas and Beans of all kinds  
Mail Samples and Prices

**AGENCIES WANTED**  
For Food Products, Confectionery, etc.  
For the Dominion. Best References.  
**JOYCE CO., LTD.**  
307 St. James Street, Montreal

**CAR PURE MAPLE SUGAR**  
FOR SALE  
Write or wire for quotations. Also  
dealers in PEAS, BEANS, MAPLE SYRUP.  
**CANADA PRODUCE CO.**  
171 St. Paul St. East Montreal

**WANTED**  
Agencies for food products for the  
City of Montreal, best references  
**SILCOX & DREW**  
33 NICHOLAS ST., MONTREAL

**Belgo. Canadian Trading Co. "Regd."**  
Import and Export  
General Distributors  
We are open to represent Manufacturers or  
Growers of Foodstuffs.  
103 St. Francois Xavier St., MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc.  
in Car Lots  
**A. H. M. HAY**  
*General Produce & Lumbermen's  
Supplies*  
Phone 5311  
Residence 6383  
80 ST. PETER ST.  
QUEBEC

## MARITIME PROVINCES

**GAETZ & CO.**  
MANUFACTURERS' AGENTS AND  
GROCERY BROKERS  
640 Barrington Street, Halifax, N.S.

**SYDNEY and CAPE BRETON**  
business is worth your especial consideration.  
Get best results by appointing a resident broker  
to look after your interests. Nine years con-  
nection. All references. Write.  
**R. E. McCONNELL,**  
Manufacturers Agent and Grocery Broker,  
Sydney, N. S.

**CANADIAN PRODUCTS EXCHANGE, LTD.**  
Grocery, Confectionery and  
Drug Specialties  
702 Robie Street, Halifax, N.S.

In Writing Advertisers Please  
Mention This Paper.

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

**The Smith Brokerage Co., Ltd.**  
*Wholesale Commission Brokers*  
ST. JOHN, N.B.  
If you require distribution in the Maritime Provinces,  
we are open to consider your proposition.  
*Best References*  
**SMITH BROKERAGE CO., LTD.**  
St. John, N.B. 1-4 South Wharf

**RICE**  
**RICE FLOUR**  
**RICE MIDDLING**

**Mount Royal Milling**  
and  
**Mfg. Coy., Limited**

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

**D. W. ROSS COMPANY**  
Agents  
MONTREAL



27-28c. lb.  
**PURE LARD**

Open Kettle Rendered Quality

GUARANTEED NO. 1 STOCK

Schneider's  
**Guaranteed Bacon**

This bacon is delicious for breakfast and other meals—tasty and appetizing. Recommend it to your customers during their purchases.

**J. M. SCHNEIDER & SON, LIMITED**  
 KITCHENER, ONTARIO

*Drop us a Card for Sausage and Smoked Meat Quotations.*

*Satisfaction guaranteed on all mail orders*

## H.A. COOKED MEATS

Your sales during the warm weather will *not* go down if you carry a line that has a ready call. Picnics and Motor Trips are popular and consequently there is always a demand for cooked meats. H. A. BRAND COOKED MEATS are all they are represented to be—wholesome and appetizing.

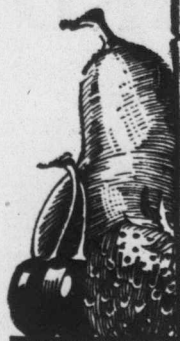


Remind your customers of this delicious summer food by keeping a complete stock on hand. We feel sure you will find profit in handling H. A. Brand products and customer satisfaction.

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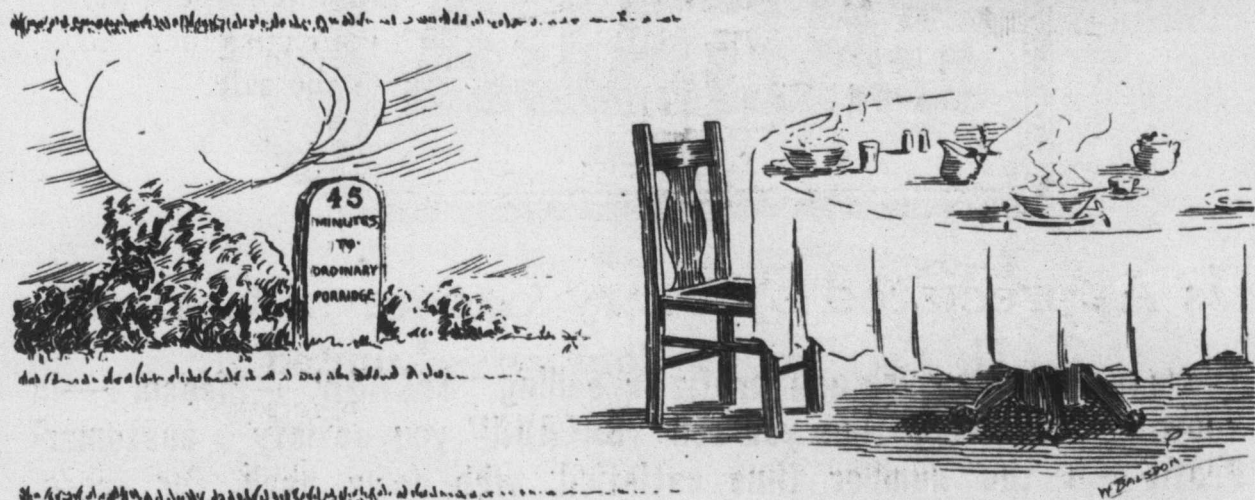
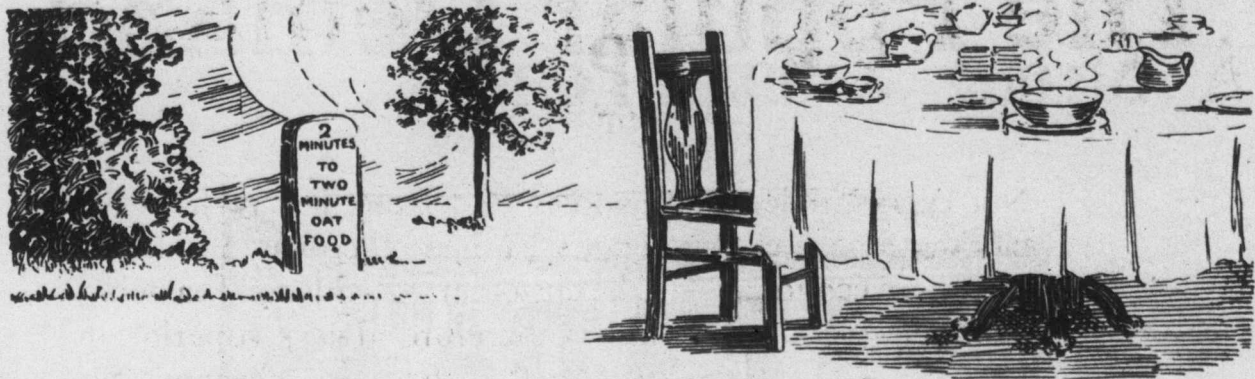
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**The Quaker Oats Company**  
Peterborough, Canada

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Not every grocer who handles Red Rose Tea realizes the fact that it is a much stronger tea than other teas, and therefore more economical to the customer. Red Rose Tea being stronger goes farther and is therefore always superior in value because cheaper per cup. Tell your customer and you'll clinch the sale.



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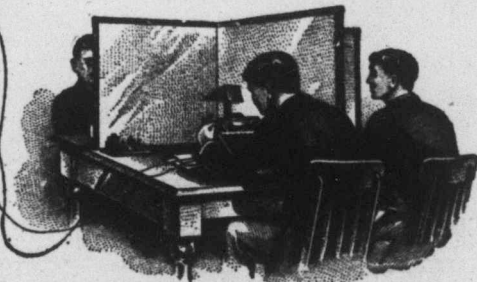


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# NICHOLSON-RANKIN LIMITED

WINNIPEG

THE SERVICE BROKERS

CANADA



# CANADIAN GROCER

VOL. XXXIV

TORONTO, JULY 23, 1920

No. 30

## Sharp Advance in Sugar Announced

Increase of \$3 Per Cwt. is Not Due to a Shortage, But is the Outcome of the High Prices that Have Been Paid for Raws—One Refiner Believes that the New Price is Now the Peak.

ALL sugar refineries with the exception of the St. Lawrence Co. have advanced their sugars \$3 per hundred, bringing the price of granulated up to \$24.21 in Toronto. This is practically on a par with quotations in the United States.

Refineries are now working on high priced raws, and that is the reason given for this advance.

One refiner stated to Canadian Grocer, "We are all now working on high priced raws, and naturally the refined sugar must be advanced. In my opinion this advance will bring sugar to the peak prices and will probably remain there for some time. The raw sugar market has been declining, but even at to-day's cost of raws laid down in Montreal would justify a \$3 advance. The raw sugar that is now being refined was purchased when prices were the highest on record."

### The Raw Sugar Market

Willett & Gray, in their sugar bulletin dated July 15, has the following to say of the raw sugar market:

"The market, as we went to press last week, was under the influence of a demand for shipment to outports, and as this demand occurred when the offerings were light it necessarily resulted in a firmer market and advances were paid for shipment to such outports. Sales of Cubas were made at 17½c c. & f. (18.81c) for Philadelphia. This generally improved tone naturally affected the situation in New York and prices here advanced ¼c per pound from those prevailing last Thursday. On Friday, the American bought 10,000 bags Porto Rico sugars at 18.56c, which was the sale that established quotations at the advance. The market has remained generally steady during the greater part of the week under review, and on Monday and Tuesday quite a heavy business was done, amounting close to 50,000 tons of sugar, which included Cubas for July shipment at 17½c c. & f., Porto Ricos at 18.56c, and full duty sugars at 17¼c. Included in this total of sales were some

10,000 tons of Java sugars, refining grades, for shipment from Japan during July and August, but as these sugars will not arrive until late September-October they were sold at a discount of ¾c a pound below the nearer deliveries. Another feature worth noting is that Java white sugars on the spot are now being sold to refiners on the test basis, these sugars having lost their premium as white sugars owing to the lack of demand by the trade. Sale this week of this class of sugars to refiners has been about 1,000 tons.

"The arrivals of raw sugars this week are quite heavy, the total being 102,110 tons, of which 13,963 tons came direct to the trade and the balance to refiners

for melting. The afloats to the Atlantic ports from all countries are now 185,000 tons.

"As we go to press the tone of the market is decidedly easier, and it is more difficult to dispose of sugars at the above-mentioned quotations, refiners being contented to accept small-sized lots, but leaving the larger lots unplaced. The general quieting of the refined situation, and the disposition on the part of holders to resell raw sugars gives the market a generally easier tone, and which will probably result in somewhat lower prices.

"As we close sales are reported to the American of Porto Ricos and St. Croix at 18.31c, the equivalent of 17.25c c. & f. Cubas.

### Cuba Exports Increase

"The feature of the Cuban market this week is the export figure—101,450 tons total. Of this amount, 63,588 tons are destined the U.S. Atlantic ports, while New Orleans is scheduled for 15,255 tons, Galveston 3,360 tons, and Savannah 3,635 tons, a total for the U. S. of 85,838 tons. This is notable after the large exports last week to the U. S. This week Canada, with 6,690 tons and Europe with 8,922 tons, made up the week's export total. The receipts at the Cuban shipping ports were 39,780 tons and the stock there is reduced to 478,650 tons. Since last week 3 centrals have closed, leaving 10 still in operation.

"The corrected production to the end of June is 3,243,510 tons against 3,331,070 tons last year. To July 10 the visible production is estimated at 3,301,407 tons against 3,405,209 tons to corresponding date last year. The balance of supply (on the basis of estimate of 3,650,000 tons for the present crop) works out as only 213,503 tons, or only slightly more than half what it was at this time last year—419,791 tons. There are 10 Centrals still at work against 16 last year, and the crop outturn continues to indicate a result nearer 3,900,000 tons than 3,650,000 tons. For the new crop the weather continues fair."

### MAY NOW CHARGE 26 CENTS PLUS FREIGHT

Ottawa, (Special).—In an order issued by the Board of Commerce approval is given by the board to the action of sugar refineries fixing prices at 24 cents per pound. It is also provided that the sale of granulated sugar at a price higher than 26 cents per pound plus freight, if any, will be held by the board to have been made at a price which includes an unfair profit.

The order states that where sales in small quantities are demanded, and by reason of currency limitations it is impossible to make exact payment for sugar in exact conformity with the provisions of the order, then, if the demanded sale is of one pound and the price, in exact conformity with the order, is 26¼ cents or less, the sale, if made, shall be for 26 cents, but in such case the dealer may refuse to sell only one pound and may require purchase of four pounds, whereupon the price shall be \$1.05 for four pounds.

The same rule will prevail in regard to two-pound and three-pound sales.

# Ontario Fruit Crops Promise a Record

Cherries Show the Biggest Yield in Years, but Raspberries Will Be Light, Peaches, Plums and Pears Will Likely Be Heavy, and Apples Will Be Better Than Usual.

**T**HROUGH Ontario the fruit crop promises to be an abundant one, and with the exception of raspberries, the crops will be larger than they have been for several years. The strawberry crop, which is now practically over, was a bumper one of good quality. In the Niagara district the price to the growers averaged about 18 cents per box.

In Western Ontario raspberries are showing up better than was anticipated last month, but throughout the Niagara district the yield will not be more than 65 per cent. of full, while, between Hamilton and Toronto red raspberries will not be more than a 25 per cent. crop. Blackberries are practically a failure in the Toronto to the Niagara Falls district.

## Cherries a Heavy Crop

The cherry crop is now in full swing. In the Niagara district sweet cherries are a full crop. Richmonds are a trifle better than the average, and Montmorencies are an average crop. The total sour cherry yield, while not as heavy as it promised at one time, will be slightly heavier than in 1919.

## Black and Red Currants Light

Earlier in the season it was thought that the black currant crop in the Niagara Peninsula would be up to the average, but now that picking has commenced the crop is turning out to be extremely light. This is also true of Western Ontario. In the Lake Erie district gooseberries, black and red currants are reported only 15 per cent. of a crop. On the whole red currants promise to be more plentiful than blacks.

Plums will be heavy throughout the Niagara Peninsula. Gages promise especially well. Japans are heavy with the exception of Abundance. Plums generally throughout Western Ontario promise a full crop.

## Niagara Pears a Full Crop

Pears, especially Bartletts, will be light, although in the Niagara-on-the-Lake district Bartletts promise a full crop. Between Hamilton and Toronto Bartletts are a light crop. Clapp's Favorite and Keiffers will probably be an average crop. Throughout Western Ontario pears will be an average crop.

## Peaches Look Promising

Throughout the Niagara district the peach crop is very promising. The expectation is that the crop will be the best they have had in the last four or five years. It is too early yet to give an estimate of the real value of the grape

crop, but present indications promise a crop from 60 to 65 per cent. of average. Growers are looking forward to high prices on grapes in view of the fact that their expenses have been running exceedingly high this year.

Present indications are that Ontario and Quebec will have a crop of apples greater than for several years. Baldwins and Spys will probably be a 50 to 60 per cent. crop, but all other varieties promise to be a full crop.

## Fruit Department Is Re-organized

Woman With Long Experience in Fruit Selling in Charge of New Department in Charles P. Macklaier's Store at Montreal

A new fruit department has been opened in the grocery store of Charles P. Macklaier, 211 St. James St. W., Montreal. This department is under the management of Miss Ker, who had for

seventeen years been manager of John Mair's fruit store, 131 St. Peter Street, Montreal. This idea is practically new to the grocery business since Miss Ker runs this branch of the business herself. Miss Ker pays rental for the use of the front of the store. As explained to Canadian Grocer, it relieves the clerks of considerable bother in connection with the handling of the fruit, while Miss Ker and her staff turn all their efforts to specializing in fruit. As a result, the maximum results are expected. The windows are attractively dressed and handled by the fruit department. Miss Ker's wide experience in the fruit business will mean much towards developing and specializing in the fruit business in the downtown market.

## GUELPH GROCERS' ANNUAL PICNIC

The Retail Grocers' Association of Guelph, Ont., will hold its third annual picnic on Wednesday, August 11th, to Puslinch Lake.

## Shipping Sugar Across the Border

"But Not to the Detriment of Canadian Consumers," Says Wholesalers—Sugar is Now Arriving in Abundance and Only Surplus Supplies Are Being Sold in the United States.

**S**INCE the export restrictions on sugar have been lifted, wholesalers and some retailers have been taking advantage of the exchange rate existing between the United States and Canada, and are shipping sugar to the United States, thereby making a handsome profit of 13 per cent. over the five per cent. allowed wholesalers and two cents per pound to the retailers by the Board of Commerce.

Wholesalers state that this is not being done to the detriment of the Canadian consumers in view of the fact that there is very little demand for sugar at the present time and all orders from Canadian customers are given the precedence over any inquiry from the United States.

Sugar is now arriving in such large quantities that wholesalers are becoming overstocked and as it takes considerable capital to finance a few cars of sugar, wholesalers are of the opinion that they are quite justified in selling surplus stocks of sugar in the best market.

### Keeping Close Scrutiny

According to a despatch from Ottawa

the Board of Commerce is keeping close scrutiny on exports of sugar from Canada to the United States, and a statement is issued to the effect that steps are contemplated, which without drastic interference may be expected to reduce such transactions to the minimum.

"Conditions," the statement continues, "are certainly favorable to the export movement were there a superabundance of sugar in Canada. So far as a Canadian dealer in sugar is able to protect his home trade, leaving even a liberal margin for an increasing consumption, particularly in the dry Provinces, there can be small objection to his taking advantage of the higher prices and the higher exchange ruling south of the line. In the meantime, the removal of the embargo on sugar revised old contracts for exports made by Canadian dealers when sugar was half its present price, and when some Canadian buyers with visions of big profits in the United States had bought too heavily for the Canadian market alone. These buyers have been held to their contracts and recent sugar exports represent, therefore, in many cases heavy losses."

# Investigate Bd. of Commerce Charges

Leader of the Opposition Asks That Murdock Charges Be Investigated, and Other Members Also Request Fuller Light on Recent Accusations—Request of Board for Monthly Reports is Assailed.

**C**ANADIAN GROCER has published in previous issues the charges to the Government of James Murdock, the last member of the Board of Commerce to resign. It is interesting to note some of the viewpoints taken by various members of the Government as shown by Hansard when these charges were taken up at the last session of Parliament.—THE EDITOR.

MR. MACKENZIE KING (Leader of the Opposition), speaking on the matter, said:—

"Not for many years has there been levelled against any Government so strong an indictment as that which is contained in the letter of resignation of Mr. James Murdock from the Board of Commerce addressed on June 24th to my right hon. friend the Prime Minister. I would remind the House that these charges have not been made by any hon. member of the Opposition for any political purpose, but have been made against the Government by one of its own appointees who has been serving upon a board which the Government itself created, and who has had an opportunity to form an opinion in regard to the merits of the legislation and the method of its working the link of which could be open to no one except a member of the board.

"These are extremely serious charges, and are calculated to increase the unrest now prevailing in the country, due to the high cost of living and to a general belief that that high cost of living is to a large extent attributable to profiteering. It was this prevailing public opinion which led the Government in 1919 to enact the Board of Commerce Act and Combines and Fair Prices Act.

## Fulllest Inquiry Necessary

"The only way to allay public unrest is to allow and ensure the fullest inquiry into the charges which Mr. Murdock has made. In this connection let me say that it was my intention, had there been time to do so, to move in this House a resolution to this effect. I have it here written out as I had intended to move it:

"Whereas all the members of the Board of Commerce appointed to check profiteering and investigate the causes of the high cost of living have tendered their resignations; and whereas James Murdock, the last remaining member of the Board who resigned recently, has made grave charges against one of his colleagues and also against members of the Gov-

ernment; therefore, be it resolved that a special committee of this House be appointed with authority to examine witnesses and send for papers and documents and investigate said charges, together with all other matters relating to the administration of the said Board and report to Parliament.

"If such an inquiry is refused by the Government, the people will be justified in the belief that the charges made by Commissioner Murdock are true; that the Government is out of sympathy with its own legislation; that these Acts were passed merely to quiet the alarm caused by the Winnipeg strike and other popular demonstrations, and to make a pretence of controlling profiteers; that the Government have been secretly thwarting the operations of the board and minimizing the effectiveness of their own legislation; that the chairman was appointed and kept in office to protect the big interests in taking excessive profits; and that the Government protected the textile manufacturers in an investigation, the result of which would have startled and incensed the Canadian public."

## Sir Robert Borden's Reply

RT. HON. SIR ROBERT BORDEN, replying to the leader of the Opposition, said:—

"I think the hon. gentlemen will agree that an announcement such as that which has just fallen from the lips of my hon. friend is about the most extraordinary that Parliament has ever listened to. My hon. friend thinks this is a matter of the gravest import, affecting the honor of Parliament and of the Government; more than that, affecting the interests of all the people of this country, touching the question of profiteering. And he does not purpose taking any steps in the matter because the Minister of Naval Affairs (Mr. Ballantyne) told him last evening that the House was going to prorogue to-day.

## Murdock Charges Late

"As to the conduct of Judge Robson, if the Government of this country had maintained Judge Robson as chairman of the commission after he had tendered his resignation in view of what had taken place, my hon. friend might have had some shadow of ground upon which to rest his aspersion against the Government. But, as a matter of fact, as soon as the incident took place Judge Robson tendered his resignation and it was

accepted, and I for one am unable to understand the logical connection between the resignation of Mr. Murdock in the latter part of June and the incident which took place some three or four months previously. If Mr. Murdock was to have taken any action by way of resignation on account of that incident, the time for him to have acted was then and not four months afterwards. At all events, the Government having appointed Judge Robson in good faith, believing, as we sincerely believed, that he possessed the character, the ability and the experience that would justify his appointment, have no reason whatever to apologize for our action, nor to incur the unworthy suggestion made by my hon. friend with respect to Judge Robson's appointment or to his resignation.

## Charges Are Vague

"I do not know that there is very much else to be said about the charges submitted by Mr. Murdock, if you could call them charges considering their character; they are exceedingly vague; they speak of thwarting, they speak of suggestions of the Civil Service Commission, and they speak of these things in a somewhat airy way. I do not see on what the Government would proceed if it proposed to make any such investigation as my hon. friend has hinted at. But I will tell you this, that in so far as Mr. Murdock is concerned I believe him to be a perfectly sincere man and a man of a good deal of intelligence. I believe he does really think that the allegations which he has set forth in his letter are true. I think he is a gentleman of a certain temperament, one whose prejudices might be somewhat easily excited because his whole mind seems to be almost completely honeycombed with suspicion of the methods of other people with whom he has been associated."

## Was the Board a Real Success?

MR. ANDREW McMASTER, (Brome), speaking to the debate, said:—

"The Prime Minister has just stated that Mr. Murdock, the gentleman who is responsible for these charges, is a man of high character, absolute sincerity and of very fair intelligence. It is true that he rather damned this gentleman's intelligence with faint praise, but after all it hardly lies in his mouth—nor in the mouth of his colleagues—to do so, because Mr. Murdock is a gentleman they appointed, to this position at a salary of

\$8,000 a year, for the purpose of protecting the consuming public of Canada.

"Was the board a real success? What was the reason for the board's egregious failure? The board in different places bullied inoffensive bakers and made decisions about the right price for a piece of pie, but I do not know of any profiteer of real importance, any manufacturer who really reaped unjust profits from the crisis through which this country has been passing, who was punished by this board."

#### The Monthly Reports

MR. G. B. NICHOLSON:—"It was never thought that when the Board of Commerce was created it was to establish an inquisition going up and down this land probing amongst all kinds and classes of people and asking them to do things that were utterly impossible so far as business dealings were concerned. In this connection I want to refer to one document which was issued by the Board of Commerce; and here let me say that if the Civil Service Commission, upon whom aspersions have been cast in the letter of Mr. Murdoch and by certain hon. members who have spoken here, were the means of preventing the Board of Commerce from getting the staff necessary to carry out this part of their plan, then I have a higher regard for the commission than I ever had before. I now hold in my hand a document which was placed in the hands of every retail grocer, of every conceivable character, from one end of the country to the other, coupled with the instructions that it must be filled out and filed with the Board of Commerce monthly upon pains and penalties that the Board of Commerce would inflict. I secured a copy of one of these documents from a lady who keeps a small grocery store in my own town. If the information demanded in that document were to be furnished that lady would have to secure an accountant in connection with her business. Every ounce of commodity that came into that store had to be accounted for; also where it came from, the price, the cost of carriage, to whom it was sold, the price obtained, the spread between the purchasing and the selling price, and all that sort of thing. In the particular place of business to which I refer this woman was doing a trade of perhaps \$10 to \$15 a day, and was doing it all herself. That is the kind of work the Board of Commerce set out to do instead of discharging the duty that was legitimately before it and which the committee that recommended its coming into existence had expected it would undertake to do."

## New Crop Apricots Are Lower

### California Prune and Apricot Association Name Prices on 1920 Crop of Apricots—Falling Off of Export Demand is a Factor that Causes Prices to Recede.

SAN JOSE, Cal.—(Special.) — The high cost of living slumped a few points when prices were named last week for the 1920 crop of dried apricots by the California Prune and Apricot Growers, Inc., the co-operative growers' organization, which claims to market 75 per cent. of the California prune and apricot crop.

The United States Department of Agriculture announce that the average price being paid farmers in the United States for food products has risen 20 per cent. since July, 1919. Prices named last week for dried apricots show only a slight increase on the fancy grades and are lower on the choice and standard grades than the prices made last year.

#### The New Prices

Prices named which are the ones to be paid to the growers for their fruit are:

##### Sunsweet Quality

|                                 |     |         |
|---------------------------------|-----|---------|
| Choice . . . . .                | 24c | per lb. |
| Extra Choice . . . . .          | 26c | " "     |
| Fancy . . . . .                 | 28c | " "     |
| Extra Fancy . . . . .           | 30c | " "     |
| Fancy Moorparks . . . . .       | 30c | " "     |
| Extra Fancy Moorparks . . . . . | 33c | " "     |

##### Growers' Quality

|                        |      |         |
|------------------------|------|---------|
| Choice . . . . .       | 22½c | per lb. |
| Extra Choice . . . . . | 24½c | " "     |
| Fancy . . . . .        | 26½c | " "     |
| Standard . . . . .     | 18c  | " "     |
| Slab . . . . .         | 20c  | " "     |

The choice and standard grades are the ones which are handled by most retailers, and which are bought by the majority of consumers. It is interesting to note that on these grades prices for this year's fruit are from one to two cents lower than the opening prices named for the 1919 crop. Fancy and extra fancy stocks, which are usually only bought by an exclusive trade, show an average increase over last year's price of about four-fifths of a cent a pound, an almost negligible amount when compared with the large gains made by other food staples.

#### Buying for Export Falls Off

Collapse of the export speculation, which greatly influenced last year's prices has held the average price of 1920 crop dried apricots at last year's level, while other foods were skyrocketing, according to H. G. Coykendall, general manager of the California Prune and Apricot Growers, Inc.

The high mark set by last year's prices, according to Mr. Coykendall, was influenced by a tremendous demand on the part of export buyers who thought Europe would be in a position to purchase huge stores of American food products. Ruinous exchange rates and general

social unrest throughout Europe caused these export buyers to throw back a large part of their purchases from the 1919 crop on to the domestic market. Last year's experience taught them to be wary of speculation for export, and in consequence practically no foreign demand has developed for this year's crop up to the present time.

## Should Use More Yellow Sugar for Preserving

There is a big opportunity for grocers to make the best of the fruit season this year and at the same time make bigger sales of yellow sugar. Yellow sugar is more easily obtained than the granulated. Housewives seem to be prejudiced against using yellow sugar for preserving. Canadian Grocer has taken this matter up with different authorities, as to the use of this yellow sugar in preserving. It can be used for preserves quite as satisfactorily as the granulated sugar except that the color is not just what might be desired. The flavor is equally as good and in preserving the darker fruits, such as plums, strawberries, and black currants, the difference cannot be noticed. A bigger field is open for the grocer, if he takes this into consideration and advertises accordingly. This year there will be a certain difficulty in handling the fruit should the crop come up to expectations, on account of the shortage and high price of sugar. By a little timely advertising and suggestions, the grocer can help greatly the sales of the fruit by advising the use of yellow sugar. The sugar refiners claim that there is a sufficient supply of the soft sugar to meet the demands for preserving this year.

#### RETAIL FIRM MAKING JAM

MONTREAL. — Goodwin's Limited Grocery Department, Montreal, have opened during the last few weeks a jam factory in connection with their store. They are manufacturing strawberry, plum, fig and mixed fruit jam, besides marmalade. They are putting this up in jars and tins for their own store as well as for distribution among wholesalers. E. A. Dumbrell, who for eight years has been with the Wagstaffe Company of Hamilton, has come to Montreal to supervise the making of the jam. The factory is located on the top floor of the store.

# Retail Clerks' Association Going Ahead Steadily Now in Sault Ste. Marie, Ont.; Merchants Are Co-operating Heartily

Members Meet Regularly For Social and Business Benefits—Strength of Organization Has Increased in Six Months From Thirteen to a Hundred and Fifty—Wednesday Half-holiday was One of First Coups Effected.

(Written Specially for Canadian Grocer by Secretary J. N. Rush, 23 Herrick Street, "Soo.")

**T**HE merchants of Sault Ste. Marie, Ont., last year, 1919, started a movement with regard to the weekly half-holiday the year round except December, but unfortunately they fell down in their enterprise; therefore, the following year the Retail Clerks' Association was formed with the hearty co-operation of the merchants.

At the time the clerks started the movement the Trades and Labor Council tried to form a union and block out the association, of which the merchants were more highly in favor. They did not like the idea of a union, so they asked the clerks to form an association.

#### Formed For Three Reasons

The association was formed then for three reasons:

- (1) The Wednesday half-holiday;
- (2) The meeting of all clerks regularly for social and business benefits, and
- (3) For sports during the different seasons of the year.

The association is managed by the following officers: President, J. W. Pybus; 1st vice-president, J. G. Stewart; treas., Alex. Murray, and sec., J. N. Rush. They are assisted by various committees, such as sports, literary, etc.

Our first meeting in January was not a very great success, but with every meeting the members have increased from the unlucky 13 to 150, which is a goodly percentage of retail clerks. We are, however, just starting, and next winter we hope to enlarge more strongly.

The reason the fair sex were taken in was because they, too, are entitled to the Wednesday half-holiday, and also to the getting-up of dances, etc., which the association puts on. We had one dance last winter which would have been a failure had it not been for the girls, as they did all the work, that is the making of sandwiches, etc.

#### At the First Meeting

Given here is a copy of the minutes of the first meeting on January 8, 1920:

"The president, J. W. Pybus, opened the meeting, briefly outlying the purpose of the Retail Clerks' Association to the members of the association and also to a number of retail merchants who were present.

"The president's remarks dealt largely with the weekly half-holiday question, to which the merchants present expressed their hearty approval.

"Several of the business men present were then asked to speak on the half-holiday, and all agreed that it was a good thing as they themselves enjoyed a half-holiday, and, therefore, would like to see it in vogue. All were in favor of giving it a boost and helping it along. Those expressing opinions were: J. H. Bryan, of Bryan's, Ltd.; J. Hussey, of Hussey-Ferrier; C. M. Green, of Nipissing Stores; E. L. Bedford, of E. L. Bedford & Co., and W. Langstaffe, of Langstaffe Bros.

#### All Merchants Closing

"The meeting was brought to a close with the merchants asking the clerks to circulate a petition for the merchants to sign re the half-holiday closing. On motion of J. G. Stewart, seconded by J. W. Pybus, the meeting was adjourned."

In ending, I might state that all the merchants are closing and think it is a mighty good thing for themselves and clerks.

We have also ball teams which at present are developing into shape. We play a game every Wednesday afternoon weather permitting.

## Higher Prices on Corn Flakes Are Likely

One Manufacturer Has Withdrawn Prices—  
Another States that Raw Materials Have  
Doubled, and that Quotations Will Be Higher  
Within the Next Week or Ten Days.

**T**HERE is every indication that corn flakes will reach higher levels within the next week or ten days. One manufacturer has withdrawn his prices from the market and will not guarantee shipments at any price. Orders will only be accepted by the firm on condition that goods are invoiced at the price prevailing on the day of shipment. It was intimated to Canadian Grocer that corn flakes will advance 65 cents per case, bringing the price up to \$4.90 per case.

Another manufacturer stated that there was no doubt that the increased cost of raw material warrants an increase in the price of corn flakes. Practically everything used in the manufacture of corn flakes has advanced 50 per cent. since March first. Cartons are costing almost double. Cases are now costing 22 cents more than they did a

few months ago. Labor and coal are also higher. American corn is now selling at record prices and as corn flakes can only be manufactured from this corn, it is natural that the products should also advance. We have been selling corn flakes at the bare manufacturing cost, but as to future prices we have no definite information to give out."

Taking as an indication of the existing conditions as stated by the manufacturers there is no doubt that the near future will see higher prices on corn flakes.

### Canadian Grocer Saves Him Money

Listen to what W. E. Coates, retail grocer, of Brampton, Ontario, has to say about Canadian Grocer: "I always read the advertisements in Canadian Grocer.

They keep me posted on new articles. Very often customers have asked for a certain article which I haven't got in stock, but I remember having read about it in Canadian Grocer. I am then able to talk about it intelligently. The market reports are also a great source of information. I follow these up very closely, and have often wondered how all this information was gathered together. Recently I noticed that a certain brand of milk—for which I have a big sale—had advanced 50 cents a case and I was able to pick up a few cases at the old price."

#### EXPORT RESTRICTIONS

The Editor, Canadian Grocer,  
Toronto, Ont.

Dear Sir:

Will you kindly give me the source of your information concerning the cancelling of export restrictions on sugar, which appeared in the "Grocer" of July 9th, and dated Ottawa, July 7th?

The Customs Officers here seem to doubt the accuracy of this article.

Yours truly,

Cardinal, Ont.  
July 15.

F. F. ADAMS.

Answer.—This information appeared in Canadian Grocer a week or more before the Customs officials were notified.

# Improved Service in Spite of Advancing Costs

Paper Up 300%—Engravings, Wages, Mechanical Supplies, Etc., Have Made Big Jumps—Plans Laid for Further Development in Service to Subscribers.

**D**URING the past five or six years the retail trade has been faced with a long series of advances in costs, which meant many readjustments of selling prices to the consumer.

Newspapers, such as CANADIAN GROCER, have had similar difficulties to contend with. Merchants know how cost of paper has advanced. They are large buyers of wrapping paper and paper bags themselves. Our experience indicates that paper has increased in price at least 300% during the above-mentioned period. The general world-shortage in paper and the big demand on Canadian pulp and paper mills has been one of the big reasons for this advance. In some of the Western Canadian cities there has at times been a famine in paper, and in the United States many periodicals have had to conserve it against their will. One large national United States weekly, for instance, has not been sending any papers to Canada for the news stands for many weeks, and has had to be content with supplying the regular subscribers. In fact they are not going after new subscribers in Canada.

#### ENGRAVINGS UP 200%

The making of engravings for illustration purposes has increased an average

of 200% in cost. All mechanical supplies such as ink, presses, type metal, etc., have gone up similarly.

An increase of 108% has been made in wages in the mechanical department of the MacLean publications.

There has been an increase in rentals of about 100%.

On January 1, next, the postal rate on papers like CANADIAN GROCER will be increased 200% and in 1922 the increase will be 500% over what it is at present.

In view of these increases in costs, subscription price has been advanced to \$4.00 (four dollars) per year.

During the past year CANADIAN GROCER has greatly increased its editorial service in spite of advancing costs. Market reports are now being received from practically all the large and important centres in Canada, many of them coming by wire. We have opened our own office in Vancouver in order to keep close to the trade and give our subscribers a better service. Our representatives are continually calling on merchants from one end of Canada to the other investigating their methods for conducting their businesses along aggressive lines. Plans in preparation include a still further development in editorial service in the future.

# Studying the Handling of Fruit

Some Points the Average Grocer Cannot Afford to Overlook, No Matter What his Experience—A Fractional Analysis of Banana Shrinkage.

By HENRY JOHNSON, JR.

**A**N Eastern retailer writes me:—  
DEAR SIR:—We have a large market doing business of considerably over half a million a year. Our fruit and vegetable department is located in one of the most, if not the most, prominent locations in the store; but for some reason we have never been able to make this department pay. Any suggestions you can give us will be greatly appreciated.

Yours very truly,.....

I shall reserve any first-hand information I may have until I have quoted from some correspondence from a man who has made such a long, detailed study of fruit retailing that he is fully justified in saying, as he does, that he "has made a profession" of his business. Note that in the first letter he covers many things in general, while in the last he makes a detailed study of bananas. Let me say very earnestly that you cannot afford to miss a word of what he writes. Here is his first installment:

"I have been keeping track of my turnover on citrus fruits since January 1st. Up to April 22 it showed 1995 boxes which averaged to be sold 2 3/4 days before they were paid for. I really think this is a poor showing compared with other years, for during January I was carrying a three weeks' stock of navels to ripen them during our snow blockade. I loaded up again before the railroad strike.

My best time was January 29-February 12. I cleaned up 215 boxes six days ahead of payment. That is about what should be done.

Bananas I turn in about seven days. Nuts, figs, dates are my slow ones.

I am going to keep this up. Still keeping my other dope and also making an exhaustive (or exhausting) analysis on bananas, showing the ripening shrink, average cost and stalk shrinkage.

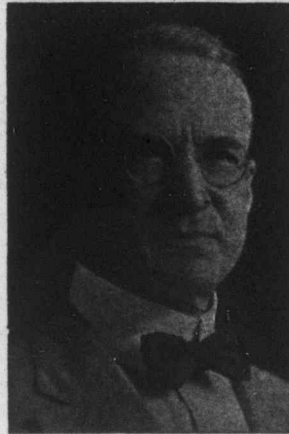
Yours,.....

## Shrinkage

His next letter comes along with this wonderfully exact analysis:

Here is my banana dope to date: 5868 bunches weighed green, 248,264 pounds; ripe, 233,642; shrink, 5.88 per cent. I did not weigh the stocks on all these, only on 4,720 bunches with green weight of 201,574 pounds, stalks weighed 12,554 pounds, or 6.22 per cent., making a total shrink of 12.10 per cent.

So much for that. Now for the explanations. These figures do not cover a continuous period of time, but were



HENRY JOHNSON, Jr.

taken in different periods of the year when I could spend the necessary time. They cover all varieties of bananas and all sizes, though the majority that we handle are Port Limon 8s. I ripen all my own fruit and the green weight is the actual weight when fruit is hung in the rooms. Ripe weight is when fruit is cut before going on the counter.

About six months ago I thought I would try to find out when the heaviest shrink occurred, so I divided lots in 25's. I found that fruit ripened and sold within six days shrunk about 3.50 per cent., while the balance that would hang four to six days longer would shrink from 5 to 8 per cent. Here are a couple of examples:

Seventy five bunches hung March 17:  
25 cut March 23 shrunk 3.61 per cent.  
25 cut March 24 shrunk 6.06 per cent.  
25 cut March 26 shrunk 8.53 per cent.  
One hundred bunches hung March 31:  
35 cut April 3 shrunk 2.42 per cent.  
35 cut April 8 shrunk 6.71 per cent.  
30 cut April 10 shrunk 8.52 per cent.

These shrinkages do not include stock weights which on my general average would mean 6.22 per cent. more.

I have not followed this end of it long enough to tell all about it. Different lots act different, and I am keeping track of the amount of heat used in ripening to see if that has any effect on the loss.

Where the Small Retailer Gets off—Or Fails to!

The small retailer who buys a few bunches "ripe" would probably show a much heavier loss than my figures. I know of some wholesale dealers who add three pounds to the ripe weight when charging out bananas; others weigh and tag the fruit when it goes

in green and sell on that weight. In either case the retailer gets stuck for a pound or so every time, in addition to my shrink.

When all is said and done, these are only averages. My work shows total shrink of from 8.35 to 16.45 per cent. inside of two months. The only thing I can say about it is that bananas lose weight all the time. The older they get the faster they lose. "Sell 'em quick!"

Sometime you might figure out how much money a retailer makes who buys a bunch of bananas for seven cents and sells the fruit for 10 cents a pound, which is what a lot of our up-to-date merchants are doing.

There is one point which you have not made about the handling of a fruit store department in any store which I think would help. That is, to get a man who will be interested in his work. If the management cannot get or make one of that kind, they had better quit, for I do not know of anything that will show lack of interest as quickly as the fruit counter.

We certainly had a hard season between strikes, blizzards and such like stuff. Fruit has been scarce and high but I managed to worry through over \$16,000 gross for the first 3 months. Figured I was going to do something in April and May, when our "outlaw strike" came along. But I am not licked yet. Have got about 200 boxes tucked away which will keep me going for ten days anyway. Maybe something will happen when they are gone.

## The Kind of Man to tie up With

When you stop to think that this is written by a man who works for a concern where business is done on about the scale of the inquirer whose letter opens this story, you may grasp the idea that he is the kind of man who would be valuable to any employer. Think of a man who will devote his entire time, voluntarily, to such study. Why, he's a find for any concern.

I am satisfied that one prime cause for failure to make money out of the fruit and vegetable department is that merchants do not dig into facts about it to KNOW where they are heading in. Let us take a little storekeeper whose place I visited last winter—located in Colorado. He had a very attractive, busy, inviting store. He was doing a good business and had made some money during the years he had been there. He had his oranges very well displayed, in four lots, with attractive odd prices marked on the various piles. I found

Continued on page 33

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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

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### WILL PAY MORE FOR GOOD LABELS

A REPRESENTATIVE of Canadian Grocer was discussing with a Winnipeg merchant the other day his selling methods of various kinds of goods including jams. This merchant pointed out that he handled only two brands of jam. One of his important remarks was in connection with the labels which manufacturers put on their jars and pails. He stated that a great many manufacturers allowed their business to become a failure, or only part successful, simply because they did not use attractive labels.

"We can sell much more readily an article with an attractive label," this merchant stated, "than one with a poor looking label, or where the label has been discoloured. We would much prefer to pay 50c to a dollar a case more for the same goods, if the label, in our estimation is an attractive one."

This is a point which foodstuff manufacturers should give particular attention to in putting up their goods.

### PAPER DEARNESS

IN view of the suggested further advance in wages and the very serious situation which must arise in that event, the British Weekly Newspaper and Periodical Proprietors' Association has issued a memorandum regarding the high cost of production in which it is pointed out that since 1914 proprietors have had to meet a

continued succession of increases in cost of production and distribution, increases which, since the armistice, have been intensified. The conditions under which they are at present laboring include:

1.—High price of paper, blocks, contributions, and illustrations.

2.—Higher salaries and wages.

3.—Altered conditions as to working hours, overtime, holidays, and so forth.

4.—Higher railway and other transport rates.

Before the war newsprint (paper for newspapers) cost 2c per lb., whereas it is now 12½c per lb. and over; and there have already been eleven separate advances in printing charges, which have thereby been increased by 120 per cent. to 200 per cent.

For a 32-page weekly paper, with a circulation of 150,000, this means an increase in the cost of printing alone of between \$25,000 and \$30,000 per annum.

A publication using 20 tons of paper per week was spending in the purchase of paper before the war \$830 per week—just under \$50,000 per annum. The present cost of the supply for one week's issue for a paper of the same size of 12½c per lb. is \$5,780, an advance of \$4,850 per week, or \$252,200 per annum.

Attempts have been made to cope with these increases by reducing the size of publications, raising the sale price, and by considerably increasing advertisement rates. These efforts have, however, been quite inadequate to meet the increased charges, and many of the publications are, in fact, now running at a substantial loss.

These conditions necessarily affect a very large number of smaller firms to a much greater extent than they do the big corporations, and it must be realized that in the aggregate these smaller firms employ far more labor than the larger concerns, so that when, as is inevitable if conditions do not improve, many of the smaller papers drop out as their reserves are exhausted, unemployment must ensue.

FROM now on then every grocer who can possibly do so should make his plans for getting away and enjoying a holiday, while at the same time he talks over business with others who are just as interested as he is himself in business activities and all that the words imply.

\* \* \*

IT IS stated that in Montana somebody slipped through the Legislature a bill that requires every retailer to post in his place of business a list showing the cost and selling price of every article in his stock! What were the grocers of Montana doing when this little "slipping" act was taking place? They should take a lesson from their brothers in Ontario.



# More Co-operation Between Town and Country is Needed

Renfrew Mercury Believes that the Farmers' Co-operative Store with Its Proposed Fifty Million Dollar Turnover Jeopardizes the Livelihood of the Retail Merchants in the Smaller Towns.

(From the Renfrew Mercury)

THE important event of the week in South Renfrew was the visit of Mr. J. J. Morrison, the secretary of the United Farmers of Ontario. Mr. Morrison is a man of pleasant personality, a nice man to meet, and a thorough democrat. The "Mercury" has devoted a great deal of space to the U. F. O. picnics and particularly to Mr. Morrison, as we believe a great many of our readers are deeply interested in what he had to say.

Much that Mr. Morrison said was admirable, and the "Mercury" is in substantial agreement with a great many of his proposals and arguments looking towards a more democratic method of parliamentary representation. At the same time we feel that throughout the greater portion of his addresses Mr. Morrison made the mistake of assuming that every man's hand was against the farmer, and that therefore the farmer's hand should be against every man.

This is certainly not the case. As a matter of fact the working people of the towns and cities are feeling the pinch of conditions fully as much, if not more than the farmers to-day, and, while they may not feel like subscribing fully to the Farmers' platform, they are willing to go a good part of the way with any organization that will curtail the privileges of the big interests and make living conditions easier for them. But Mr. Morrison decries a People's Party, yet Hon. Mr. Drury, Hon. Mr. Smith, and other members of the Cabinet have openly advocated it.

We feel that in some instances if Mr. Morrison's arguments were followed out to their logical conclusion it would not be for the best interests of the country at large. Mr. Morrison deplors the depopulation of rural Ontario, and yet he must realize that hundreds of young men and women are drawn to Toronto every year by the large mail-order houses with their immense factories and warehouses employing thousands. Rather than discouraging this, is not the Farmers' Co-operative store, with its proposed fifty million dollar turnover, encouraging it at the expense of the smaller towns and villages? Is not the business of the province becoming centralized in Toronto? We are not pressing this point simply for the sake of argument, but because we feel that what is wanted is greater co-operation between the town and the country, and not a desire on the part of one to succeed at the expense of the other. In urging the farmers to send

their money away to Toronto, Mr. Morrison is seriously interfering with the business and jeopardizing the livelihood of the retail merchants in the small towns that are a necessity and convenience to the farming community. If this movement to build up the city of Toronto is encouraged, eventually, although perhaps not immediately, towns like Renfrew will dwindle to mere villages or cross-roads, a condition which we feel no farmer is anxious to see brought about.

It is not desirable at this time to enter into a lengthy discussion of Mr. Morrison's addresses. At the same time we could not help feeling that they were

very largely a class appeal, and not as broad as we had hoped they would be. We all realize that agriculture is the basic industry of the country and every man is glad to see it prosper, yet is any lasting good going to come to the country by setting up rural against urban communities, and sowing seeds of distrust of one another among the people. It is a mistake to take too seriously the jokes and jibes of the writers in the city press about the hayseeds and other things. They are often said in jest and carry no weight with the vast majority who know and appreciate the sterling worth of the tillers of the soil of this Dominion.

Mr. Morrison is an earnest, sincere speaker, a genuine good fellow, and as we said before, we are in substantial agreement with a great deal that he said, but we feel that what is wanted in this country is not a class movement of any kind, but a peaceful revolution of a united common people that will wrest from the privileged interests some of the unfair advantages which they enjoy, and give to us all a fair and square deal, and equal opportunities in this land that is full of promise and which we all love so well.



"Keeping the Cost of Living High"

# CURRENT NEWS OF THE WEEK

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

## MARITIME

A new cannery and also a vinegar factory is being erected at Aylesford, N.S., and will be ready for business this season.

A small consignment of last year's potato crop was brought down the St. John River, to St. John, N. B., on Saturday last, and sold at nine cents a pound, which figures out at \$14.85 per barrel, a record price.

The company elected all of its old officers, as follows: President, F. K. Bishop; vice-president, F. H. Johnson; secretary, K. L. Pineo; Board of Management, President Bishop, Vice-president Johnson, V. D. Leonard and Dr. P. M. Balcom.

L. R. Hollett, manager of the Moncton Co-operative, Ltd., has retired, and on the occasion of him severing his connection with the concern, he was presented by his associates with a beautiful quartered oak combination library table.

The annual meeting of the United Fruit Co. of Nova Scotia was held in Kentville, N.S., recently, and the reports of the president as well as of the Board of Management indicated that the past year of the company was the most successful they had ever had, the turnover being around three million dollars for the year.

## ONTARIO

S. R. Allen, Dunnville, Ont., has disposed of his stock of groceries, and has moved to Welland, where he is engaging in business.

North Toronto merchants held their annual picnic at Exhibition Park on Wednesday last. A number of the merchants and families attended. A good program of sports and games was provided.

The early closing by-law for grocers in Lindsay, Ont., passed a few weeks ago, has been repealed. The petition for repeal was properly signed, and therefore was granted by the Council.

The Kennedy Carliner and Bag Co., Ltd., manufacturers of paper bags, linings and covering for grain cars, are opening a factory in Ingersoll, Ont. This firm recently purchased the Dundas Street plant of William Stone and Sons, Limited. It is expected that the new company will commence operations in a few days.

Plans are under way for the opening of another U.F.O. co-operative store in Toronto. Labor organizers have commenced their campaign among Toronto trade unionists to obtain 1,000 subscribers to assist in providing the capital necessary. In connection with the

appeal it is pointed out that labor and farmers are co-operating politically, and it is only logical to extend the alliance commercially.

Robert Clifford was caught red-handed at Deschanes, near Ottawa, Ont., where he was attempting to rob the grocery store of S. Osgoode. He was sent up for trial.

J. G. Harris, secretary Maclure & Langley Co., Toronto, left the beginning of the week for a fortnight's pleasure and business trip to Winnipeg. He intended motoring to Sudbury, going by rail from there to the "Soo," boat to Port Arthur and train again to Winnipeg. Mrs. Harris accompanied him.

## ANOTHER PROTEST AGAINST REPORTS

Resolved that the retail grocers of the City of Chatham, being busy men desirous of obeying every law of the country, beg respectfully to protest against being compelled to answer the monthly questionnaire issued by your board, because it is impossible with the time at our disposal—unless extra help is employed—to intelligently answer the questions asked. Profits in the grocery business are so small that the enforcement of this order will inevitably result in a higher cost to the consumer. The average grocer is already burdened by detail and to add to this burden without benefit to the public is an injustice which we most earnestly protest against.—Copy of resolution forwarded to Capt. White, chairman, Board of Commerce at Ottawa, by the Chatham Retail Merchants' Association.

E. W. Jeffress, of E. W. Jeffress & Company, Walkerville, Ont., was in Toronto on Monday on his way home to Walkerville after several weeks' business trip through Western Canada. He is looking forward to a fishing trip in a week or so. Early in September Mr. Jeffress contemplates a business trip to South America by way of the West Indian Islands.

The charges against four Sarnia grocers for infractions of the early closing by-law have been dismissed. Police Magistrate Gorman announced that, irrespective of what constitutes the principle of business, stores may remain open after hours, but must not sell any article of groceries, meat or provisions. No evidence was presented as to what had been sold by these grocers.

Samuel L. McCabe, 70 years old, a pioneer merchant of Lotus, Ont., was held up and robbed, the sum of \$45 hav-

ing been taken from the till. Three well-dressed men were in the village in the afternoon of Friday last. One of the men, while purchasing some biscuits, happened to see the payment of money on a twine deal, and returned two hours later ostensibly for more biscuits. As Mr. McCabe handed out the change he found himself facing a revolver. At the words "Hands up," being deaf, he asked the stranger to repeat his words, but the answer was a revolver shot. A struggle ensued, but after three shots Mr. McCabe was driven into the rear of the store, while \$45 was taken from the open till.

## BUSINESS CHANGES

T. Jamieson, Islington, Ont., has commenced business.

Cecil Grant, Keswick, Ont., has been succeeded in business by T. F. Donnell.

A. T. Hadden, Mt. Dennis, Ont., has been succeeded by Louis Fortine.

Mrs. W. A. Campbell, Streetsville, Ont., has sold her grocery business to J. K. Duggan.

Arnold Booth, Toronto, has been succeeded by Seamon Morgan.

John T. Dowse, Toronto, has sold his grocery to R. E. Miller, of the same city.

## CHRISTIE-BROWN MANAGER HAS PASSED AWAY

Death of Charles Norris at His Home in Toronto is Announced. Was Many Years With Christie-Brown

Charles Norris, for several years manager of the Montreal branch of the Christie-Brown Company, died yesterday at his home, 36 St. Clair Avenue, Toronto. Mr. Norris had been connected practically all his life with the Christie-Brown Company, first in Toronto and then in Montreal, where he had a responsible position with the company. On account of failing health he retired from the service of the firm a few years ago, and settled in Toronto. He was born in Millbrook, Ont., sixty years ago. Besides his wife, he is survived by two sons, J. Hilliard Norris, Montreal, and Charles, who recently returned from overseas, and is a student at the University of Toronto, and two daughters, Mrs. Cummer and Miss Edith, at home.

## A CORRECTION

In the article on the Paquet store on page 33, of last week's issue, it is mentioned that the Paquet Company is in Montreal. This is an error and should have been Quebec City.

# Hamilton Grocers' Annual Picnic at Wabasso Park

Large Crowd Attends Popular Outing of the Grocers of the Ambitious City—Program of Races and Pleasing Band Concert Features of the Affair.

**H**AMILTON, July 16.—The annual picnic of the Hamilton grocers was held here yesterday, and in spite of the downpour of rain in the early part of the day, proved a great success. For the past thirty years the weatherman has favored Hamilton grocers with the best of weather for their annual outing. With rain falling heavily in the morning, it was feared that the good luck had failed, but at noon the sun came out again, and people started to make their way to Wabasso Park.

The ferry service could just handle the crowd and no more. From noon on every trip saw the ship carrying as large a number of passengers as it could accommodate, and although thousands crossed over and spent the day at the park, not a single mishap marred the pleasure.

All that goes to make a picnic attractive was included in the program, and plenty of new features were supplied by the committee. The big crowd made itself thoroughly at home in Wabasso Park, and in a short time the merry-go-round, the roller coaster and other amusements were doing a tremendous business. Families came in full strength to the picnic, from the father and mother, laden down with lunch baskets, to the usual little troupe of children, anxious to join in the sports. Ice cream cone vendors and pop dispensers sold their wares as fast as they could hand them out as the sun began to shine and the picnickers' thirsts were aroused.

## Races Are Popular

During the afternoon the sports occupied the greater part of the time and attention of nearly all the grocers. A course was roped off and races and contests for all ages from children to the inevitable fat ladies' race, were held, and the crowd was provided with plenty of thrills and amusement, especially when trouble overtook several of the contestants in the fat ladies' race and they were brought rather ungracefully to earth. One of the most popular events and most interesting, too, was the baby show. All kinds of babies, nearly all of them worthy of a prize, perplexed the judge, John Young, who was called upon to single out one chubby infant in each class as the very finest one of the lot.

## Splendid Band Concert

The 13th Royal band was present during both afternoon and evening, and played through a long and pleasing program of selections. Dance music, marches, opera selections and classical

music were included in the program, and the playing of the band, under Bandmaster D. Anderson, was one of the most attractive features of the picnic.

Many valuable prizes were donated by large companies both in this city and in Toronto, and were distributed to the winners in the races. The sports program did not conclude until dusk, when most of the picnickers thronged to the midway or to the dances held in the pavilion.

Those responsible for the success of the picnic were: Guss Ante, J. Main, M. R. Hill, Sam Hamilton, W. Smye, F. Smith, Ed. Hazel, H. J. Kenny, James Lawrie, Fred White, John Knox, J. Venator and John Young.

## STUDYING THE HANDLING OF FRUIT

Continued from page 29

what he had paid for the various sizes, and then analyzed what he was earning on them. Here are the figures for the four lots:

11 1-2 per cent.; 15 1-3 per cent.; 6 3-4 per cent.; 29 per cent. Consider that this man did his own buying, checking and pricing, and it must be apparent that he had no system for computing margins or setting prices. For on three lots he was operating below the dead-line and on the last he was 4 per cent. above normal margin. Meantime, selling his lemons at 39 cents the dozen, he was making 46 per cent. on them—thereby killing rapid turnover.

### Have a Scientific System and Work it

This man's object was to make prices at odd figures to attract trade. But of what use to attract trade if you make no money on the trade? And again, the odd prices are just as readily attainable under a system of fixed percentage of margin as under any system of guess work.

As we talked, and I with my utmost tact suggested that he was 'way off on some figures and not exactly right on any of them, he brought out a price computer, one of the best and most readily workable, whereby the correct margin could be figured on sales automatically. He looked sheepish as he confessed that he did not use it and that he "supposed he ought to."

Question: What is the object in buying such conveniences if they are not to be used?

Lack of scientific exactness in making prices puts the gamble into business and robs more merchants of their pro-

fits than any other one thing. The right plan is to have an exact system and work it every time you price anything.

The inquiry of my Eastern correspondent reveals to my mind a merchant who had not analyzed his fruit business sufficiently. I found a bright man in the northwest last summer who was doing a fine business exclusively in fruits but making no progress. He was running behind at the rate of about \$300 per month. Examination seemed to indicate that he was not getting an average high enough for the character of business he was doing. He put his figures up on many things, readjusted certain items lower because of their character, and began to make money from then onward.

The banana study I have described above is very valuable to anyone who will have the enterprise and courage to follow it out. It is in line with the latest science which teaches us not to average where we can know exactly. It will not do to say that fruits must pay us 25 or 30 per cent. on the average and then try to get about that all the way through. Such system will cause us to lose out.

We must know that certain things—spinach, for example—is very perishable and must be figured very wide at certain seasons. The same holds with sweet potatoes, lettuce and celery. Bananas we have some accurate knowledge of from the figures above.

## Know Where You are Going and Play Safe

To put too wide a margin on goods, just because you think they are perishable, is to lay yourself open to slow sales and competition which will get your business. To study each item and know exactly what it must bear by way of expense, shrinkage and profit is to price your goods correctly and be immune to careless, unscientific competition.

You can see that the man I have quoted is not a piker. He runs one of the biggest, most successful fruit departments in the country. He is a good man to pattern after. He is the kind of man anyone can afford to imitate, because of his already assured success.

No department will repay scientific study so well as the fruit department; but it cannot be run successfully by anyone too lazy, too indolent, to devote to it the necessary grey matter and hard, old-fashioned work.

## BIG SALE OF BERRIES TO AMERICAN FIRM

Vancouver.—A sale comprising 500 tons of strawberries and raspberries has been completed by the Fruit and Mercantile Exchange of Hatzic, B.C., with the National Canning Company, of Seattle. This is reported to be the largest single sale of berries that has been put through on the Canadian side. At the present time, it is understood, the berries will be taken to Sumas, Wash., and processed, then shipped to Bellingham.



BRANCH AT KITCHENER



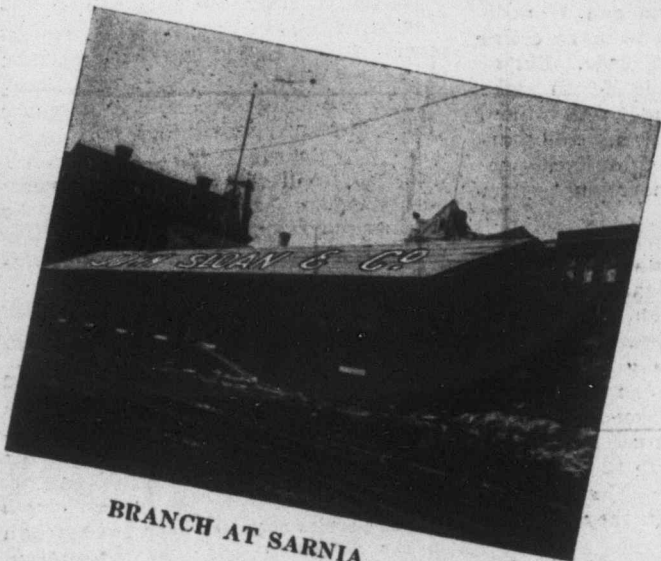
BRANCH AT BELLEVILLE



HEAD OFFICE

TORONTO

The Cleanest Grocery Warehouses in Canada



BRANCH AT SARNIA



BRANCH AT ORILLIA

# Our Travelling Salesmen are Holidaying—

from July 26th to August 9th. However, our completed plans enable us to continue our good service for the benefit of all customers.

The illustrations on the opposite page are those of our various offices and warehouses—located so as to serve you promptly and efficiently.

Our facilities for satisfactory service are unsurpassed. You save in time, in break-ages and in freight charges.

*WRITE, PHONE or WIRE at our own  
expense for your requirements.*

## John Sloan & Co., Limited

WHOLESALE GROCERS

### TORONTO

KITCHENER

BELLEVILLE

SARNIA

ORILLIA

# NEWS FROM WESTERN CANADA

## Western

A. Bjarnason, Selkirk, Man., has opened a new general store there.

John P. McKelvie, Brandon, Man., has sold his store to John Ronald, of the same city.

Wednesday, July 21st, all the Wholesale and Retail Butchers and Grocers held their annual outing to Grand Beach.

C. W. Law, of the Swift Canadian Co., Winnipeg, has just returned after spending his vacation at Sandy Lake.

Richardson, Green, Ltd., have moved their office from the McIntyre Block to larger premises, and are now located at 246 Princess Street, Winnipeg.

Jack Lowrie, who represents W. L. MacKenzie Co., in Northern Saskatchewan, is spending his vacation in Winnipeg.

J. A. Taylor, special representative of Lea & Perrins, is on an extended business trip to their Canadian representatives, H. P. Pennock & Co., Ltd., Winnipeg.

The sixth annual picnic of the Royal Crown Soap employees took place at Winnipeg Beach on Saturday, July 17th. An excellent program of sports was enjoyed by several hundred people.

W. A. McKay, of the Gold Standard Mfg. Co., arrived back in Winnipeg after spending a delightful vacation at the coast. Mr. McKay spent part of his time at Portland, Seattle and Vancouver.

Frank Taylor has resigned his position with M. Des Brisay & Co., Mission, B.C., and Mr. Haigh, formerly of Nelson, B.C., has been obtained to carry on his work.

A. L. Watson, representing the California Associated Raisin Co., of Fresno, Cal., was a visitor in Winnipeg this week, calling upon their representatives, Donald H. Bain Co.

George Reid, Winnipeg, city salesman for W. L. MacKenzie Co., has just left the hospital following an operation. He is now doing nicely and expects to call on the Winnipeg trade in about a week's time.

J. W. Ross, who conducted a grocery store on Lilac Street, Winnipeg, died suddenly of heart failure on Wednesday, July 14th. The death occurred while his wife and children were on a trip to the Old Country.

The Dominion Cannery (B.C.), Ltd., have removed from their premises on Front St., Vancouver, B.C., to a large brick building at the corner of Homer and Drake Streets, Vancouver, which they own. The cannery equipment has all been installed and the increased

space permits the cannery operations to be resumed on a much larger scale.

R. C. Blackburn, of W. G. Patrick & Co., Ltd., has been suffering from a nervous breakdown and has gone East for an extended vacation to recuperate. W. Murray, of the same firm, is taking a well-earned rest at that beautiful spot, Minaki, and A. S. Nisbet, their Saskatchewan representative, is looking after the business at their branch office in Winnipeg in the meantime.

The Winnipeg Caterers' Association held their annual picnic at Grand Beach on Wednesday. A long programme of sports was arranged and a large number of prizes distributed. There was a baby show and a dancing competition in the evening.

E. W. Jeffress, of E. W. Jeffress & Co., Walkerville, Ont., passed through Winnipeg last week on his way East from a trip to the Coast. Mr. Jeffress reports business good and is very optimistic for fall trade.

The staff of the Swift Canadian Co., Winnipeg, and their friends celebrated their annual outing day on Saturday,

July 10th. About twelve hundred took the trip to Winnipeg Beach and enjoyed themselves in out-door sports and dancing. Several games of baseball and other lines of sport were participated in.

## INTEND TO PUT DOWN FALSE PACKING OF BERRIES

Vancouver.—“The department is determined to put down the practice of false packing in the fruit trade,” said T. H. Bain, Dominion fruit inspector, yesterday, “and as a result of some of the samples I have obtained to-day, prosecutions will follow.”

Mr. Bain, who has just returned from an inspection trip in Vancouver Island, said he had secured them yesterday in Vancouver, and that they were very bad samples of false packing. He produced a few of the boxes of strawberries. The top layer in the box was composed of very fine berries, but on removing the first layer it was found that the berries beneath were of inferior quality, as well as being exceedingly small. Most of them had obviously not been gathered very recently.

## New Method of Fish Propagation

### Fisheries' Convention Held in Vancouver a Few Weeks Ago is Already Bearing Fruit—Closer Co-operation is Anticipated.

VANCOUVER (Special)—Fisheries convention at Vancouver has already borne sufficient fruit to justify the attention it received from the fishing industry.

Among the results of the convention might be mentioned the fact that John P. Babcock, assistant commissioner of Fisheries, B.C., Government, and J. A. Rodd, superintendent of Fish Culture, Ottawa, recently left for the Bonneville Hatchery, Oregon, to inspect the retaining pool method of fish propagation explained by the master warden, R. E. Clanton, during the convention.

Previous to this time, there has been a disposition on the part of the Canadian, Washington and Oregon fish experts to defend against all and sundry the methods obtaining at their own particular hatcheries. During the convention, the States fish wardens of Washington and Oregon showed a great interest in the gravel-box method of fish egg hatching, originated by a hatchery official at Harrison Lake, B.C., and now our officials are studying at first hand the best efforts of our friends to the South.

The convention also went on record as wishing to send the best qualified representative possible to the Pacific Scientific Congress to be held in Honolulu in August. Canadian Grocer is now informed that arrangements have been made to send Dr. C. McLean Fraser, professor of Biology, Vancouver, to represent the Canadian Fisheries Association. The idea back of the Congress, in which all the nations bordering the Pacific Ocean will participate, is to gather more data about the habits and qualities of the Pacific Ocean fish, and to make a thorough survey of the fishing beds of the Pacific Ocean. Dr. Fraser will represent Canada with credit.

We are also informed that closer co-operation between the Government and the association has been achieved by a new policy outlined recently. The people of Canada can feel assured that the work of the Fisheries Association is in the best interests of the Canadian people and not designed for the exploitation of Canada's great natural resource—her great fisheries.

# WEEKLY GROCERY MARKET REPORTS.

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**T**HE feature of the markets this week is the large advance registered on sugar. This advance is due to the fact that refineries are now working on high price raws and some refiners are of the opinion that the peak prices have now been reached. The market for general commodities continues to rule with a firm undertone. Some lines have advanced while others show indications for advancing. Business in both wholesale and retail circles is reported comparatively quiet.

**TORONTO**—The feature of the markets this week is the advance of \$3.00 per hundred registered on sugar. The raw sugar market was considerably easier during the past week and exports from Cuba have greatly increased, showing a tonnage far in excess of any one week during the past year. Molasses market is strong and manufacturers are urging customers to buy now and avoid the inconvenience of freight congestion which will probably be manifest later on owing to car shortage. Aunt Jemima pancake and buckwheat flour has advanced. It has been intimated that corn flakes are due for an advance. The spice market generally has developed a weak tone. Peppers, cloves, allspice, coriander and caraway seeds have declined two to five cents per pound. Pure mustard is up five cents per pound. Cigars have advanced, also confectionery, ice cream salt, cigarette papers, kitchen bouquet and sweet pickles.

The tea market is showing a firmer tone both on low and high grades. Sockeye salmon is quoted higher. Dried fruits are quiet with lower quotations on currants. Shelled nuts continue in an unsettled condition. The rice market is easy. Vegetables and fruits are plentiful and quotations are lower.

Fresh meats are steady. Butter and eggs are firm and quotations are higher. Lard and shortening are easier and quotations have receded.

**MONTREAL**—There is a very firm tone to the market this week despite

the fact that business is rather quiet during the summer season. There has been an advance this week of one cent on both butter and eggs. Fresh fish are a little dearer since the catch this year on the eastern coast has been rather poor. Lard is a little cheaper on some brands. Pure lard has been reduced one cent a pound by some manufacturers. Vegetables and fruit are in very good supply and some cheaper this week. The crop of home-grown produce is very good this year and still lower prices are expected through the week. Tea, coffee, cocoa and spices hold firm this week. Cereals are firm except for a feeling of uneasiness among the trade about rolled oats. There is no change, however.

**WINNIPEG**—Business has been reported very good this week and the crops are showing up in excellent condition. Rain is badly needed in some localities and unless we get a shower within the next week crop will not be quite so good as anticipated. Sugar supply is quite plentiful in the Western Provinces. The molasses market is very firm, due no doubt to the steady demand and poor supplies coming through. Starches remain firm while package cereals are very steady. There has been a steady demand for dried fruits on account of cool weather, which has been responsible for keeping dried fruits in excellent condition. Spot stocks of canned goods are becoming very scarce at the present time. The tea market is very firm and fine and good quality tea is reported scarce and high. Coffee market is reported quiet and Rio and Santos have declined, but these declines are somewhat offset by the exchange situation. Mild coffee remains firm. Spices remain firm with good supplies of rice and sago on hand. New jam is on the market and showing up to good advantage and a high quality has been maintained. The shelled nut market remains unsettled and the almond market is reported very weak. The forecast for fall delivery for Bordeaux walnuts would indicate an advance in prices. Fresh fruits and vegetables are in good demand and are arriving

freely.

# QUEBEC MARKETS

**M**ONTREAL, July 23.—The feature of the market this week is the advance in the price of sugar amounting to three dollars a hundred. Vegetables and fruit are cheaper, with a very good supply of home-grown produce. Rolled oats are rather unsettled as some firms predict a drop in price but the feeling is not general. Currants are one cent cheaper in some quarters, but the drop is only temporary. There is no change in the price of tea, coffee, cocoa or spices. Many miscellaneous lines and proprietary articles have advanced in price.

## Sugar Advances \$3.00

**Montreal.**  
**SUGAR.**—As predicted last week by Canadian Grocer the sugar market has strengthened up to an advance. There has been an advance this week of \$3.00 per hundred on the price of granulated sugar. All refineries are in line with the new price except St. Lawrence Sugar Refineries. These people have not officially advanced their prices to date, but a change is expected at any moment. Just what their advance will be is hard to predict. The very high cost of raw sugar is made responsible for the advance.

|  |       |
|--|-------|
| Atlantic Sugar Co., extra granulated sugar, 100 lbs. | 24 00 |
| Acadia Sugar Refinery, extra granulated.             | 24 00 |
| Canada Sugar Refinery                                | 24 00 |
| Dominion Sugar Co., Ltd., crystal granu.             | 24 00 |
| St. Lawrence Sugar Refineries                        | 21 00 |
| Iceing, barrels                                      | 24 40 |
| Do., 25-lb. boxes                                    | 24 60 |
| Do., 50-lb. boxes                                    | 24 40 |
| Do., 50 1-lb. boxes                                  | 25 70 |
| Yellow, No. 1  | 23 60 |

## Molasses Market Strong

**Montreal.**  
**MOLASSES.**—With the further advance in the price of sugar and the higher cost of raw sugar the molasses market is most certainly very strong. A change in the price of molasses would not be surprising at any time in the near future.

|                                   |       |
|-----------------------------------|-------|
| 3-gal. 38½-lb. pails, each        | 4 45  |
| 5-gal. 65-lb. pails, each         | 7 15  |
| White Corn Syrup—                 |       |
| 2-lb. tins, 2 doz. in case, case  | 7 30  |
| 5-lb. tins, 1 doz. in case, case  | 8 35  |
| 10-lb. tins, ½ doz. in case, case | 8 05  |
| Cane Sprup (Crystal) Diamond—     |       |
| case (2-lb. cans)                 | 8 50  |
| Barrels, per 100 lbs.             | 12 25 |
| Half barrels, per 100 lbs.        | 12 50 |
| Glucose, 5-lb. cans (case)        | 6 85  |
| Prices for Island of Montreal     |       |
| Barbadoes Molasses—               |       |
| Punchoons                         | 1 75  |
| Barrels                           | 1 78  |
| Half barrels                      | 1 80  |
| Fancy Molasses (in tins)—         |       |
| 2-lb. tins, 2 doz. in case, case  | 6 00  |
| 3-lb. tins, 2 doz. in case, case  | 8 25  |
| 5-lb. tins, 1 doz. in case, case  | 6 30  |
| 10-lb. tins, ½ doz. in case, case | 6 65  |

## No Change in Package Goods

**Montreal.**  
**PACKAGE GOODS.**—There is little or no change this week in the price of package goods. The market is strong as quoted, and the demand for prepared cereals is, as usual in the summer time, very good.

|                             |                |
|-----------------------------|----------------|
| PACKAGE GOODS               |                |
| Breakfast food, case 18     | 3 50           |
| Cocoanut, 2 oz. pkgs., doz. | 0 75½          |
| Do., 20-lb. cartons, lb.    | 0 36           |
| Corn Flakes, 3-doz. case    | 3 50 3 65 3 50 |
| Corn Flakes, 36s            | 4 15           |

|                                      |       |
|--------------------------------------|-------|
| Oat Flakes, 20s                      | 5 40  |
| Rolled oats, 20s                     | 6 60  |
| Do., 18s                             | 2 42½ |
| Do., large, doz.                     | 3 00  |
| Oatmeal, fine cut, pkgs., case       | 6 75  |
| Puffed rice                          | 5 70  |
| Puffed wheat                         | 4 25  |
| Farina, case                         | 2 35  |
| Hominy, pearl or granu., 3 doz.      | 3 65  |
| Health bran (20 pkgs.), case         | 2 50  |
| Scotch Pearl Barley, case            | 2 60  |
| Pancake Flour, case                  | 3 60  |
| Do., self-raising, doz.              | 1 50  |
| Wheat Food, 18-1½s                   | 3 25  |
| Wheat flakes, case of 2 doz.         | 2 95  |
| Oatmeal, fine cut, 20 pkgs.          | 6 75  |
| Porridge wheat, 36s, case            | 7 30  |
| Do., 20s, case                       | 7 50  |
| Self-raising Flour (3-lb. pack.)     |       |
| doz.                                 | 8 30  |
| Do. (6-lb. pack.), doz.              | 6 40  |
| Corn Starch (prepared)               | 9 14  |
| Potato flour                         | 9 16  |
| Starch (laundry)                     | 0 12½ |
| Flour, Tapioca                       | 0 15  |
| Shredded Krumbles, 36s               | 4 35  |
| Cooked bran, 12s                     | 2 25  |
| Enamel Laundry Starch, 40 pkgs. case | 4 30  |
| Celluloid Starch, 45 pkgs. case      | 5 50  |
| Chinese Starch                       | 7 00  |
| Package Cornmeal                     | 4 25  |

## Rolled Oats Unsettled

**Montreal.**  
**CEREALS.**—There is a feeling of uncertainty to-day in the cereal market. At the present time prices remain firm, but a change would not be unlooked for in some circles with regard to rolled oats. However, there is no definite announcement this week by any of the leading firms. There is a slight reduction of 15 per cent. on some brands of cornmeal, but this is not general.

|                                |           |
|--------------------------------|-----------|
| CEREALS—                       |           |
| Cornmeal, golden granulated    | 5 60      |
| Barley, pearl (bag of 98 lbs.) | 8 00 8 25 |
| Barley, pot (98 lbs.)          | 7 25      |
| Barley (roasted)               | 6 00      |
| Buckwheat flour, 98 lbs. (new) | 6 00      |
| Hominy grits, 98 lbs.          | 6 50      |
| Hominy, pearl (98 lbs.)        | 6 50      |
| Graham flour                   | 6 00      |
| Do., barrel                    | 13 25     |
| Oatmeal (standard granulated)  | 7 25      |
| Rolled Oats (bulk), 90s        | 6 50      |

## Currants Temporarily Lower

**Montreal.**  
**DRIED FRUIT.**—There has been a slight decline this week in the price of currants. Some firms are selling Patras currants at a cent a pound lower. This is not a general change on the market. The market for dried fruit is very brisk at the present time on account of securing supplies for the Fall.

|                     |           |
|---------------------|-----------|
| Apricots, fancy     | 0 28      |
| Do., choice         | 0 34      |
| Do., slabs          | 0 30      |
| Apples (evaporated) | 0 19      |
| Peaches (fancy)     | 0 28 0 30 |
| Do., choice, lb.    | 0 28      |
| Pears, choice       | 0 30 0 35 |
| Drained Peels—      |           |
| Choice              | 0 26      |
| Ex. fancy           | 0 30      |

|  |            |
|--|------------|
| Lemon                                      | 0 45       |
| Orange                                     | 0 46       |
| Citron                                     | 0 68       |
| Choice, bulk, 25-lb. boxes, lb.            | 0 22       |
| Peels (cut mixed), doz.                    | 3 25       |
| Raisins (seeded)—                          |            |
| Muscatsels, 2 Crown                        | 0 23       |
| Do., 1 Crown                               | 0 25       |
| Do., 3 Crown                               | 0 24 0 26  |
| Do., 4 Crown                               | 0 19½ 0 20 |
| Turkish Sultana, 5 crown                   | 0 27       |
| Fancy seeded (bulk)                        | 0 25       |
| Do., 16 oz.                                | 0 24 0 26  |
| Cal. seedless, cartons, 12 ounces          | 0 21 0 23  |
| Do., 16 ounces                             | 0 26 0 27  |
| Currants, loose                            | 0 20       |
| Do., Greek (16 oz.)                        | 0 24       |
| Dates, Excelsior (36-10s), pkg.            | 0 15½      |
| Fard, 12-lb. boxes                         | 3 25       |
| Packages only                              | 0 19 0 20  |
| Dromedary (36-10 oz.)                      | 0 19       |
| Packages only, Excelsior                   | 0 20       |
| Loose                                      | 0 16 0 17  |
| Figs (layer), 10-lb. boxes, 2s, lb.        | 0 40       |
| Do., 2½s, lb.                              | 0 45       |
| Do., 2½s, lb.                              | 0 48       |
| Do., 2½s, lb.                              | 0 50       |
| Figs, white (70 4-oz. boxes)               | 5 40       |
| Do., Spanish (cooking), 22-lb. boxes, each | 0 12       |
| Do., Turkish, 3 crown, lb.                 | 0 44       |
| Do., 5 Crown, lb.                          | 0 46       |
| Do., 10-lb. box                            | 2 75       |
| Do., mats                                  | 3 00       |
| Do., 23-lb. box                            | 1 90       |
| Do. (12 10-oz. boxes)                      | 2 20       |
| Prunes (25-lb. boxes)—                     |            |
| 20-30s                                     | 0 33       |
| 30-40s                                     | 0 30       |
| 40-50s                                     | 0 27       |
| 50-60s                                     | 0 23       |
| 60-70s                                     | 0 22       |
| 70-80s                                     | 0 20       |
| 80-90s                                     | 0 19       |
| 90-100s                                    | 0 17½      |
| 100-120s                                   | 0 16 0 17  |

## Nuts Will Be Higher in Fall

**Montreal.**  
**NUTS.**—The nut market continues a little stronger this week. The new crop, which will be marketed by September, will be slightly higher than present prices. Reports are that the market is very firm with a good demand.

|                                     |            |
|-------------------------------------|------------|
| Almonds, Tarragona, per lb.         | 0 24 0 26  |
| Do., shelled                        | 0 60 0 63  |
| Do., Jordan                         | 0 75       |
| Brazil nuts (new)                   | 0 28       |
| Chestnuts (Canadian)                | 0 27       |
| Filberts (Stieff), per lb.          | 0 20 0 22  |
| Do., Barcelona                      | 0 25 0 26  |
| Hickory nuts (large and small), lb. | 0 10 0 15  |
| Pecans, No. 4, Jumbo                | 0 35       |
| Peanuts, Jumbo                      | 0 23 0 24  |
| Do., extra                          | 0 20 0 21  |
| Do., shelled, No. 1 Spanish         | 0 24 0 25  |
| Do., Java No. 1                     | 0 19½      |
| Do., salted, Java, per lb.          | 0 29 0 30  |
| Do., shelled, No. 1 Virginia        | 0 16½ 0 18 |
| Do., No. 1 Virginia                 | 0 14       |
| Peanuts (salted)—                   |            |
| Fancy, wholes, per lb.              | 0 45       |
| Fancy splits, per lb.               | 0 40       |
| Pecans, new Jumbo, per lb.          | 0 32 0 35  |
| Do., large, No. 2, polished         | 0 32 0 35  |
| Do., Orleans, No. 2                 | 0 21 0 24  |
| Do., Jumbo                          | 0 60       |
| Pecans, shelled                     | 1 00 1 50  |
| Walnuts                             | 0 29 0 35  |
| Do., new Naples                     | 0 28       |
| Do., shelled                        | 0 50       |
| Do., Bordeaux                       | 0 63       |
| Do., Chilean, bags, per lb.         | 0 33       |

Note—Jobbers sometimes make an added charge to above prices for broken lots.

## Canned Goods Strong

**Montreal.**  
**CANNED GOODS.**—There is very little change this week on canned goods. The new catch of lobsters is offered on the market at \$12.40 a dozen, which is a slightly higher price than has been asked before. Further, there is no change this week in prices.

|                                      |           |
|--------------------------------------|-----------|
| CANNED VEGETABLES                    |           |
| Asparagus (Amer.) mammoth green tips | 4 50 4 85 |
| Asparagus, imported (2½s)            | 5 50 5 55 |
| Beans, golden wax                    | 2 00      |
| Beans, Refugee                       | 2 00      |



|                                  |          |          |
|----------------------------------|----------|----------|
| Corn (2s) .....                  | 1 75     | 1 80     |
| Carrots (sliced), 2s .....       | 1 45     | 1 75     |
| Corn (on cob), gallons .....     | 7 00     | 7 50     |
| Spinach, 3s .....                | 2 85     | 2 90     |
| Squash, 2 1/2-lb., doz. ....     | 1 50     | 1 50     |
| Succotash, 2 lb., doz. ....      | 1 80     | 1 80     |
| Do., Can. (2s) .....             | 1 80     | 1 80     |
| Do., California, 2s .....        | 3 15     | 3 50     |
| Do. (wine gals.) .....           | 8 00     | 10 00    |
| Sauerkraut, 2 1/2-lb. tins ..... | 1 60     | 1 60     |
| Tomatoes, 1s .....               | 1 45     | 1 50     |
| Do., 2s .....                    | 1 50     | 1 55     |
| Do., 2 1/2s .....                | 1 82 1/2 | 1 97 1/2 |
| Do., 3s .....                    | 1 90     | 2 15     |
| Do., gallons .....               | 6 50     | 7 00     |
| Pumpkins, 2 1/2s (doz.) .....    | 1 50     | 1 55     |
| Do., gallons (doz.) .....        | 4 00     | 4 00     |
| Peas, standards .....            | 1 95     | 1 95     |
| Do., Early June .....            | 1 92 1/2 | 2 05     |
| Do., extra fine, 2s .....        | 3 00     | 3 00     |
| Do., Sweet Wrinkle .....         | 2 00     | 2 00     |
| Do., fancy, 20 oz. ....          | 1 57 1/2 | 1 57 1/2 |
| Do., 2-lb. tins .....            | 2 75     | 2 75     |
| Peas, Imported—                  |          |          |
| Fine, case of 100, case. ....    | 27 50    | 27 50    |
| Ex. Fine .....                   | 30 00    | 30 00    |
| No. 1 .....                      | 23 00    | 23 00    |

**CANNED FRUITS**

|   |       |       |
|---|-------|-------|
| Apricots, 2 1/2-lb. tins .....                        | 6 25  | 6 50  |
| Apples, 2 1/2s, doz. ....                             | 1 40  | 1 65  |
| Do., new pack, doz. ....                              | 2 20  | 2 20  |
| Do., 3s, doz. ....                                    | 1 80  | 1 95  |
| Do., new pack .....                                   | 6 75  | 6 75  |
| Do., gallons, doz. ....                               | 5 25  | 5 75  |
| Blueberries, 1/2s, doz. ....                          | 0 95  | 1 00  |
| Do., 2s .....   | 2 40  | 2 45  |
| Do., 1-lb. talls, doz. ....                           | 1 85  | 1 90  |
| Currants, black, 2s, doz. ....                        | 4 00  | 4 05  |
| Do., gals., doz. ....                                 | 16 00 | 16 00 |
| Cherries, red, pitted, heavy syrup, doz. ....         | 4 75  | 4 80  |
| Do., No. 2 1/2 .....                                  | 4 80  | 5 15  |
| Do., No. 2 .....                                      | 20 00 | 20 00 |
| Do., white, pitted .....                              | 4 50  | 4 75  |
| Gooseberries, 2s, heavy syrup, doz. ....              | 2 75  | 2 75  |
| Peaches, heavy syrup—                                 |       |       |
| No. 2 .....   | 3 65  | 4 00  |
| Do., gal., "Pie," doz. ....                           | 9 50  | 9 50  |
| Do., gal., table .....                                | 10 00 | 10 00 |
| Pears, 2s .....                                       | 4 25  | 4 50  |
| Do., 2s (light syrup) .....                           | 1 90  | 1 90  |
| Do., 2 1/2s .....                                     | 5 25  | 5 25  |
| Pineapples (grated and sliced), 1-lb. flat, doz. .... | 1 90  | 1 90  |

**No Change in Tea**

**Montreal.**  
TEA.—The tea market continues strong with a good demand for the better grade of teas. Japan teas continue at the high prices asked at the opening of the new shipments.

|  |      |      |
|--|------|------|
| <b>Ceylons and Indians—</b>  |      |      |
| Pekoe Souchongs .....  | 0 48 | 0 54 |
| Pekoes .....   | 0 62 | 0 60 |
| Broken Pekoes .....  | 0 56 | 0 64 |
| Broken Orange Pekoes .....   | 0 58 | 0 66 |
| <b>Javas—</b>  |      |      |
| Broken Orange Pekoes .....   | 0 58 | 0 65 |
| Broken Pekoes .....  | 0 45 | 0 50 |
| <b>Japans and Chinas—</b>  |      |      |
| Early pickings, Japans .....   | 0 63 | 0 65 |
| Do., seconds .....   | 0 50 | 0 55 |
| Hyson thirds .....   | 0 45 | 0 50 |
| Do., pts. ....   | 0 58 | 0 67 |
| Do., sifted .....  | 0 67 | 0 72 |
| Above prices give range of quotations to the retail trade.                             |      |      |
| <b>JAPAN TEAS (new crop)—</b>  |      |      |
| Choice (to medium) .....   | 0 85 | 0 85 |
| Early picking .....  | 0 90 | 0 90 |
| Finest grades .....  | 1 00 | 1 00 |
| <b>Javas—</b>  |      |      |
| Pekoes .....   | 0 44 | 0 45 |
| Orange Pekoes .....  | 0 45 | 0 48 |
| Broken Orange Pekoes .....   | 0 45 | 0 48 |
| Inferior grades of broken teas may be had from jobbers on request at favorable prices. |      |      |

**Coffee and Cocoa Strong**

**Montreal.**  
COFFEE AND COCOA.—Coffee and cocoa continue strong with no change this week. The demand is very good and to all appearances the market will continue steady.

|                           |          |          |
|---------------------------|----------|----------|
| <b>COFFEE—</b>            |          |          |
| Rio, lb. ....             | 0 33 1/2 | 0 35 1/2 |
| Mexican, lb. ....         | 0 49     | 0 51     |
| Jamaica, lb. ....         | 0 46     | 0 48     |
| Bogotas, lb. ....         | 0 49     | 0 52     |
| Mocha (types) .....       | 0 49     | 0 51     |
| Santos, Bourbon, lb. .... | 0 48     | 0 50     |
| Santos, lb. ....          | 0 47     | 0 49     |

|                              |      |      |
|------------------------------|------|------|
| <b>COCOA—</b>                |      |      |
| In 1-lbs., per doz. ....     | 6 25 | 6 25 |
| In 1/2-lbs., per doz. ....   | 3 25 | 3 25 |
| In 1/4-lbs., per doz. ....   | 1 70 | 1 70 |
| In small size, per doz. .... | 1 25 | 1 25 |

**Many Lines Are Higher**

**Montreal.**  
MISCELLANEOUS.—There are a number of changes this week in miscellaneous lines. Menier French chocolate is ten cents per pound dearer. Wooden butter dishes have advanced considerably in price. The new price list for Cross and Blackwell's pickles, capers, vinegar, luca oil, and currie powder shows an advance in price. Luca oil in particular is much dearer. It has been unobtainable for some time.

**Rice Market Quiet**

**Montreal.**  
RICE.—There is no change in the price of rice this week. The market continues quiet with prices steady.

|   |          |          |
|---|----------|----------|
| <b>RICE—</b>  |          |          |
| Carolina, ex. fancy .....   | 19 00    | 21 00    |
| Do. (fancy) .....   | 18 00    | 18 00    |
| Rangoon "B" .....   | 14 00    | 14 00    |
| Rangoon "C" .....   | 18 75    | 18 75    |
| Broken rice, fine .....   | 10 00    | 10 00    |
| Bell Rice, fine .....   | 16 00    | 16 00    |
| Bell broken rice .....  | 10 00    | 10 00    |
| Tapioca, per lb. (seed) .....   | 0 12 1/2 | 0 13 1/2 |
| Do. (pearl) .....   | 0 12 1/2 | 0 13 1/2 |
| Do. (flake) .....   | 0 11     | 0 12 1/2 |
| Honduras, fancy .....   | 0 20     | 0 20     |
| Siam .....  | 0 14 1/2 | 0 14 1/2 |
| NOTE.—The rice market is subject to frequent change and the price basis is quite nominal. |          |          |

**Spices Remain Steady**

**Montreal.**  
SPICES.—The market for spices continues this week at prices quoted. The demand is rather quiet during this season but will brighten up considerably during August and September. The price of pepper is rather weak but there has been no alteration in price this week.

|   |      |      |
|---|------|------|
| Allspice .....                                      | 0 22 | 0 22 |
| Cassia (pure) .....                                 | 0 33 | 0 35 |
| Cococnut, pails, 20 lbs., unsweetened, lb. ....     | 0 46 | 0 46 |
| Do., sweetened, lb. ....                            | 0 36 | 0 36 |
| Chicory (Canadian), lb. ....                        | 0 30 | 0 30 |
| <b>Cinnamon—</b>                                    |      |      |
| Rolls .....   | 0 35 | 0 35 |
| Pure, ground .....                                  | 0 35 | 0 40 |
| Cloves .....  | 0 85 | 0 90 |
| Cream of tartar (French, pure) .....                | 0 75 | 0 85 |
| Do., American high test .....                       | 0 80 | 0 85 |
| Ginger (Jamaica) .....                              | 0 40 | 0 40 |
| Ginger (Cochin) .....                               | 0 35 | 0 35 |
| Mace, pure, 1-lb. tins .....                        | 0 95 | 0 95 |
| Mixed spice .....                                   | 0 30 | 0 32 |
| Do., 2 1/2 shaker tins, doz. ....                   | 1 15 | 1 15 |
| <b>Nutmegs, whole—</b>                              |      |      |
| Do., 64, lb. ....                                   | 0 45 | 0 45 |
| Do., 80, lb. ....                                   | 0 43 | 0 43 |
| Do., 100, lb. ....                                  | 0 40 | 0 40 |
| Do., ground, 1-lb. tins .....                       | 0 65 | 0 65 |
| Pepper, black .....                                 | 0 39 | 0 39 |
| Do., white .....                                    | 0 50 | 0 50 |
| Pepper (Cayenne) .....                              | 0 35 | 0 37 |
| Pickling spice .....                                | 0 25 | 0 28 |
| Do., package, 2 oz., doz. ....                      | 0 19 | 0 19 |
| Do., package, 4 oz., doz. ....                      | 0 75 | 0 75 |
| Paprika .....                                       | 0 70 | 0 70 |
| Tumeric .....                                       | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) ..... | 0 95 | 1 00 |
| Cardamon seed, per lb., bulk, nominal .....         | 2 00 | 2 00 |
| Carraway (nominal) .....                            | 0 25 | 0 30 |
| Mustard seed, bulk .....                            | 0 35 | 0 40 |
| Celery seed, bulk (nominal) .....                   | 0 75 | 0 80 |
| Pimento, whole .....                                | 0 15 | 0 18 |

**Vegetables Are Cheaper**

**Montreal.**  
VEGETABLES.—Lower prices feature the vegetable market this week. The crop seems to be very good and the supply on the market is very good. New potatoes are offered at \$13.00 per barrel

for No. 1 and No. 2 are selling at \$7.50. New wax beans are selling at almost half the price asked last week. Home-grown tomatoes are selling at three dollars and fifty cents per box. Cabbage is also cheaper.

|   |       |       |
|---|-------|-------|
| Beans, wax (20-lb. bags) .....          | 1 75  | 1 75  |
| Do., new string (imp.) hamper .....     | 1 50  | 1 50  |
| Cucumbers, Montreal, doz. ....          | 1 50  | 1 50  |
| Cabbage, Montreal, doz. ....            | 0 50  | 0 50  |
| Chicory, doz. ....                      | 3 50  | 3 50  |
| Carrots, bag .....                      | 0 50  | 0 50  |
| Garlic, lb. ....                        | 0 60  | 0 60  |
| Horseradish, lb. ....                   | 0 75  | 0 75  |
| Lettuce (Montreal), head, per doz. .... | 4 00  | 4 00  |
| Leeks, doz. ....                        | 0 69  | 0 69  |
| Mint .....                              | 1 00  | 1 00  |
| Mushrooms, lb. ....                     | 8 00  | 8 00  |
| Onions, Yellow, 75-lb. sack .....       | 3 00  | 3 00  |
| Do., Texas, crate .....                 | 0 50  | 0 50  |
| Parsley (Canadian) .....                | 0 50  | 0 50  |
| Peppers, green, doz. ....               | 1 75  | 1 75  |
| Parsnips, bag .....                     | 5 00  | 5 00  |
| Potatoes, Montreal (90-lb. bag) .....   | 5 50  | 5 50  |
| Do., New Brunswick .....                | 3 50  | 3 75  |
| Do., sweet, hamper .....                | 0 40  | 0 40  |
| Canadian Radishes, doz. ....            | 0 75  | 0 75  |
| Spinach, box .....                      | 2 50  | 2 50  |
| Turnips, Quebec, bag .....              | 2 00  | 2 00  |
| Do., Montreal .....                     | 0 75  | 0 75  |
| Watercress (per doz.) .....             | 1 00  | 1 00  |
| Lettuce (curly), 3 doz. in box .....    | 13 00 | 13 00 |
| New potatoes, No. 1, per barrel .....   | 7 50  | 7 50  |
| Do., No. 2, per barrel .....            | 3 50  | 3 50  |
| Montreal Tomatoes .....                 | 3 50  | 3 50  |

**Fruit Lower and Plentiful**

**Montreal.**  
FRUIT.—Lower prices on fruit is the prominent feature of the market this week. The supply of early fruit is very good. Niagara cherries are offered on the market at varied prices. Large baskets of cherries are sold at from two dollars down to one dollar and a half. Small baskets are selling for one dollar. Black cherries are selling for two dollars a basket. Early apples are selling cheaper at \$4.50 per hamper. Blueberries, red currants, plums and black currants are in very good supply and prices have a wide range. Lemons are a little cheaper this week.

|  |       |       |
|--|-------|-------|
| Apples, early, basket .....            | 4 50  | 4 50  |
| Bananas (as to grade), bunch. ....     | 6 00  | 7 00  |
| Grapefruit, Jamaican, 64, 80, 96. .... | 6 00  | 6 00  |
| Do., Florida, 54, 64, 80, 96. ....     | 6 00  | 6 00  |
| Lemons, Messina .....                  | 9 50  | 9 50  |
| Oranges, Cal., Valencias .....         | 8 50  | 8 50  |
| Do., 100s and 150s .....               | 10 00 | 10 00 |
| Do., 176s and 200s .....               | 7 50  | 7 50  |
| <b>Cal. Navels—</b>                    |       |       |
| 80s, 100s .....                        | 7 00  | 7 00  |
| 126s .....                             | 7 50  | 7 50  |
| 150s .....                             | 8 50  | 8 50  |
| 176s, 250s .....                       | 6 00  | 6 00  |
| Florida, case .....                    | 8 50  | 8 50  |
| Pineapples, crate .....                | 1 00  | 1 00  |
| Watermelons, each .....                | 6 00  | 6 00  |
| Peaches, crate .....                   | 4 00  | 4 00  |
| Plums, crate .....                     | 3 50  | 3 50  |
| Cantaloupes, crate .....               | 2 00  | 2 00  |
| Blueberries, box .....                 | 2 00  | 2 00  |

**Flour Prices May Be Lower**

**Montreal.**  
LOUR.—Since the discontinuing of the control of the Wheat Board there has been much discussion as to the result on the price of new flour. Canadian Grocer is informed by several of the milling companies that it is highly probable that the result will be lower prices in the Fall if the millers are allowed to buy direct from the farmers. The danger is, however, that the farmers will club their grain together and offer it for sale and in that case they could demand higher prices. As the wheat crop promises to be very good this year lower prices on flour are not improbable. The price on the present milling is still under control and there is no change in price.

# ONTARIO MARKETS

**T**ORONTO, July 23.—Grocery markets continue to rule with a firm undertone. All refineries with the exception of St. Lawrence have advanced sugar \$3 per hundred. Syrups and molasses are firm under a quiet demand. Aunt Jemima pancake and buckwheat flour has advanced. It has been intimated that corn flakes will advance about 65 cents per case within the week. Peppers, cloves, allspice, coriander and caraway seeds are lower. Pure mustard is five cents per pound higher. Advances have been registered on cigars, confectionery, salt, cigarette papers and Kitchen Bouquet. Teas are firmer. Sockeye salmon is higher. Vegetables and fruits are lower.

## Sugar Advances \$3.00

Toronto.

**SUGAR.**—All refineries with the exception of St. Lawrence have advanced sugar \$3 per hundred, bringing the price up to \$24.21. The reason for this advance is that refineries are now working on high price raws. The raw sugar market is considerably easier. During the past week the exports of sugar from Cuba have greatly increased, showing a tonnage far in excess of any one week during the past year.

|   |       |
|---|-------|
| St. Lawrence, extra granulated, cwt.....  | 21 21 |
| Atlantic, extra granulated .....          | 24 21 |
| Acadia Sugar Refinery, extra granulated   | 24 21 |
| Dom. Sugar Refinery, extra granulated.... | 24 21 |
| Canada Sugar Refinery, granulated.....    | 24 21 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

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

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

## Molasses and Syrups Strong

Toronto.

**SYRUPS.**—Syrups are ruling firm under a quiet demand.

**MOLASSES.**—The molasses market is strong, but there is a very quiet demand noted. Manufacturers are urging customers to buy now, as later on they are of the opinion that a congestion of freight will be manifest due to the car shortage.

### Corn Syrups—

|                                      |          |
|--------------------------------------|----------|
| Barrels about 700 lbs., yellow       | 0 10 1/2 |
| Half barrels, 1/2c over bbls.: 1/4   |          |
| bbls., 1/2c over bbls.               |          |
| Cases, 2-lb. tins, white, 2 doz.     |          |
| in case .....                        | 7 30     |
| Cases, 5-lb. tins, white, 1 doz.     |          |
| in case .....                        | 3 25     |
| Cases, 10-lb. tins, white, 1/2 doz.  |          |
| in case .....                        | 3 05     |
| Cases, 2-lb. tins, yellow, 2 doz.    |          |
| in case .....                        | 6 70     |
| Cases, 5-lb. tins, yellow, 1 doz.    |          |
| in case .....                        | 7 75     |
| Cases, 10-lb. tins, yellow, 1/2 doz. |          |
| in case .....                        | 7 45     |

### Cane Syrups—

|                                    |      |
|------------------------------------|------|
| Barrels and half barrels, lb....   |      |
| Half barrels, 1/4c over bbls.: 1/4 |      |
| bbls., 1/2c over.                  |      |
| Cases, 2-lb. tins, 2 doz. in case  | 7 00 |

### Molasses—

|                                   |       |
|-----------------------------------|-------|
| Fancy Barbadoes, barrels, gal.    | 1 35  |
| Choice Barbadoes, barrels .....   |       |
| West India, bbls., gal. ....      | 0 54  |
| West India, No. 10, kegs.....     | 6 50  |
| West India, No. 5, kegs.....      | 3 00  |
| Tins, 2-lb., table grade, case 2  |       |
| doz., Barbadoes .....             | 7 75  |
| Tins, 3-lb. table grade, case 2   |       |
| doz., Barbadoes .....             | 10 75 |
| Tins, 5-lb., 1 doz. to case, Bar- |       |
| badoes .....                      | 3 95  |

|                                  |           |
|----------------------------------|-----------|
| Tins, 10-lb., 1/2 doz. to case,  |           |
| Barbadoes .....                  | 8 60      |
| Tins, No. 2, baking grade, case  |           |
| 2 doz. ....                      | 4 20      |
| Tins, No. 3, baking grade, case  |           |
| of 2 doz. ....                   | 5 50      |
| Tins, No. 5, baking grade, case  |           |
| of 1 doz. ....                   | 4 60      |
| Tins, No. 10, baking grade, case |           |
| of 1 1/2 doz. ....               | 4 25      |
| West Indies, 1 1/2s, 48s .....   | 4 60 6 95 |

## Cereals Are Quiet

Toronto.

**CEREALS.**—The cereal market continues firm. Business however is very quiet. Corn meal is now quoted at \$6 per 98-pound bag.

|                                 |          |
|---------------------------------|----------|
| Barley, pearl, 98s .....        | 9 00     |
| Barley, pot, 98s .....          | 7 50     |
| Barley Flour, 98s .....         | 6 25     |
| Buckwheat Flour, 98s .....      | 6 25     |
| Cornmeal, Golden, 98s .....     | 6 00     |
| Do., fancy yellow, 98s .....    | 6 75     |
| Oatmeal, 98s .....              | 7 25     |
| Oat Flour .....                 |          |
| Corn Flour, 98s .....           | 6 75     |
| Rye Flour, 98s .....            | 6 25     |
| Rolled Oats, 90s .....          | 6 50     |
| Rolled Wheat, 100-lb. bbl. .... | 3 80     |
| Cracked wheat, bag .....        | 6 75     |
| Breakfast food, No. 1 .....     | 9 00     |
| Do., No. 2 .....                | 9 00     |
| Rice flour, 100 lbs. ....       | 10 00    |
| Linseed meal, 98s .....         | 6 75     |
| Peas, split, 98s .....          | 0 08 1/2 |
| Blue peas, lb. ....             | 0 10     |
| Marrowfat green peas .....      | 0 11 1/2 |
| Graham Flour, 98s .....         | 7 65     |
| Farina, 98s .....               | 6 20     |

### Single Bag Lots F.o.b. Toronto

## Pancake Flour Higher

Toronto.

**PACKAGE GOODS.**—Package cereals are ruling strong, especially the cooked variety. There is every indication that corn flakes will be advanced, probably around 65 cents per case. Aunt Jemima pancake flour has advanced to \$7.15 per case of 36 packages. Aunt Jemima buckwheat flour, 18s, has advanced to \$4.10 per case.

### PACKAGE GOODS

|                                    |          |
|------------------------------------|----------|
| Rolled Oats, 20s, round, case....  | 6 50     |
| Do., 20s, square, case .....       | 6 50     |
| Do., 36s, case .....               | 4 85     |
| Do., 18s, case .....               | 2 42 1/2 |
| Corn Flakes, 36s, case .....       | 4 15     |
| Porridge Wheat, 36s, regular, case | 6 00     |
| Do., in 6-lb. tin canisters .....  | 6 80     |
| Cooker Package Peas, 36s, case.... | 4 35     |
| Cornstarch, No. 1, lb. cartons.... | 0 14     |
| Do., No. 2, lb. cartons.....       | 0 12 1/2 |
| Laundry starch .....               | 0 12 1/2 |
| Do., in 4-lb. cartons .....        | 0 12 1/2 |
| Do., in 6-lb. tin canisters .....  | 0 16 1/2 |
| Do., in 6-lb. wood boxes .....     | 0 15 1/2 |
| Celluloid Starch, case .....       | 5 50     |
| Potato Flour, in 1-lb. pkgs. ....  | 0 16     |
| Fine oatmeal, 20s .....            | 6 75     |
| Cornmeal, 24s .....                | 4 25     |
| Farina, 24s .....                  | 3 50     |
| Barley, 24s .....                  | 3 50     |
| Wheat flakes, 24s .....            | 6 50     |
| Wheat kernels, 24s .....           | 6 40     |

|                                    |      |
|------------------------------------|------|
| Self-rising pancake flour, 24s.... | 4 10 |
| Buckwheat flour, 24s .....         | 4 10 |
| Two-minute Oat Food, 24s.....      | 3 75 |
| Puffed Wheat, case .....           | 4 60 |
| Puffed Rice, case .....            | 5 70 |
| Health Bran, case .....            | 2 60 |
| F.S. Hominy, gran., case.....      | 4 25 |
| Do., pearl, case .....             | 4 25 |
| Scotch Pearl Barley, case.....     | 3 50 |
| Self-rising Pancake Flour, 30 to   |      |
| case .....                         | 3 60 |
| Do., Buckwheat Flour, 30 to case   | 3 60 |
| Self-rising Pancake Flour, 36 to   |      |
| to case .....                      | 7 15 |
| Do., Buckwheat Flour, 18 to case   | 4 10 |

## Spice Market Easier

Toronto.

**SPICES.**—The spice market generally has developed a weak tone. Peppers, cloves, allspice, coriander and caraway seeds have declined two to five cents per pound. Pure mustard is firm and quotations are up five cents per pound. Manufacturers report business active and that pickling spices are moving freely.

|                                  |      |      |
|----------------------------------|------|------|
| Allspice .....                   | 0 21 | 0 23 |
| Cassia .....                     | 0 35 | 0 40 |
| Cinnamon .....                   | 0 55 |      |
| Cloves .....                     | 0 80 |      |
| Cayenne .....                    | 0 35 | 0 37 |
| Ginger, Cochin .....             | 0 35 |      |
| Do., Jamaica .....               | 0 50 |      |
| Mustard, pure .....              | 0 65 |      |
| Herbs — sage, thyme, parsley,    |      |      |
| mint, savory, Marjoram .....     | 0 40 | 0 70 |
| Pastry .....                     | 0 35 | 0 38 |
| Pickling spices .....            | 0 30 |      |
| Mace .....                       | 0 80 | 0 90 |
| Peppers, black .....             | 0 35 |      |
| Do., white .....                 | 0 45 |      |
| Paprika, lb. ....                | 0 80 | 0 85 |
| Chillies, lb. ....               |      | 0 60 |
| Nutmegs, selects, whole 100s.... |      | 0 55 |
| Do., 80s .....                   |      | 0 65 |
| Do., 64s .....                   |      | 0 75 |
| Do., ground .....                | 0 40 | 0 50 |
| Mustard seed, whole .....        | 0 20 | 0 40 |
| Celery seed, whole .....         |      | 0 75 |
| Coriander seed .....             |      | 0 25 |
| Caraway seed, whole .....        | 0 30 | 0 35 |
| Tumeric .....                    |      | 0 28 |
| Curry Powder .....               | 0 40 | 0 45 |
| Gream of Tartar—                 |      |      |
| French, pure .....               | 0 80 | 0 85 |
| American high-test, bulk .....   | 0 85 | 0 90 |
| 2-oz. packages, doz. ....        | 1 75 |      |
| 4-oz. packages, doz. ....        | 2 75 | 3 00 |
| 8-oz. tins, doz. ....            |      | 6 00 |

The above quotations are for the best quality. Cheaper grades can be purchased for less.

## Salt and Other Lines Higher

Toronto.

**MISCELLANEOUS.**—Sir Haig cigars have advanced to \$50.00 per 1,000. Confectionery has advanced two cents per pound. Ice cream salt has advanced to \$2.25 per bag in the city and \$2.15 in the country. Zig-Zag cigarette papers are up to \$3.50 per box. Kitchen Bouquet is now quoted at \$4.25 per doz. Libby's cases 24 Royal jar sweet mixed pickles are \$5.75 per dozen.

## Teas Show Firmer Tone

Toronto.

**TEAS.**—For several weeks past the market for low grade tea has been very weak. The market is now showing a firmer tone, and although prices are not expected to advance to any extent at the present time, the slumping of the market has been checked, which will have the effect of encouraging trading. High grades continue to rule firm and scarce. Early pickings Japans remain at high prices and show no inclination to recede.

### Ceylons and Indians—

|                            |      |      |
|----------------------------|------|------|
| Pekoes Souchongs .....     | 0 45 | 0 54 |
| Pekoes .....               | 0 52 | 0 60 |
| Broken Pekoes .....        | 0 56 | 0 64 |
| Broken Orange Pekoes ..... | 0 58 | 0 66 |

|  |      |      |
|--|------|------|
| Java—  |      |      |
| Broken Orange Pekoes                                       | 0 58 | 0 65 |
| Broken Pekoes  |      | 0 50 |
| Japans and Chinas—   |      |      |
| Early pickings, Japans                                     | 0 90 | 1 00 |
| Do., seconds   | 0 51 | 0 55 |
| Hyson thirds   | 0 45 | 0 50 |
| Do., pts.  | 0 58 | 0 67 |
| Do., sifted  | 0 67 | 0 72 |
| Above prices give range of quotations to the retail trade. |      |      |

**Coffee Demand is Quiet**

Toronto.  
COFFEES.—There is no change in the market for coffees. Quotations are steady and the demand quiet.

|                           |      |      |
|---------------------------|------|------|
| Java, Private Estate      | 0 51 | 0 58 |
| Java, Old Government, lb. |      |      |
| Bogotas, lb.              | 0 49 | 0 50 |
| Guatemala, lb.            | 0 48 | 0 52 |
| Mexican, lb.              |      | 0 55 |
| Maracaibo, lb.            | 0 47 | 0 48 |
| Jamaica, lb.              | 0 45 | 0 46 |
| Blue Mountain Jamaica     |      | 0 53 |
| Mocha, lb.                |      | 0 55 |
| Rio, lb.                  | 0 35 | 0 37 |

**New Prices on Paper Bags**

Toronto.  
PAPER.—Paper bags recently advanced 50 per cent. The following are now the prices to the trade:

| Size | Light | Heavy | Kraft |
|------|-------|-------|-------|
| ¼    | 1 95  | 2 25  | 3 00  |
| ½    | 2 25  | 2 70  | 3 60  |
| 1    | 2 95  | 3 40  | 4 50  |
| 2    | 3 60  | 4 30  | 5 70  |
| 3    | 4 75  | 5 40  | 7 20  |
| 4    | 5 40  | 6 30  | 8 40  |
| 5    | 6 75  | 7 65  | 10 20 |
| 6    | 8 10  | 9 45  | 12 60 |
| 7    | 9 00  | 10 60 | 14 10 |
| 8    | 10 80 | 12 40 | 16 50 |
| 10   | 12 15 | 14 20 | 18 90 |
| 12   | 14 20 | 16 45 | 21 90 |
| 16   | 17 55 | 20 25 | 27 00 |
| 20   | 21 40 | 24 75 | 33 00 |
| 25   | 23 40 | 27 00 | 36 00 |
| 30   | 25 20 | 29 25 | 39 00 |
| 35   | 29 25 | 33 75 | 45 00 |

**Sockeye Salmon Higher**

Toronto.  
CANNED GOODS.—Canned goods are moving freely at unchanged prices. The best brand of sockeye salmon are now quoted at \$5.25 per dozen for 1s, and \$2.95 per dozen for ½s. Some wholesalers are about cleared up of jams. Strawberry jam, 4s, last year's pack, is quoted as high as \$1.50.

|                              |       |       |
|------------------------------|-------|-------|
| Salmon—                      |       |       |
| Sockeye, 1s, doz.            | 4 95  | 5 25  |
| Sockeye, ½s, doz.            |       | 2 95  |
| Alaska reds, 1s, doz.        | 4 25  | 4 50  |
| Do., ½s                      |       | 2 50  |
| Lobsters, ½-lb., doz.        |       | 6 50  |
| Do., ¼-lb. tins              |       | 3 90  |
| Whale Steak, 1s, flat, doz.  | 1 75  | 1 90  |
| Pickards, 1-lb. tins, doz.   | 1 75  | 2 10  |
| Canned Vegetables—           |       |       |
| Tomatoes, 2½s, doz.          | 1 95  | 2 00  |
| Peas, Standard, doz.         | 2 25  | 2 50  |
| Do., Early June, doz.        |       | 2 40  |
| Do., Sweet Wrinkle, doz.     | 2 50  | 2 70  |
| Beets, 2s, doz.              |       | 1 45  |
| Do., extra sifted, doz.      | 2 77½ | 2 82½ |
| Beans, golden wax, doz.      |       | 2 00  |
| Asparagus tips, doz.         | 4 25  | 4 75  |
| Asparagus butts, 2½s, doz.   |       | 2 50  |
| Canadian corn                | 1 75  | 2 00  |
| Pumpkins, 2½s, doz.          |       | 1 85  |
| Spinach, 2s, doz.            |       | 2 15  |
| Do., 2½s, doz.               | 2 52½ | 2 80  |
| Do., 10s, doz.               |       | 10 00 |
| Pineapples, sliced, 2s, doz. | 4 75  | 5 25  |
| Do., shredded, 2s, doz.      | 4 75  | 5 25  |
| Rhubarb, preserved, 2s, doz. | 2 07½ | 2 10  |
| Do., preserved, 2½s, doz.    | 2 65  | 4 52½ |
| Do., standard, 10s, doz.     |       | 5 00  |
| Apples, gal., doz.           |       | 6 25  |
| Peaches, 2s, doz.            |       | 4 15  |
| Pears, 2s, doz.              | 3 00  | 4 25  |
| Plums, Lombard, 2s, doz.     | 3 10  | 3 25  |
| Do., Green Gage              | 3 25  | 3 40  |
| Cherries, pitted, H. S.      | 4 85  | 4 40  |
| Blueberries, 2s              | 2 25  | 2 40  |
| Strawberries, 2s, H. S.      |       | 5 25  |
| Blueberries, 2s              | 2 35  | 2 45  |
| Jams—                        |       |       |
| Apricots, 4s, each           |       | 1 08  |

|                              |      |      |
|------------------------------|------|------|
| Black Currants, 16 oz., doz. | 5 00 | 5 15 |
| Do., 4s, each                | 1 30 | 1 35 |
| Gooseberry, 4s, each         |      | 1 08 |
| Do., 16 oz., doz.            |      | 4 25 |
| Peach, 4s, each              |      | 1 02 |
| Do., 16 oz., doz.            |      | 4 15 |
| Red Currants, 16 oz., doz.   |      | 4 30 |
| Raspberries, 16 oz., doz.    | 5 05 | 5 20 |
| Do., 4s, each                | 1 35 | 1 40 |
| Strawberries, 16 oz., doz.   | 5 25 | 5 40 |
| Do., 4s, each                | 1 35 | 1 45 |

**Dried Fruits Are Quiet**

Toronto.  
DRIED FRUITS.—There is a quiet demand for dried fruits. Quotations are ruling steady. Currants are easy and quotations are fairly low. Australians are quoted at 18 cents. Raisins are moving under high prices.

|                                      |       |       |
|--------------------------------------|-------|-------|
| Evaporated apples                    |       | 0 21  |
| Apricots, cartons, 11 oz., 48s.      |       | 4 55  |
| Candied Peels, American—             |       |       |
| Lemon                                | 0 44  | 0 46  |
| Orange                               | 0 44  | 0 46  |
| Currants—                            |       |       |
| Greek Filiatras, cases               |       | 0 16¾ |
| Do., Amalias                         |       | 0 18½ |
| Do., Patras                          |       | 0 22  |
| Do., Vostizza                        |       | 0 23½ |
| Australians, 3 Crown, lb.            |       | 0 18  |
| Dates—                               |       |       |
| Excelsior, pkgs., 3 doz. in case     | 5 70  |       |
| Dromedary, 9 doz. in case            | 7 25  |       |
| Fard, per box, 12 to 13 lbs.         | 3 50  |       |
| New Hallowee dates, per lb.          | \$ 18 | 0 23  |
| Figs—                                |       |       |
| Taps-Comarde, lb.                    |       | 0 10  |
| Layer, lb.                           | 0 25  | 0 40  |
| Prunes—                              |       |       |
| 30-40s, 25s                          |       | 0 31  |
| 40-50s, 25s                          | 0 25  | 0 28  |
| 50-60s, 25s                          |       | 0 23½ |
| 60-70s, 25s                          |       | 0 21½ |
| 70-80s, 25s                          |       | 0 18½ |
| 80-90s, 25s                          |       | 0 16½ |
| 90-100s, 25s                         |       | 0 15½ |
| Sunset prunes in 5-lb. cartons, each |       | 1 15  |
| Peaches—                             |       |       |
| Standard, 25-lb. box, peeled         | 0 26½ | 0 28  |
| Choice, 25-lb. box, peeled           | 0 27  | 0 30  |
| Fancy, 25-lb. boxes                  | 0 29  | 0 30  |
| Raisins—                             |       |       |
| California bleached, lb.             |       | 0 27½ |
| Seedless, 15-oz. packets             | 0 29  | 0 30  |
| Seeded, 15-oz. packets               |       | 0 29  |
| Crown Sulcatels, No. 1, 25s.         |       | 0 26  |
| Turkish Sultanas                     |       | 0 26  |
| Thompsons, Seedless                  |       | 0 27½ |
| Valencias                            |       | 0 24½ |

**Nuts Are Unchanged**

Toronto.  
NUTS.—There is practically no demand for nuts in the shell, but with the short crop reported on California almonds, it looks as though almonds might be good stocks at the present quotations. Shelled walnuts show no change. Quotations for spot stocks are still lower than what they can be replaced at.

|                               |       |       |
|-------------------------------|-------|-------|
| Almonds, Tarragouas, lb.      | 0 31  | 0 33  |
| Butternuts, Canadian, lb.     |       | 0 08  |
| Walnuts, Cal., bags, 100 lbs. | 0 40  | 0 45  |
| Walnuts, Bordeaux, lb.        | 0 29  | 0 30  |
| Walnuts, Grenobles, lb.       |       | 0 34  |
| Do., Marbot                   |       | 0 30  |
| Filberts, lb.                 |       | 0 25  |
| Pecans, lb.                   | 0 30  | 0 32  |
| Cocanut, Jamaica, sack        | 10 00 | 0 32  |
| Cocanut, unsweetened, lb.     |       | 0 35  |
| Do., sweetened, lb.           |       | 0 42  |
| Do., shred                    |       | 0 30  |
| Peanuts, Spanish, lb.         |       | 0 26½ |
| Brazil nuts, large, lb.       | 0 32  | 0 33  |
| Mixed nuts, bags 50 lbs.      |       | 0 32  |
| Shelled—                      |       |       |
| Almonds, lb.                  | 0 62  | 0 65  |
| Filberts, lb.                 | 0 43  | 0 45  |
| Walnuts, Bordeaux, lb.        | 0 60  | 0 60  |
| Do., Manchurian               | 0 60  | 0 60  |
| Peanuts, Spanish, lb.         | 0 25  | 0 25  |
| Do., Chinese, 30-32 to oz.    | 0 20  | 0 20  |
| Brazil nuts, lb.              | 0 85  | 0 88  |
| Pecans, lb.                   | 1 10  |       |

**Easier Market for Rice**

Toronto.  
RICE.—The rice market continues easy, although quotations show little

change. High grade Blue Rose is quoted at 20 cents per pound in bag lots and ½ cent higher in broken lots. Siam seconds is quoted at 15 cents per pound.

|                               |      |       |
|-------------------------------|------|-------|
| Honduras, fancy, per 100 lbs. |      |       |
| Blue Rose, lb.                | 0 20 | 0 20½ |
| Siam, fancy, per 100 lbs.     |      |       |
| Siam, second, per 100 lbs.    |      | 15 00 |
| Japans, fancy, per 100 lbs.   |      | 0 18½ |
| Fancy Patna                   |      | 17 00 |
| Chinese, XX., per 100 lbs.    |      |       |
| Do., Simiu                    |      |       |
| Do., Mujin, No. 1             |      |       |
| Tapioca, pearl, per lb.       | 0 11 | 0 12  |
| White Sago                    | 0 11 | 0 12  |

**Potatoes Are Steady**

Toronto.  
VEGETABLES.—Vegetables are arriving freely and quotations are declining. Old potatoes are about cleared up. New potatoes remain steady at \$14.50 per barrel for No. 1 and \$11.00 for graded No. 2. Green peppers are on the market and quoted at 90 cents per 11-quart basket for lot, and \$1.25 for sweet. Wax beans are cheaper. Leamington tomatoes are arriving freely.

|                                     |      |       |
|-------------------------------------|------|-------|
| Lettuce, Can., head, 2 to 3 doz.    | 1 50 | 2 00  |
| Do., leaf, doz.                     | 0 30 | 0 40  |
| Cabbage, Can., large crate          |      | 5 00  |
| Green Onions, doz. bunches          | 0 25 | 0 35  |
| Rhubarb, outdoor, doz.              |      | 0 30  |
| Parsley, domestic, per 11-qt. bask. | 1 00 | 1 50  |
| Cucumbers, Carolina, hamper         |      |       |
| Do., per 11-qt. basket              |      | 3 00  |
| New Carrots, per doz.               |      | 0 60  |
| New Beets, doz. bunches             |      | 0 40  |
| Wax Beans, home grown, bskt.        | 0 75 | 0 35  |
| Radish, doz. bunches                | 0 25 | 0 40  |
| Onions, Texas, crate                |      | 2 25  |
| New Potatoes, Carolina—             |      |       |
| No. 1, per barrel                   |      | 14 50 |
| No. 2, graded, per barrel           |      | 11 00 |
| Tomatoes, 4-bkt. crate              |      | 2 75  |
| Do., hothouse, per lb.              |      | 0 30  |
| Do., Leamington, bkt.               | 2 75 | 3 50  |
| Green Peas, basket                  |      | 0 90  |
| Green Peppers, hot, 11-qt. bskt.    |      | 0 90  |
| Do., sweet, 11-qt. bskt.            |      | 1 25  |

**Fruit Quoted Lower**

Toronto.  
FRUIT.—Delaware apples are now on the market and quoted at \$3.50 to \$4.50 per hamper. Blueberries are arriving freely at \$2.75 to \$3.00 per basket. Cherries are in abundance but quotations remain as last week. Strawberries are over. Raspberries are quoted at 30 cents, but lower prices are expected next week. The first California Bartlett pears are on the market at \$8.00 to \$9.00 per box. Lemons are down 50 cents per case. Oranges are firm at \$7.50 to \$9.00 per case.

|                                  |      |       |
|----------------------------------|------|-------|
| Oranges, Valencias—              |      |       |
| 126s                             |      | 7 50  |
| 150s                             |      | 8 00  |
| 176s, 200s, 216s, 250s           | 8 00 | 9 00  |
| Bananas, Port Limons             |      | 0 10½ |
| Lemons, Cal., 240s               |      | 4 50  |
| Do., Messinas, 300s              |      | 5 75  |
| Do., Verdillia                   |      | 5 50  |
| Grapefruit, California Seedless— |      |       |
| 48s                              |      | 3 50  |
| 64s, 80s                         |      | 4 00  |
| Watermelons, 26-lb. aver., each  | 1 25 | 1 35  |
| Cal. Canteloupes, case, 45s      |      | 7 00  |
| Georgia Peaches, 6-bkt. crates   |      | 5 90  |
| Plums, Cal., box                 |      | 4 00  |
| Canadian Cherries—               |      |       |
| Sour, 11s                        | 1 25 | 1 50  |
| Do., 6s                          | 0 75 | 0 90  |
| Sweet, 6s                        | 0 85 | 1 25  |
| Do., 11s                         | 1 50 | 2 50  |
| Gooseberries, 6s                 | 0 75 | 1 25  |
| Do., 11s                         | 1 50 | 2 00  |
| Raspberries                      |      | 0 30  |
| Blueberries, bskt.               | 2 75 | 3 00  |
| Red Currants, 11s                |      | 1 50  |
| Do., 6s                          |      | 0 75  |
| Black Currants, 11s              |      | 3 50  |
| Do., 6s                          |      | 1 75  |
| Apples, transparent hampers      |      | 4 50  |
| Do., Astrachans, hampers         |      | 3 50  |
| Pears, Cal. Bartlett's, box      | 8 00 | 9 00  |

**Flour Mills Are Busy**

**Toronto.**  
**FLOUR.**—The flour market is steady and the mills are still busy on export orders. Some millers are of the opinion now that the Wheat Board will not control the 1920 crop, will have the effect of advancing prices. Others state that

having an open market for wheat will tend toward better business, and that prices will all depend on the supply and demand.

|   |       |
|---|-------|
| Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags ..... | 13 70 |
| Manitoba, spring wheat flour, in jute bags, per barrel .....                                | 15 15 |

**WINNIPEG MARKETS**

**W**INNIPEG, July 23.—Sugar supplies are plentiful in the Western Provinces. The molasses market is firm. Starches and package cereals are steady. There has been a steady demand for dried fruits, due probably to the prevailing cool weather. Spot stocks of canned goods are becoming cleaned up, with a scarcity noted on peas and tomatoes. The tea market is firm with fine qualities reported scarce. Coffees are quiet. Shelled nuts are unsettled. Fresh fruits and vegetables are arriving freely and a good demand noted.

**Sugar Supply is Plentiful**

**Winnipeg.**  
**SUGAR.**—Sugar has advanced \$3 per cwt. The New York raw sugar market remains firm and it has been reported that the demand for fine sugar has improved. Up to date the jobbers have been able to take care of all orders received. The refineries have secured export permits, which possibly in the future means reduced supplies for Canada. The Canadian prices on refined remains unchanged.

|   |       |
|---|-------|
| Redpath, granulated, 100-lb. bag .....      | 25 05 |
| St. Lawrence granulated, 100-lb. bag .....  | 25 05 |
| Atlantic, granulated, 100-lb. bag .....     | 25 05 |
| Dominion granulated, 100-lb. bag .....      | 25 05 |
| Acadia, granulated, 100-lb. bag .....       | 25 05 |
| Yellow Sugar, No. 2, 100-lb. bags .....     | 21 55 |
| Powdered Sugar, 50-lb. boxes, per cwt. .... | 22 60 |
| Leing Sugar, 50-lb. boxes, per cwt. ....    | 22 70 |
| Lump Sugar, soft, 100-lb. boxes. ....       | 22 80 |
| Do., hard, 100-lb. boxes, per box .....     | 23 00 |
| Cubes, 100-lb. boxes, per box .....         | 22 70 |

**Molasses is Very Firm**

**Winnipeg.**  
**MOLASSES.**—Molasses is reported to be very firm on account of the steady demand. Supplies, however, are coming through slowly. Syrups remain firm and there is a shortage reported on cane syrup.

**CANE SYRUPS—**

|                                     |       |
|-------------------------------------|-------|
| 8-lb. tins, 2 doz. in case .....    | 9 40  |
| 5-lb. tins, 1 doz. in case .....    | 11 25 |
| 10-lb. tins, 1/2 doz. in case ..... | 10 75 |
| 20-lb. tins, 1/4 doz. in case ..... | 10 50 |

**CORN SYRUP—**

|  |      |
|--|------|
| Cases, 2 lb. tins, white, 2 doz. in case .....     | 7 60 |
| Cases, 5 lb. tins, white, 1 doz. in case .....     | 8 70 |
| Cases, 10 lb. tins, white, 1/2 doz. in case .....  | 8 45 |
| Cases, 20 lb. tins, white, 1/4 doz. in case .....  | 8 45 |
| Cases, 2 lb. tins, yellow, 2 doz. in case .....    | 7 00 |
| Cases, 5 lb. tins, yellow, 1 doz. in case .....    | 8 10 |
| Cases, 10 lb. tins, yellow, 1/2 doz. in case ..... | 7 85 |
| Cases, 20 lb. tins, yellow, 1/4 doz. in case ..... | 7 85 |

**MAPLE SYRUP—**

|                                       |       |
|---------------------------------------|-------|
| Pure, 2 1/2 tins, case of 2 doz. .... | 26 90 |
| Pure, 5s, per case of 1 doz. ....     | 24 50 |
| Pure, 10s, per case of 1/2 doz. ....  | 23 25 |

**TABLE SYRUP—**

|   |       |
|---|-------|
| Maple flavor, 2 1/2 tins, per case of 3 doz. .... | 15 75 |
| Do., 2s, tins, per case of 1 doz. ....            | 12 00 |
| Do., 1s, tins, case of 1/2 doz. ....              | 11 50 |

Above subject to a discount of 10 per cent.

**MOLASSES, BARBADOES—**

|                                  |       |
|----------------------------------|-------|
| 2-lb. tins, 2 doz. case .....    | 8 75  |
| 3-lb. tins, 2 doz. case .....    | 12 35 |
| 5-lb. tins, 1 doz. case .....    | 10 00 |
| 10-lb. tins, 1/2 doz. case ..... | 9 70  |

**MOLASSES, BLACKSTRAP—**

|                              |      |
|------------------------------|------|
| 1 1/2s, 4 doz. in case ..... | 5 10 |
| 2s, 4 doz. in case .....     | 4 70 |
| 2 1/2s, 4 doz. in case ..... | 4 40 |
| 3s, 4 doz. in case .....     | 4 40 |
| 10s, 4 doz. in case .....    | 4 35 |

**Starches Remain Firm**

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

|                                       |          |
|---------------------------------------|----------|
| Cornstarch, 1-lb. pkgs., per lb. .... | 0 12 1/2 |
| Do., No. 1 quality, 1-lb. pkgs. ....  | 0 14     |
| Gloss, 1-lb. pkg., per lb. ....       | 0 14 1/2 |
| Celluloid, 1-lb. pkg., per case ..... | 5 65     |

**Package Cereals Are Steady**

**Winnipeg.**  
**PACKAGE GOODS.**—There has been a steady demand for all package cereals and every indication of a falling off of rolled oats.

**PACKAGE CEREALS**

|   |      |      |
|---|------|------|
| Rolled oats, 20s, round cartons. ....   | 6 00 | 6 50 |
| Do., 86s, case, square pkts. ....       | 4 85 |      |
| Do., 18s, case .....                    | 2 40 |      |
| Corn Flakes, 36s, case .....            | 3 60 | 4 00 |
| Cornmeal, 2 doz. case, per case .....   | 4 00 |      |
| Puffed Wheat, 3 doz. case, case .....   | 4 60 |      |
| Puffed Rice, 3 doz. case, case .....    | 6 70 |      |
| Cream of Wheat, 3 doz. case, case ..... | 9 00 |      |
| Grape Nuts, 2 doz. case, per case ..... | 3 83 |      |
| Package Peas, 3 doz. case, case .....   | 3 75 |      |

**BULK CEREALS**

|  |          |
|--|----------|
| Rolled Oats, 80s, per bag .....                      | 5 85     |
| Do., 40s, per bag .....                              | 3 01     |
| Do., 20s, per bag .....                              | 1 56     |
| Do., 10-s, per bale .....                            | 6 85     |
| Do., 15-6s, per bale .....                           | 7 70     |
| Oatmeal, 98s, gran. or stand, bag .....              | 6 60     |
| Wheat Granules, 98s, per bag .....                   | 8 60     |
| Do., 16-6s, per bale .....                           | 9 50     |
| Peas, whole, green, 100-lb. bag, bush. ....          | 6 00     |
| Do., split, yellow, 98s, per bag .....               | 9 00     |
| Do., split, yellow, 49s, per bag .....               | 4 60     |
| Beans, fancy, hand picked, 100-lb. bag, bushel ..... | 5 30     |
| Do., Lima, 100-lb. bag, per lb. ....                 | 0 15 1/2 |
| Barley Pot 98s, per bag .....                        | 6 60     |
| Do., pearl, 98s, per bag .....                       | 3 60     |
| Cornmeal, 98s, per bag .....                         | 6 25     |
| Do., 24s, per bag .....                              | 1 62     |
| Do., 10-10s, per bale .....                          | 6 35     |
| Buckwheat grits, whole, 98-lb. bags, per bag .....   | 11 00    |

**Dried Fruits Are Steady**

**Winnipeg.**  
**DRIED FRUITS.**—There has been a steady demand for dried fruits on ac-

count of the cool weather, which has been responsible for keeping dried fruits in excellent condition. Several California packers have named their opening prices on raisins, which show an increase of five to seven cents a pound over last year's opening prices. The new opening prices have not been named on prunes as yet. It is expected that prices will be named in the early part of August. Spot prunes are certainly the best buy in the market at present. The car situation has caused considerable alarm owing to the prediction of the railroad companies that they will not have sufficient cars to handle the fresh fruit. In view of this statement the outlook for dried fruit shipments is anything but optimistic and the buyers are taking advantage of August shipment on freshly packed spot prunes will more than reap the harvest of the early demand.

**DRIED FRUIT**

|   |          |
|---|----------|
| Evaporated Apples, per lb. ....                                 | 0 20     |
| Currants, 90-lb., per lb. ....                                  | 0 21     |
| Do., 8 oz. pkgs., 6 doz. case, lb. ....                         | 0 17     |
| Dates, Halloweek, bulk, lb. ....                                | 0 23     |
| Do., Tunis, bulk, lb. ....                                      | 0 26     |
| Do., Package, 8 doz. case, lb. ....                             | 0 17     |
| Figs, Spanish, per lb. ....                                     | 0 16 1/2 |
| Do., Smyrna, per lb. ....                                       | 0 23     |
| Do., black, cartons, per carton .....                           | 0 80     |
| Loganberries, 4 doz. case, pkt. ....                            | 0 35     |
| Peaches, standard, per lb. ....                                 | 0 29     |
| Do., choice, per lb. ....                                       | 0 27 1/2 |
| Do., fancy, per lb. ....  | 0 32     |
| Do., Cal., in cartons, per carton .....                         | 1 56     |
| Do., unpitted, per lb. ....                                     | 0 24     |
| Pears, extra choice, per lb. ....                               | 0 30     |
| Do., Cal., cartons, per carton .....                            | 1 75     |
| Prunes—   |          |
| 30-40s, 25s, per lb. ....                                       | 0 32     |
| 40-50s, 25s, per lb. ....                                       | 0 27     |
| 50-60s, 25s, per lb. ....                                       | 0 21     |
| 60-70s, 25s, per lb. ....                                       | 0 18 1/2 |
| 70-80s, 25s, per lb. ....                                       | 0 17     |
| 80-90s, 25s, per lb. ....                                       | 0 17     |
| 90-100s, 25s, per lb. ....                                      | 0 16 1/2 |
| In 5-lb. cartons, per carton .....                              | 1 80     |
| Raisins—  |          |
| Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg. .... | 0 24     |
| Choice seeded, 15 oz., 3 doz. to case, per pkg. ....            | 0 23     |
| Fancy seeded, 11 oz., 4 doz. to case, per pkg. ....             | 0 21     |
| Choice seeded, 11 oz., 4 doz. to case, per pkg. ....            | 0 19     |
| Cal., bulk, seeded, 25-lb. boxes .....                          | 0 25 1/2 |
| Do., pkt. seedless, 11 oz., 3 doz. to case, per lb. ....        | 0 21     |
| Do., bulk, seedless, 25-lb. boxes, per lb. ....                 | 0 23     |

**Canned Goods Firm**

**Winnipeg.**  
**CANNED GOODS.**—Spot stocks of canned vegetables are very bare at the present time. Several lines, such as peas and tomatoes, are reported very scarce. The prices are well maintained.

**CANNED FISH**

|  |       |          |
|--|-------|----------|
| Shrimps, 1s, 4 doz. case, doz. ....          | 2 70  | 2 75     |
| Finnan Haddie, 1s, 4 doz. case. ....         | 9 35  | 12 00    |
| Do., 1/2s, 8 doz. case, case .....           | 10 50 | 13 00    |
| Herring (Can.), 1s, 4 doz. case, cs .....    | 7 25  | 9 00     |
| Do., imported, 1/2s, 100 doz. case .....     | 30 00 | 32 50    |
| Lobsters, 1/4s, 8 doz. case, doz. ....       | 3 35  |          |
| Do., 1/2s, 4 doz. case, doz. ....            | 6 00  |          |
| Oyster, 1s, 4 oz., 4 doz. case, cs .....     | 8 60  |          |
| Do., 2s, 9 oz., 2 doz. case, case .....      | 7 60  |          |
| Pilchards, 1s, tall, 4 doz. case, case ..... | 7 50  |          |
| Do., 1/2s, flat, 8 doz. case, case .....     | 10 00 |          |
| Salmon—                                      |       | per case |
| Sockeye, 1s, tall, 4 doz. case .....         | 18 50 |          |
| Do., 1/2s, flat, 8 doz. in case .....        | 20 75 |          |
| Red Spring, 1s, tall, 4 doz. case .....      | 15 75 |          |
| Do., 1/2s, flat, 8 doz. case .....           | 17 75 |          |
| Cohoe, 1s, tall, 4 doz. case .....           | 14 50 |          |
| Do., 1/2s, flat, 8 doz. case .....           | 16 50 |          |
| Pink, 1s, tall, 4 doz. case .....            | 10 40 |          |
| Do., 1/2s, flat, 8 doz. case .....           | 12 25 |          |
| Humpback, 1s, tall, 4 doz. case .....        | 8 50  |          |

**CANNED FRUIT (Canadian)**

|  |      |      |
|--|------|------|
| Apples, 6 tins in case, per case ..... | 3 40 | 3 95 |
|--|------|------|

|   |       |
|---|-------|
| Blueberries, 2s, 2 doz. case.....       | ..... |
| Cherries, 1s, 4 doz. case.....          | 11 00 |
| Gooseberries, 2s, 2 doz. case.....      | 9 50  |
| Lawtonberries, 2s, 2 doz. case.....     | 9 50  |
| Peaches, 2s, 2 doz. case.....           | 8 50  |
| Pears, 2s, 2 doz. case.....             | 6 50  |
| Plums, Green Gage, 2s, 2 doz. case..... | 6 15  |
| Light Syrup—                            |       |
| Plums, Lombard, 2s, 2 doz. case.....    | 5 75  |
| Raspberries, 2s, 2 doz. case.....       | 9 50  |
| Strawberries, 2s, 2 doz. case.....      | 10 50 |

|   |       |
|---|-------|
| CANNED FRUITS (American)                |       |
| Apricots, 1s, 4 doz. case.....          | 13 00 |
| Peaches, 2 1/2s, 2 doz. case.....       | 18 20 |
| Peaches, sliced, 1s, 4 doz. case.....   | 14 00 |
| Do., halved, 1s, 4 doz. case.....       | 13 85 |
| Pears, 1s, 4 doz. case.....             | 16 00 |
| Pineapple, sliced, 2s, 2 doz. case..... | ..... |

|  |      |
|--|------|
| CANNED VEGETABLES                                  |      |
| Per case   |      |
| Asparagus Tips, 1s, tins, 4 doz case, per doz..... | 2 75 |
| Pears, Garden Wax, 2s, 2 doz. case.....            | 4 75 |
| Beans, Refugee, 2s, 2 doz. case.....               | 4 50 |
| Corn, 2s, 2 doz. case.....                         | 4 20 |
| Peas, Standard, 2s, 2 doz. case.....               | 4 25 |
| Peas, Early June, 2s, 2 doz. case.....             | 4 85 |
| Sweet Potatoes, 2 1/2s, 2 doz. case.....           | 6 40 |
| Pumpkin, 2 1/2s, 2 doz. case.....                  | 3 00 |
| Sauer Kraut, 2 1/2s, 2 doz. case.....              | 4 90 |
| Spaghetti, 2 1/2s, 2 doz. case.....                | 5 40 |
| Spinach, 2 1/2s, 2 doz. case.....                  | 5 70 |
| Tomatoes, 2 1/2s, 2 doz. case.....                 | 4 20 |
| Do., 2s, 2 doz. case.....                          | 3 50 |

**Tea Market Firm**

Winnipeg. TEA.—There is practically no change in the tea market. Fine and good quality tea is reported scarce and very high.

|                                      |           |
|--------------------------------------|-----------|
| INDIA AND CEYLON—                    |           |
| Pekoe Souchongs, first quality.....  | 0 48 0 50 |
| Do., second quality.....             | 0 44 0 45 |
| Pekoes, first quality.....           | 0 49 0 53 |
| Do., second quality.....             | 0 45 0 47 |
| Broken Pekoe, first quality.....     | 0 52 0 60 |
| Broken Orange Pekoe, first qual..... | 0 58 0 68 |
| Japan.....                           | 0 52 0 60 |
| JAVAS—                               |           |
| Pekoe Souchongs.....                 | 0 45 0 47 |
| Pekoe.....                           | 0 46 0 48 |
| Broken Pekoe.....                    | 0 47 0 50 |
| Broken Orange Pekoe.....             | 0 48 0 51 |

**Coffee Market Quiet**

Winnipeg. COFFEE.—The coffee market is reported very quiet and Rio has weakened from two to two and a half cents a pound. Santos has also declined about two cents a pound, but these declines are somewhat offset by the exchange situation. Mild coffee remains firm. These declines in prices will not affect our local market for some time.

|                                     |      |
|-------------------------------------|------|
| COFFEES—                            |      |
| Santos, roasted, best grade.....    | 0 45 |
| Bourbon, roasted, best grade.....   | 0 46 |
| Jamaica, roasted, best grade.....   | 0 52 |
| Mexican, roasted, best grade.....   | 0 54 |
| Maracaibo, roasted, best grade..... | 0 52 |
| Bogotas, roasted, best grade.....   | 0 56 |
| Rio, roasted, best grade.....       | 0 32 |

**Spices Remain Firm**

Winnipeg. SPICES.—Black pepper and cloves are slightly easier. All other lines of spice remain very firm, while Jamaica ginger prices are very high.

|  |      |
|--|------|
| WHOLE SPICE                                      |      |
| Allspice, Jamaica, best quality, lb.....         | 0 23 |
| Cassia, Satavia, per lb.....                     | 0 35 |
| Do., China, per lb.....                          | 0 25 |
| Chillies, per lb.....                            | 0 55 |
| Do., No. 1, per lb.....                          | 0 53 |
| Cinnamon, Ceylon, per lb.....                    | 0 85 |
| Do., No. 16, carton, doz.....                    | 1 00 |
| Cloves, Penang, per lb.....                      | 0 95 |
| Do., Amboyna, per lb.....                        | 0 90 |
| Do., Zanzibar, per lb.....                       | 0 85 |
| Ginger, washed, Jamaica, No. 1.....              | 0 66 |
| Do., Jamaica No. 2.....                          | 0 40 |
| Do., Japan or Africa, lb.....                    | 0 80 |
| Mace, extra bright Penang, lb.....               | 0 80 |
| Nutmegs, ex. large brown, 70 to lb., per lb..... | 0 70 |
| Do., large brown, 85 to lb., lb.....             | 0 65 |
| Do., med. brown, 110 to lb., lb.....             | 0 55 |
| Do., carton of six, per doz.....                 | 0 80 |

|                                       |      |
|---------------------------------------|------|
| Pepper, black, Singapore ex., lb..... | 0 86 |
| Do., white, do., per lb.....          | 0 50 |
| Pickling, 1/4-lb. pkg., per doz.....  | 1 00 |
| Do., bulk, No. 1, per lb.....         | 0 28 |
| Do., No. 2, per lb.....               | 0 25 |

|  |      |
|--|------|
| GROUND SPICE.                            |      |
| Allspice, bulk, per lb.....              | 0 25 |
| Do., 2 oz. cartons.....                  | 0 30 |
| Do., 4 oz. cartons.....                  | 1 20 |
| Cassia, No. 1, bulk, per lb.....         | 0 35 |
| Do., No. 2, bulk, per lb.....            | 0 30 |
| Do., No. 1, 2 oz. cartons.....           | 1 00 |
| Do., No. 1, 4 oz. cartons.....           | 1 50 |
| Cinnamon, bulk, per lb.....              | 0 45 |
| Do., 2 oz. cartons.....                  | 1 16 |
| Do., 4 oz. cartons.....                  | 1 75 |
| Cloves, bulk, per lb.....                | 0 90 |
| Do., 2 oz. cartons.....                  | 1 70 |
| Do., 4 oz. cartons.....                  | 2 75 |
| Cayenne, No. 1, bulk, per lb.....        | 0 40 |
| Do., No. 1, 2 oz. cartons.....           | 1 10 |
| Do., No. 1, 4 oz. cartons.....           | 1 65 |
| Ginger, No. 1, bulk, per lb.....         | 0 58 |
| Do., No. 1, 2 oz. cartons.....           | 1 25 |
| Do., No. 1, 4 oz. cartons.....           | 1 95 |
| Do., No. 2, bulk, per lb.....            | 0 40 |
| Mace, No. 1, bulk, per lb.....           | 0 85 |
| Do., No. 1, 2oz. cartons.....            | 1 65 |
| Do., No. 1, 4 oz. cartons.....           | 2 70 |
| Nutmeg, No. 1, bulk, per lb.....         | 0 50 |
| Do., No. 1, 2 oz. cartons.....           | 1 25 |
| Do., No. 1, 4 oz. cartons.....           | 1 85 |
| Pastry spice, No. 1, bulk, per lb.....   | 0 40 |
| Do., No. 1, 2 oz. cartons.....           | 1 20 |
| Do., No. 1, 4 oz. cartons.....           | 1 80 |
| Pickling spice, No. 1, bulk, per lb..... | 0 38 |
| White Pepper, No. 1, bulk, per lb.....   | 0 49 |
| Do., No. 2, Singapore, per lb.....       | 0 47 |
| Black pepper, No. 1, bulk, per lb.....   | 0 35 |
| White pepper, No. 1, 2 oz. cartons.....  | 1 20 |
| Do., No. 1, 4 oz. cartons.....           | 1 95 |
| Black pepper, No. 1, 2 oz. cartons.....  | 0 95 |
| Do., No. 1, 4 oz. cartons.....           | 1 60 |

**Rice and Sago Plentiful**

Winnipeg. RICE.—The rice and sago market is reported more plentiful. The market has shown considerable weakness and these commodities are being offered to the trade very freely.

|  |               |
|--|---------------|
| RICE—  |               |
| No. 1 Japan, 100-lb. sacks, lb.....          | 0 15 1/2      |
| Do., 50-lb. sacks, lb.....                   | 0 15 1/2      |
| Siam, Elephant, 100-lb. bags.....            | 0 13 1/2      |
| Do., 50-lb. bags, lb.....                    | 0 13 1/2      |
| Sago, sack lots, 150 to 150 lbs, per lb..... | 0 12          |
| Do., in less quantities, lb.....             | 0 12 1/2      |
| Tapioca, pearl, per lb.....                  | 0 12 0 12 1/2 |

**Strawberry Jam Higher**

Winnipeg. JAM.—Several California packers have named their opening prices on strawberry jam. The samples representing the new pack show up to very good advantage and high quality is maintained.

|  |           |
|--|-----------|
| Jams, Pure—                              |           |
| Per tin                                  |           |
| Strawberry, 4s, 12 tins to case.....     | 1 35 1 50 |
| Raspberry, 4s, 12 tins to case.....      | 1 20 1 35 |
| Black Currants, 4s, 12 tins to case..... | 1 20 1 35 |
| Blended—                                 |           |
| Strawberries, 4s, 12 tins to case.....   | 0 85 0 95 |
| Raspberries, 4s, 12 tins to case.....    | 0 85 0 95 |

**Almond Market Still Weak**

Winnipeg. NUTS.—The almond market is reported very weak. Bordeaux walnuts are in much stronger position and the forecast for the fall delivery would indicate still further advances. Brazils are quoted very high, which naturally has affected the sales considerably when compared with other years. The peanut market is exceptionally quiet, the demand

|                                      |           |
|--------------------------------------|-----------|
| NUTS, Shelled—                       |           |
| Almonds, per lb.....                 | 0 63 0 66 |
| Spanish Peanuts, No. 1, per lb.....  | 0 24 1/2  |
| Pecans, per lb.....                  | 1 15      |
| Walnuts, per lb.....                 | 0 64 0 65 |
| Nuts in shell—                       |           |
| Peanuts, roasted, Jumbo, per lb..... | 0 25      |
| Almonds, per lb.....                 | 0 35      |
| Filberts, per lb.....                | 0 60      |
| Walnuts, per lb.....                 | 0 25 0 35 |
| Pecans, per lb.....                  | 0 32      |

**Fresh Fruits in Good Demand**

Winnipeg. FRESH FRUITS.—Good supplies of British Columbia strawberries as well as raspberries are arriving daily and the quality is exceptionally good. Prices remain high. California peaches, plums, pears are very high, while a scarcity of the crop is noticed. Royal Ann cherries and bings are arriving and are being offered to the trade at five and six dollars a case. Bananas are still very scarce, while during the past week lemons declined about fifty cents a case. Oranges advanced a dollar a case this week.

|  |           |
|--|-----------|
| FRUITS—                                |           |
| Lemons, Cal., per case.....            | 6 50 7 50 |
| Bananas, per lb.....                   | 0 14      |
| Strawberries, 24 pts.....              | 7 00 7 50 |
| Peaches, Cal., case.....               | 3 50      |
| Plums, per case.....                   | 4 50 5 00 |
| Cantaloupe, Stand., 45s, per case..... | 8 50      |
| Do., flats, 12s to 15s, per case.....  | 4 00      |
| Watermelon, per lb.....                | 0 06 0 07 |
| Cocoonuts, per doz.....                | 1 75      |
| Dates, 36 pkgs. to case.....           | 7 25      |
| Figs, per case.....                    | 4 00      |
| Do., 10-lb. boxes.....                 | 3 50      |
| Oranges—                               |           |
| 200s and smaller.....                  | 10 50     |
| 176s.....                              | 9 50      |
| 150s.....                              | 9 00      |
| 126s.....                              | 8 50      |
| Cherries, boxes.....                   | 7 50      |
| Do., B.C., Royal Ann, 24 to case.....  | 5 00      |
| Do., B.C. Bings, 24 to case.....       | 6 00      |
| New Apples, per box.....               | 5 50      |
| Pears, case.....                       | 10 00     |

**Local Vegetables in Demand**

Winnipeg. VEGETABLES.—Shipments of tomatoes from Ontario are arriving and are being offered at \$4.50 a basket. Local vegetables are very much in demand and the supply is very good. B.C. celery is being offered to the trade at thirteen to fourteen cents a pound.

|   |               |
|---|---------------|
| VEGETABLES                                |               |
| Carrots, new, per lb.....                 | 0 06          |
| Beets, new, per lb.....                   | 0 06          |
| Turnips, new, per lb.....                 | 0 06          |
| Head Lettuce (Cal.), per doz.....         | 1 75          |
| Leaf Lettuce, per doz.....                | 0 65          |
| Radish, per doz.....                      | 0 65          |
| Green Onions, per doz.....                | 0 60          |
| Cucumbers (hothouse), per doz.....        | 3 50          |
| Cabbage (new), per lb.....                | 0 07          |
| Potatoes (new), per lb.....               | 0 10          |
| Onions (Cal. Bermuda sack), per sack..... | 6 00          |
| Peas, per lb.....                         | 0 15          |
| Cauliflower, per doz.....                 | 4 00          |
| Celery (B.C.), per lb.....                | 0 14          |
| Zalmanzo Celery, per doz.....             | 1 10          |
| Rhubarb, per lb.....                      | 0 02 0 02 1/2 |
| Tomatoes, per case.....                   | 4 00          |
| Do., B.C. hothouse, per case.....         | 7 60          |

**CAL. PACKING CORP. EMPLOYEES' OUTING**

Each year the employees of the Rio Vista plant of the California Packing Corporation gather to celebrate the closing of the asparagus season. This year the celebration and festival was attended by the executives of the corporation as well as the employees—representing almost every nationality in the world. The program of Portuguese, Syrian, Bohemian and Scotch songs, and Russian, Dutch, Armenian and Spanish dances, will give some idea of the many nationalities gathered to celebrate the end of a successful season for themselves and for their employer.

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Nova Scotia Markets FROM HALIFAX, BY WIRE

Halifax, N.S., July 22.—The only advance of note in wholesale circles is sugar, which has taken a sharp increase of \$3 on the 100 pounds, raising standard granulated from \$21.10 to \$24.10, and No. 1 yellow from \$20.60 to \$23.60. This increase will necessitate the retailers selling it at 26 to 27 cents per pound. The fruit and produce houses report income of fresh and staple lines steady, both domestic and imported among which are watermelons ranging in price from \$1.50 to \$1.75 each. American apples are selling at \$5 per box. Carrots, turnips and beets in bunches are selling at \$1 per dozen bunches. Business in general remains comparatively quiet.

|                                    |          |
|------------------------------------|----------|
| Flour, No. 1 patents, bbl., Man... | 16 50    |
| Cornmeal, bags                     | 5 25     |
| Rolled Oats, per bag               | 7 25     |
| Rice, Siam, per 100 lbs.           | 15 75    |
| Tapioca, 100 lbs.                  | 17 00    |
| Molasses (extra fancy Barbadoes)   | 1 75     |
| Sugar, standard, granulated        | 24 10    |
| Do., No. 1, yellow                 | 23 60    |
| Cheese, Ont., twins                | 0 32     |
| Eggs, fresh, doz.                  | 0 53     |
| Lard, compound                     | 0 29     |
| Lard, pure, lb.                    | 0 31     |
| American clear pork, per bbl.      | 50 00    |
| Tomatoes, 2 1/2s, standard, doz.   | 2 28     |
| Breakfast bacon                    | 0 48     |
| Hams, aver. 9-12 lbs.              | 0 43     |
| Do., aver. 12-18 lbs.              | 0 43     |
| Do., aver. 18-25 lbs.              | 0 41     |
| Roll bacon                         | 0 35     |
| Butter, creamery, per lb.          | 0 60     |
| Do., dairy, per lb.                | 0 52     |
| Do., tubs                          | 0 50     |
| Raspberries, 2s, Ont., doz.        | 4 90     |
| Peaches, 2s, standard, doz.        | 4 50     |
| Corn, 2s, standard, doz.           | 2 00     |
| Peas, standard, doz.               | 2 15     |
| Apples, gal., N.S., doz.           | 5 00     |
| Strawberries, 2s, Ont., doz.       | 4 90     |
| Salmon, Red Spring, flats, cases   |          |
| Do., Pinks                         | 11 00    |
| Do., Cohoes                        | 16 00    |
| Do., Chums                         | 8 00     |
| Evaporated Apples, per lb.         | 0 21     |
| Dried Peaches, per lb.             | 0 29     |
| Potatoes, Natives, per 90-lb. bag  | 5 50     |
| Beans, white                       | 5 00     |
| Do., Yellow Eye                    | 7 50     |
| Lemons, Cal., case                 | 6 50     |
| Grapefruit, Cal., case             | 5 00     |
| Bananas, per lb.                   | 0 10     |
| Oats, per bush.                    | 1 68 1/2 |

## New Brunswick Markets FROM ST. JOHN, BY WIRE.

St. John, N.B., July 22.—Sugar advanced \$3 per hundred, bringing granulated up to \$24.10, and yellow up to \$23.60. There are limited stocks of

sugar on hand. Molasses is easier at present, but an advance is expected. Ordinary cornmeal has shown a slight decline, bringing the price down to \$5.10. Compound lard is lower, now quoted at 27 to 27 1/2 cents per pound. Eggs are higher, fresh quoted at 55 to 60, and case at 50 to 52 cents per dozen. New potatoes are arriving better and quoted at \$4 to \$4.50 per bushel. Stocks of old potatoes are about over. Strawberries are about ended.

|                                   |          |
|-----------------------------------|----------|
| Flour, No. 1 patents, bbls., Man. | 16 60    |
| Cornmeal, gran., bags             | 6 75     |
| Cornmeal, ordinary                | 5 10     |
| Rolled oats                       | 14 00    |
| Rice, Siam, per 100 lbs.          | 15 50    |
| Tapioca, 100 lbs.                 | 18 50    |
| Molasses                          | 1 70     |
| Sugar—                            |          |
| Standard, granulated              | 24 10    |
| No. 1 yellow                      | 23 60    |
| Cheese, N.B.                      | 0 32 1/2 |
| Eggs, fresh, doz.                 | 0 55     |
| Do., case                         | 0 50     |
| Lard, pure, lb.                   | 0 29 1/2 |
| Do., compound                     | 0 27     |
| American, clear pork              | 51 00    |
| Tomatoes, 2 1/2s, standard case   | 4 25     |
| Beef, corned, 1s                  | 4 00     |
| Breakfast bacon                   | 0 43     |
| Butter, creamery, per lb.         | 0 57     |
| Do., dairy, per lb.               | 0 53     |
| Do., tub                          | 0 48     |
| Raspberries, 2s, Ont., case       | 4 00     |
| Peaches, 2s, standard, case       | 7 45     |
| Corn, 2s, standard, case          | 3 80     |
| Peas, standard, case              | 4 15     |
| Apples, gal., N.B., doz.          | 5 00     |
| Strawberries, 2s, Ont., case      |          |
| Salmon, Red Spring, flats, cases  |          |
| Do., Pinks                        | 9 50     |
| Do., Cohoes                       | 15 00    |
| Do., Chums                        | 7 50     |
| Evaporated Apples, per lb.        | 0 21     |
| Do., Peaches, per lb.             | 0 27 1/2 |
| Potatoes, Natives, per bushel     | 4 00     |
| Lemons, Cal., case                | 7 00     |
| Grapefruit, Cal., case            | 8 00     |
| Bananas, per lb.                  | 0 10     |

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 22.—Australian cleaned currants are offered at 22 cents and Grecian to arrive at 19 cents. Tapioca is easier, now selling at 11 1/2 cents per pound. Sago is also lower, now quoted at 11 to 12 cents per pound. Ontario cheese is up one cent per pound. Lard is easier. Dairy butter has advanced two to five cents per pound, bringing the prices up to 40 to 42 cents. Egg supplies are short of requirements. Further advances have been recorded on paper bags, wrapping paper and toilet paper. Lemons are very scarce this week. Raspberries are \$6 and strawberries are about over.

|                      |       |
|----------------------|-------|
| Flour, 96s, per bbl. | 14 60 |
| Beans, B.C.          | 8 40  |
| Rolled oats, 80s     | 5 80  |
| Rice, Siam           | 13 00 |

|                                   |          |          |
|-----------------------------------|----------|----------|
| Japan, No. 1                      | 14 50    | 15 50    |
| Tapioca, lb.                      | 0 11 1/2 | 0 11 1/2 |
| Sago, lb.                         | 0 11     | 0 12     |
| Sugar, pure cane, granulated, cwt | 21 97    | 21 97    |
| Cheese No. 1, Ont., large         | 0 32     | 0 34     |
| Alberta cheese, twins             | 0 29     | 0 29     |
| Do., large                        | 0 31     | 0 31     |
| Butter, creamery, lb.             | 0 59     | 0 59     |
| Do., dairy, lb.                   | 0 40     | 0 42     |
| Lard, pure, 3s                    | 17 60    | 17 60    |
| Eggs, new laid, local, case       | 15 00    | 15 50    |
| Tomatoes, 2 1/2s, standard, case  | 4 60     | 5 00     |
| Corn, 2s, case                    | 4 25     | 4 50     |
| Peas, 2s, standard, case          | 4 20     | 4 75     |
| Strawberries, 2s, Ontario, case   | 10 30    | 10 30    |
| Raspberries, 2s, Ontario, case    | 10 60    | 10 60    |
| Cherries, 2s, red, pitted         | 9 60     | 9 50     |
| Apples, evaporated, 50s           | 0 21 1/2 | 0 24     |
| Do., 25s, lb.                     | 0 23 1/2 | 0 24 1/2 |
| Peaches, evaporated, lb.          | 0 28     | 0 28     |
| Do., canned, 2s                   | 7 50     | 7 50     |
| Prunes, 90-100s                   | 0 17     | 0 17     |
| Do., 70-80s                       | 0 18 1/2 | 0 18 1/2 |

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., July 23.—Best eggs are 58 cents. Best butter is quoted at 63 cents. Cheese is selling at 32 1/2 cents per pound. Bacon is 47 cents, and hams 49 cents per pound. Cucumbers are \$2 per dozen. Onions are \$2.75. New potatoes are \$6 per bushel, and old potatoes \$180 per ton. Hothouse tomatoes are \$6; grapefruit, \$4.50; oranges, \$8; lemons, \$6; peaches \$2.50; plums \$5; strawberries, \$4.50; raspberries, \$4.25.

## TRADE INQUIRIES

WHOLESALE AND RETAIL GROCERS' SUBSCRIPTION PRICE OF CANADIAN GROCER

Will you please furnish me with names retail grocers in Toronto or Montreal? What would be the price of a sample copy of your paper?

WILLIAM GRISWOLD,  
RR No. 5,

Kokomo, Indiana

Answer—A list has been sent direct. Sample copy of Canadian Grocer has been mailed to you to-day. There will be no charge for this. Subscription price is \$4.00 per year in Canada; \$4.50 to the U.S.A.


## STENOGRAPHERS' DESKS

Please inform me where I may buy a stenographer's desk. I value your Canadian Grocer very highly, also your Dry Goods Review and MacLean's Magazine.

S. W. SMITH,

Florenceville, N.B.

Answer—You could purchase these from any of the following firms: Dominion Furniture Mfg. Co., St. Therese, Que.; Paquet & Godbout, St. Hyacinthe, Que.; St. Lawrence Furniture Co., Fraserville, Que.; Canada Furniture Mfg. Co., 136 King St. E., Toronto, Ont.; Office Specialty Mfg. Co., 197 Wellington St. W., Toronto, Ont.; Mitchell & McGill, 193 1/2 Church St., Toronto, Ont.



# PRODUCE AND PROVISIONS

## Will Help to Exterminate the Sockeye

Present Rate of Fishing and Present Extent of Fish Propagation Tend to Extermination—Fishing Men Are All in Favor of Any Sane Method to Prevent This Happening

**V**ANCOUVER (Special). — The Canadian trade has been disappointed on several occasions at the attitude of the Washington fishing interests toward the subject of fish preservation by treaty arrangement between the two countries interested. With a view to getting the viewpoint of those who made the biggest effort to kill the treaty recently signed, your representative interviewed J. O. Morris of the Everett Packing Company, at Everett, Washington. Mr. Everett states that he was one of those who led the attack on the treaty measure as it stands, most strenuously. Substantially, this was Mr. Morris' statement of the case for the Fishing Vessel Owners' Association, of Puget Sound.

### Want Four Years' Closed Season

"We all have realized," stated Mr. Morris, "that the present rate of fishing, and the present extent of the fish propagation, will result in the extermination of the sockeye salmon that are spawned on the Fraser river. Without a single exception, the fishing vessel owners are in favor of any sane method that will ensure the protection of the sockeye for an adequate period to permit them to regain their old place among the other species, or increase all that they can. Notwithstanding the fact that in the majority of cases, the boats and gear are owned by those actually catching the fish, and represent the savings of a lifetime, each of these fishermen is willing to sacrifice as much as necessary that the sockeye may be restored. As they say: "It is altogether probable there should be a continuous closed season for sockeye salmon for a period of four years, which would demonstrate the necessities for the succeeding years. We earnestly recommend such a closed season."

"The present treaty provisions forbid," said Mr. Morris, "all purse seines to fish and operate except on the grounds where no sockeye was practically ever

caught, and keep them well away from the thousands of traps which infest the shores of Whidbey, Fidalgo, Guemes, Lopez, San Juan and the other islands, in some places stretching in an unbroken chain, 1,400 feet apart, to escape all of which it is almost a physical impossibility for a salmon. By the treaty, these traps are permitted to continue to operate except during a closed season of ten days. In the old way the seines at least broke up the schools of sockeye and scattered them, but now the schools are not to be broken up by vessels of this class, and must enter the traps practically en masse.

### Salmon Hesitate at Mouth of River

"In order to make sure that any sockeye that went up the coast and escaped all the traps during the closed season, should reach the spawning grounds in safety," continued Mr. Morris, "a period of ten days should elapse before fishing commences in the Fraser, as it has been found that the salmon plays around the mouth of the river for several days, adapting itself to the change from salt to fresh water, before it proceeds up the Fraser.

"What is the case," asked Mr. Morris, "the day after the traps open? The fishermen in the Fraser river to the extent of some eighteen hundred spread their nets, so that the fish for ten days escape the traps, to get into the nets. It would appear that those drafting up the treaty had to give this concession to the Fraser river people to offset the privileges extended to the traps to keep up their slaughter.

### Traps Get 88 Per Cent.

"A regulation that restrains the seines from operating and permits the traps to continue without the interference of seines is not of much use. The best statistics on which all these regulations are supposed to be based, show that the boats caught in 1918, 12 per cent. of the sockeye caught, whereas the traps caught 88 per cent."

"It is also provided that if any sockeye come into the traps with other fish during the closed season they shall be thrown back into the sea. Every 1,400 yards along the shore line there is a trap. The sockeye thrown out immediately gets into the next trap, and so on. Any fisherman knows how many times a sockeye can stand being impounded in a trap and pitched out before it is destroyed altogether.

### Favors Long Closed Season

"I want to go on record," said Mr. Morris, "to this effect. There will never be any improvement in the sockeye condition, or a check on the present alarming rate of extermination, till an absolute closed season—closed to everybody—is observed and enforced. The fishermen will loyally observe any such regulation, in favor of the sockeye, but no stone will be left unturned to prevent the sockeye situation being used to give advantage to one class of fishermen at the expense of another. We want an absolute closed season in favor of the sockeye, not a travesty on the same, in favor of the trap operators. That's where the opposition to the treaty came from on this side," he added, and I hope our Canadian friends will understand that we are wholeheartedly in favor of a real sockeye protection that will protect, though it means that we don't catch a sockeye for four or eight years."

### SOCKEYE SALMON PACK IS LIGHT QUOTATIONS ON NEW PACK HIGHER

British Columbia salmon packers are anticipating a pack of 250,000 cases of sockeye this year. Canada takes 125,000 cases, which would be half this year's packing. Sales have already been made for domestic and overseas trade of about 70,000 cases. Quotations from the coast show that sockeye has opened at \$21.00 per case, and Red Spring tails at \$15.00 per case F.O.B. Vancouver.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, July 23.—The feature of the produce market this week is the advance of 1c a pound on butter and 1c a dozen on eggs. The demand for Canadian creamery butter in the United States and the demand for local cold storage has caused the price to advance this amount almost weekly. The big demand for egg packing has caused an advance of 1c a dozen on the price of eggs. The catch of fish on the Eastern coast has been very poor this season and as a result there is an advance in the price of Gaspé salmon amounting to 5c per pound, also on halibut and haddock. Lake trout has advanced 1c a pound. A very good supply of halibut is arriving from the Western coast continually. The price of fresh, cooked, and smoked meats continues firm with a fair demand. There is no change in the price of shortening or lard this week. The price of cheese is unchanged but is strong at the present time. The bidding at the cheese board has been very brisk, which indicates a big demand and a very firm market for the future.

### Fresh Meats Market Quiet

**Montreal.**  
**FRESH MEATS.**—There is no change this week in the price of fresh meats. The market continues firm but rather quiet during this summer season. Prices continue firm as listed below.

| FRESH MEATS                     |               |
|---------------------------------|---------------|
| Hogs, live (selects) .....      | 0 21          |
| Hogs, dressed—                  |               |
| Abattoir killed, 65-90 lbs..... | 0 30½         |
| Fresh Pork—                     |               |
| Legs of pork (foot on) .....    | 0 65          |
| Loins (trimmed) .....           | 0 42½         |
| Loins (untrimmed) .....         | 0 38          |
| Bone trimmings .....            | 0 30          |
| Trimmed shoulders .....         | 0 26½         |
| Untrimmed .....                 | 0 28          |
| Pork Sausage (pure) .....       | 0 26          |
| Farmer Sausage .....            | 0 20          |
| Fresh Beef—                     |               |
| (Cows)                          | (Steers)      |
| \$0 28 \$0 30 ..Hind quarters.. | \$0 28 \$0 34 |
| 0 14 0 18 ..Front quarters..    | 0 14 0 18     |
| 0 40 0 40 ..Loins .....         | 0 46          |
| 0 28 0 28 ..Ribs .....          | 0 32          |
| 0 18 0 18 ..Chucks .....        | 0 17          |
| 0 22 0 22 ..Hips .....          | 0 35          |
| Calves (as to grade) .....      | 0 22 0 28     |
| Spring lamb, carcass .....      | 0 32          |
| Fresh sheep, carcass .....      | 0 22 0 30     |
| Frozen lamb, carcass .....      | 0 32          |

### Smoked Meats Steady

**Montreal.**  
**SMOKED MEAT.**—A fair demand continues for smoked meats during the summer season. Nevertheless the absence of so many consumers from the city has had its effect upon the market here. Prices hold firm this week with no change.

| BACON—                       |           |
|------------------------------|-----------|
| Breakfast, best .....        | 0 49 0 59 |
| Smoke Breakfast .....        | 0 31 0 44 |
| Cottage Rolls .....          | 0 42      |
| Picnic Hams .....            | 0 32      |
| Wiltshire .....              | 0 46      |
| MEDIUM SMOKED HAMS—          |           |
| Weight, 8-14, long cut ..... | 0 48      |
| Do., 14-20 .....             | 0 46      |
| Do., 20-25 .....             | 0 40      |
| Do., 25-35 .....             | 0 35      |
| Over 35 lbs. ....            | 0 34      |

### Barrelled Meats Quiet

**Montreal.**  
**BARRELLED MEAT.** There is no change this week in the price of bar-

relled meat. The demand is not large and quotations given below remain steady.

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

### Cooked Meats in Demand

**Montreal.**  
**COOKED MEATS.**—No change is recorded this week in the price of cooked meats. The demand is very good during the summer season.

|                                |      |
|--------------------------------|------|
| Jellied pork tongues .....     | 0 47 |
| Jellied Pressed Beef, lb. .... | 0 33 |
| Ham and tongue, lb. ....       | 0 38 |
| Veal and tongue .....          | 0 35 |
| Hams, cooked .....             | 0 55 |
| Shoulders, roast .....         | 0 50 |
| Shoulders, boiled .....        | 0 43 |
| Pork pies (dos.) .....         | 0 50 |
| Mince meat, lb. ....           | 0 15 |
| Sausage, pure pork .....       | 0 25 |
| Bologna, lb. ....              | 0 18 |
| Ox tongue, tins .....          | 0 66 |

### Lard Prices Hold

**Montreal.**  
**LARD.**—The lard market continues firm at quotations given below. There is no change at the present time and every indication is that the market will continue for some time with present prices prevailing.

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

### Butter Prices Advance

**Montreal.**  
**BUTTER.**—There is another jump in the price of butter this week. As in the case of eggs the demand for cold storage and the big demand at higher prices in the United States is the chief cause. A drop of a cent or two in the near future would not be surprising to

the local dealers who are rather expecting a change in that direction. The present prices asked are 62 cents for creamery prints and 61 cents for solids. The price of dairy butter varies considerably but approximately 51 and 52 cents is being asked.

| BUTTER—                           |      |
|-----------------------------------|------|
| Creamery prints, qual., new ..... | 0 62 |
| Do., solids, quality, new.....    | 0 61 |
| Dairy, in tubs, choice .....      | 0 51 |
| Dairy, prints .....               | 0 52 |

### Eggs Advance Another Cent

**Montreal.**  
**EGGS.**—There has been another advance this week in price of eggs. Selects are being sold at 62 cents and No. 1 at 55 cents, which is an advance of one cent per dozen. The big demand for packing at this time of the year is the cause of the continual advance in price, but it is felt on the local market that the price will decline shortly as the supply for present use is ample and that present quotations are abnormal.

### Cheese Market Strong

**Montreal.**  
**CHEESE.**—The cheese market is strong at quotations given below. The demand is very good and old cheese is selling at 35 cents. New cheese is being sold at 31 cents and as the bidding is strong at this price the future prices on cheese may be expected to be very strong.

| CHEESE—                        |           |
|--------------------------------|-----------|
| New, large, per lb. ....       | 0 30 0 31 |
| Twins, per lb. ....            | 0 31      |
| Triplets, per lb. ....         | 0 31      |
| Stilton, per lb. ....          | 0 37      |
| Fancy old cheese, per lb. .... | 0 35      |
| Quebec .....                   | 0 30 0 31 |

### Shortening Remains Firm

**Montreal.**  
**SHORTENING.**—No change is evident this week in the price of shortening. The demand is good and the market remains firm.

| SHORTENING—                     |       |
|---------------------------------|-------|
| Tierces, 400 lbs., per lb. .... | 0 27½ |
| Tubs, 50 lbs., per lb. ....     | 0 27½ |
| Pails, 20 lbs., per lb. ....    | 0 28  |
| Bricks, 1 lb., per lb. ....     | 0 28½ |

### No Change on Margarine

**Montreal.**  
**MARGARINE.**—The demand for margarine is not very heavy at the present time. Prices continue as they have been for some time and vary considerably according to brand and quality.

| MARGARINE—                             |           |
|--|-----------|
| Prints, according to quality, lb. .... | 0 32 0 35 |
| Tubs, according to quality, lb. ....   | 0 31 0 34 |

### Eastern Fish Dearer

**Montreal.**  
**FISH.**—The season for Eastern halibut and salmon has been very poor. The catch has not been large and as a result the prices asked have advanced. Gaspé salmon has advanced 5 cents a pound this week. Lake trout has advanced 1 cent a pound. Dorée is prac-



tically off the market. Halibut from British Columbia is coming through in very good supply and prices are unchanged. Smoked and frozen fish continue at the prices which have been current for some time.

| FRESH FISH                 |      |          |
|----------------------------|------|----------|
| Haddock                    | 0 08 |          |
| Steak cod                  | 0 10 |          |
| Market cod                 | 0 07 |          |
| Mackerel                   | 0 15 |          |
| Flounders                  | 0 10 |          |
| Prawns                     | 0 50 |          |
| Live Lobsters              | 0 35 |          |
| Skate                      | 0 12 |          |
| Shrimps                    | 0 40 |          |
| Whitefish                  | 0 20 |          |
| Shad                       | 0 18 |          |
| Gaspé salmon               | 0 40 |          |
| Halibut                    | 0 26 |          |
| Gaspereaux, each           | 0 04 |          |
| Whitefish                  | 0 18 |          |
| Lake trout                 | 0 24 |          |
| Brook trout                | 0 50 |          |
| Pike                       | 0 12 |          |
| Perch                      | 0 13 |          |
| Fresh eels, per lb.        | 0 15 |          |
| Fresh Herrings, each       | 0 08 |          |
| Doree                      | 0 24 |          |
| FROZEN FISH                |      |          |
| Halibut, large and chicken | 0 17 |          |
| Halibut, Western, medium   | 0 23 |          |
| Haddock                    | 0 07 | 0 08     |
| Mackerel                   | 0 15 | 0 16     |
| Smelts, No. 1, per lb.     | 0 17 | 0 18     |
| Smelts, extra large        | 0 25 |          |
| Smelts (small)             | 0 09 | 0 10     |
| Pike, headless and dressed | 0 12 |          |
| Market Cod                 | 0 06 | 0 06 1/2 |
| Whitefish, small           | 0 12 | 0 13     |
| Sea Herrings               | 0 06 | 0 07     |

|                             |          |      |
|-----------------------------|----------|------|
| Steak Cod                   | 0 08 1/2 | 0 09 |
| Salmon, Cohoes, round       | 0 19     | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 12     | 0 12 |
| Whitefish                   | 0 15     | 0 16 |
| Lake Trout                  | 0 19     | 0 20 |
| Lake Herrings               | 0 06     | 0 06 |
| B.C. Red Salmon             | 0 19     | 0 19 |

| SALTED FISH                     |          |  |
|---------------------------------|----------|--|
| Codfish, large, bbls., 200 lbs. | 16 00    |  |
| Sardines, half barrel           | 5 00     |  |
| Salted Trout, half barrel       | 12 00    |  |
| Salted Salmon, barrel           | 27 60    |  |
| Boneless cod (20), per lb.      | 0 15 1/2 |  |

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

**Poultry Market Quiet**

**Montreal.** POULTRY.—The poultry market continues quiet, as it has been for some time. The demand is not large nor is the offering on the market large.

**(Selling Prices)**

| POULTRY (dressed)—            |      |      |
|-------------------------------|------|------|
| Chickens, roasting (3-5 lbs.) | 0 38 | 0 43 |
| Chickens, roasting (milk fed) | 0 42 | 0 45 |
| Ducks—                        |      |      |
| Brome Lake (milk fed green)   | 0 47 |      |
| Young Domestic                | 0 42 |      |
| Turkeys (old toms), lb.       | 0 55 |      |
| Do. (young)                   | 0 58 |      |
| Geese                         | 0 34 |      |
| Old fowls (large)             | 0 39 |      |
| Do. (small)                   | 0 32 | 0 34 |

|                               |       |  |
|-------------------------------|-------|--|
| Pickled rolls, bbl. 200 lbs.— |       |  |
| Heavy                         | 61 00 |  |
| Lightweight                   | 67 00 |  |

Above prices subject to daily fluctuations of the market.

**Cooked Meats in Demand**

**Toronto.** COOKED MEATS.—All varieties of cooked meats continue to be in active demand. Boiled hams continue to be in scant supply and quotations are from 64 to 66 cents per pound. Other quotations are unchanged.

|                                    |      |      |
|------------------------------------|------|------|
| Boiled hams, lb.                   | 0 64 | 0 66 |
| Hams, roast, without dressing, lb. | 0 63 | 0 65 |
| Boiled shoulders                   | 0 54 |      |
| Head Cheese, 6s, lb.               | 0 14 |      |
| Choice jellied ox tongue, lb.      | 0 65 |      |
| Jellied calves tongue              | 0 53 |      |
| Ham bologna, lb.                   | 0 20 |      |
| Large bologna, lb.                 | 0 18 |      |
| Spice beef, lb.                    | 0 30 |      |
| Macaroni and cheese loaf, lb.      | 0 26 |      |

Above prices subject to daily fluctuations of the market.

**Cheese Market Firm**

**Toronto.** CHEESE.—The cheese market is ruling firm. Quotations for full cream June cheese is in some quarters as high as 34 cents per pound, but the average price is around 31 cents, although these dealers state that it could not be replaced at that price.

| CHEESE—                             |      |          |
|-------------------------------------|------|----------|
| Large, old                          | 0 33 | 0 34     |
| Do., new                            | 0 31 | 0 32     |
| Stilton                             | 0 34 | 0 35     |
| Twins, 1c higher than large cheese. |      | Triplets |
| 1 1/2c higher than large cheese.    |      |          |

**Creamery Butter Up One Cent**

**Toronto.** BUTTER.—There is a strong market for butter and quotations on the best grades of creamery are up one cent per pound. Storage operations still continue and probably this has something to do with keeping the market in a strong condition.

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

**Eggs Up One Cent Per Dozen**

**Toronto.** EGGS.—The egg market continues to rule firm. The receipts are somewhat falling off with second grade more in evidence. Dealers also report a great deal of shrinkage due to poor packing and eggs that have been held for too long a period. Quotations are one cent per dozen higher.

| EGGS—                    |      |      |
|--------------------------|------|------|
| Fresh, selects           | 0 60 | 0 61 |
| Fresh                    | 0 57 | 0 58 |
| Fresh selects in cartons | 0 60 |      |

Prices shown are subject to daily fluctuations of the market.

**Shortening Has Declined**

**Toronto.** SHORTENING.—The shortening market continues to rule weak. Quotations have declined one cent per pound. One pound prints are now quoted at 27 to 27 1/2 cents per pound. Tubs at 25 1/2 to 25 cents per pound.

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

In 50-lb. tubs 1/2 cent higher than tierces, and in 20-lb. pails 3/4 cent higher than tierces.

**ONTARIO MARKETS**

**TORONTO, July 23.**—Live hogs are higher this week. Fresh meat cuts are ruling firm at unchanged quotations. Supplies of smoked meats are rather scarce and there is a good demand noted. Cooked meats are active and quotations are firm. Cheese market is firm. Best grades of creamery butter are up one cent per pound. The egg receipts are somewhat falling off: dealers report a great deal of shrinkage due to poor packing and eggs that have been held for too long a period. Quotations are up one cent per dozen. Shortening and lard are easier and quotations have declined one cent per pound. The fish business is holding well and prices are maintained.

**Live Hogs Higher**

**Toronto.** FRESH MEATS.—The market for fresh meats is firm. Live hogs are higher, now quoted at \$21.00 on the fed and watered basis. Beef and pork cuts are ruling strong at unchanged quotations.

| FRESH MEATS  |       |       |
|--|-------|-------|
| Hogs—  |       |       |
| Dressed, 70-100 lbs., per cwt.                                 | 26 00 | 27 00 |
| Live, off cars, per cwt.                                       | 21 00 | 21 25 |
| Live, fed and watered, per cwt.                                | 20 75 | 21 00 |
| Live, f.o.b., per cwt.   | 19 75 | 20 00 |
| Fresh Pork—  |       |       |
| Legs of pork, up to 18 lbs.                                    | 0 39  |       |
| Loins of pork, lb.   | 0 44  |       |
| Fresh hams, lb.  | 0 41  |       |
| Tenderloins, lb.   | 0 60  |       |
| Spare ribs   | 0 16  |       |
| Picnics, lb.   | 0 28  |       |
| New York shoulders, lb.  | 0 31  |       |
| Boston butts, lb.  | 0 38  |       |
| Montreal shoulders, lb.  | 0 31  |       |
| Fresh Beef—from Steers and Heifers—                            |       |       |
| Hind quarters, lb.   | 0 32  | 0 35  |
| Front quarters, lb.  | 0 17  | 0 20  |
| Ribs, lb.  | 0 34  | 0 36  |
| Chucks, lb.  | 0 15  | 0 18  |
| Loins, whole, lb.  | 0 38  | 0 42  |
| Hips, lb.  | 0 30  | 0 33  |
| Cow beef quotations about 2c per pound below above quotations. |       |       |
| Calves, lb.  | 0 18  | 0 20  |
| Spring lamb, lb.   | 0 32  | 0 36  |
| Yearling lamb, lb.   | 0 20  | 0 23  |

Sheep, whole, lb. 0 12 0 13  
Above prices subject to daily fluctuations of the market.

**Smoked Meats Are Steady**

**Toronto.** PROVISIONS.—The shortage noted on hams and backs last week continues. Quotations, however, are ruling steady.

| Hams—   |          |      |
|---|----------|------|
| Medium  | 0 46     | 0 48 |
| Large, 20 to 25 lbs. each, lb.  | 0 44     |      |
| Heavy, 25 lbs. upwards, lb.   | 0 36     |      |
| Backs—  |          |      |
| Skinned, rib, lb.   | 0 52     | 0 54 |
| Boneless, per lb.   | 0 60     | 0 66 |
| Rolled  | 0 60     | 0 68 |
| Bacon—  |          |      |
| Breakfast, ordinary, per lb.  | 0 46     | 0 48 |
| Breakfast, fancy, per lb.   | 0 49     | 0 53 |
| Breakfast, special trim.  | 0 60     |      |
| Roll, per lb.   | 0 35     | 0 38 |
| Wiltshire (smoked sides), lb.   | 0 40     |      |
| Wiltshire, three-quarter cut  | 0 44     |      |
| Wiltshire, middle   | 0 46     |      |
| Dry Salt Meats—   |          |      |
| Long clear bacon, av. 50-70 lbs.  | 0 27 1/2 |      |
| Do., av. 80-90 lbs.   | 0 26 1/2 |      |
| Clear bellies, 15-30 lbs.   | 0 30     |      |
| Fat backs, 10 to 12 lbs.  | 0 25     |      |
| Out of pickle prices range about 2c per pound below corresponding cuts above. |          |      |
| Barrel Pork—  |          |      |
| Mess Pork, 200 lbs.   | 50 00    |      |
| Short cut backs, bbl. 200 lbs.  | 57 00    |      |

**Lard Market Easier**

**Toronto.**  
LARD.—The lard market has developed a weak tone. Quotations have declined one cent per pound, now selling at 27½ to 28 cents per pound tierce basis.

Tierces, 400 lbs. .... 0 27½ 0 28  
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints 2c higher than tierces.

**Margarine Demand Quiet**

**Toronto.**  
MARGARINE.—The margarine market is ruling steady under a quiet demand. Quotations are unchanged.

MARGARINE—

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

**Fish in Active Demand**

**Toronto.**  
FISH.—The continued cool weather is having the effect of keeping the fish market busy. Fresh fish is arriving freely and there is also a certain demand for frozen. Quotations are steady.

FRESH SEA FISH.

|                              |            |
|------------------------------|------------|
| Cod Steak, lb. ....          | 0 11       |
| Do., market, lb. ....        | 0 04½ 0 07 |
| Haddock, heads off, lb. .... |            |
| Do., heads on, lb. ....      | 0 09½      |
| Halibut, chicken .....       | 0 18 0 19  |

|                                 |       |      |
|---------------------------------|-------|------|
| Do., medium .....               | 0 23  | 0 24 |
| Fresh Whitefish .....           | 0 18  | 0 19 |
| Fresh Herring .....             |       |      |
| Flounders, lb. ....             | 0 09  | 0 10 |
| Fresh Trout, lb. ....           | 0 19  | 0 20 |
| Fresh Mackerel .....            | 0 12  | 0 13 |
| Fresh Salmon .....              |       | 0 32 |
| FROZEN FISH                     |       |      |
| Halibut, medium .....           | 0 20  | 0 21 |
| Do., Qualla .....               | 0 10½ |      |
| Flounders .....                 | 0 08½ |      |
| Pike, round .....               | 0 06  |      |
| Do., headless and dressed ..... | 0 09  |      |
| SMOKED FISH                     |       |      |
| Haddies, lb. ....               | 0 18  |      |
| Filletts, lb. ....              | 0 18  |      |
| Kippers, box .....              | 2 25  |      |

**Small Demand for Poultry**

**Toronto.**  
POULTRY.—Receipts of poultry are light but supplies are ample to meet the demand at this season. Storage stocks are moving out satisfactory. Quotations are unchanged.

Prices paid by commission men at Toronto:

|                             | Live | Dressed |
|-----------------------------|------|---------|
| Turkeys .....               | 0 35 | 0 40    |
| Roosters .....              | 0 25 | 0 25    |
| Fowl, over 5 lbs. ....      | 0 32 | 0 32    |
| Fowl, 4 to 5 lbs. ....      | 0 28 | 0 28    |
| Fowl, under 4 lbs. ....     | 0 26 | 0 26    |
| Ducklings .....             | 0 30 |         |
| Guinea hens, pair .....     | 1 25 | 1 50    |
| Spring chickens, live ..... | 0 40 | 0 50    |

Prices quoted to retail trade:—

|                        | Dressed |
|------------------------|---------|
| Hens, heavy .....      | 0 35    |
| Do., light .....       | 0 32    |
| Chickens, spring ..... | 0 60    |
| Ducklings .....        | 0 40    |

|                                      |           |
|--------------------------------------|-----------|
| Dairy butter, best table grade. .... | 0 50      |
| Margarine .....                      | 0 37 0 39 |

**Cheese Remains Steady**

**Winnipeg.**  
CHEESE.—The cheese market is very firm and prices remain unchanged.

CHEESE—

|                               |       |
|-------------------------------|-------|
| Ontario, large, per lb. ....  | 0 38  |
| Do., twins, per lb. ....      | 0 33½ |
| Manitoba, large, per lb. .... | 0 30  |
| Do., twins, per lb. ....      | 0 31  |

**Pure Lard is Firm**

**Winnipeg.**  
LARD.—The lard market remains firm with no change in prices of either lard or shortening.

Pure Lard, No. 1 quality, per lb. .... 0 29  
(in tierces of 400 lbs.)  
Do., wooden pails, 20-lb. pails. .... 6 30  
Shortening, wooden pails, 20-lb. pail, per pail .....

**Egg Prices Stiffening**

**Winnipeg.**  
EGGS.—This week found the egg market stiffening and supplies are very light. Fresh eggs are quoted at 55 to 60 cents a dozen, with candled eggs around fifty cents per dozen.

**Fish in Good Demand**

**Winnipeg.**  
FISH.—The demand for fresh fish is very active and supplies are considered very good.

FRESH FISH

|                               |      |
|-------------------------------|------|
| Fresh Whitefish, per lb. .... | 0 15 |
| Fresh Halibut, per lb. ....   | 0 22 |
| Fresh Salmon, per lb. ....    | 0 34 |
| Fresh Pickerel, per lb. ....  | 0 17 |
| Fresh Trout .....             | 0 22 |

**WINNIPEG MARKETS**

WINNIPEG, July 23.—The hog market remains steady with no changes in price, while fresh beef declined about five cents. Hams and bacons are steady. Cooked meats are steady and in good demand. Creamery butter advanced two cents a pound this week and is now being quoted at 61 cents a pound. Cheese and lard markets remain firm, while egg prices are advancing. Fresh fish are in good demand.

**Hogs Remain Unchanged**

**Winnipeg.**  
FRESH MEATS.—The hog market remains steady and receipts are very light. Fresh pork is in good demand with no change in prices, while fresh beef declined during the week. Hind and front quarters are quoted at much lower figures.

HOGS—

|                                       |            |
|---------------------------------------|------------|
| Selected, live, cwt. ....             | 18 50      |
| Heavy, cwt. ....                      | 16 50      |
| Light, cwt. ....                      | 16 00      |
| Sows, cwt. ....                       | 14 50      |
| Fresh Pork—                           |            |
| Legs of pork, up to 20 lbs., lb. .... | 0 39½      |
| Loins of pork, lb. ....               | 0 37½ 0 40 |
| Fresh hams, lb. ....                  | 0 39 0 40½ |
| Tenderloin, lb. ....                  | 0 57       |
| Spare ribs, lb. ....                  | 0 20½      |
| Picnics, lb. ....                     | 0 27 0 27½ |
| Shoulders, lb. ....                   | 0 28 0 30  |
| Fresh Beef—from Steers and Heifers—   |            |
| Hind quarters, lb. ....               | 0 19 0 26  |
| Front quarters, lb. ....              | 0 12 0 16  |
| Whole carcass, good grade, lb. ....   | 0 16 0 21  |
| Mutton—                               |            |
| Choice wethers, 55-70 lbs., lb. ....  | 0 25       |
| Choice ewes, lb. ....                 | 0 24       |
| Lambs—                                |            |
| Choice, 30-45 lbs., lb. ....          | 0 31       |

**Hams and Bacon Steady**

**Winnipeg.**  
PROVISIONS.—Hams and bacon are very steady with a good demand. Prices remain unchanged.

HAMS—

|   |       |
|---|-------|
| 8 to 16 lbs., per lb. ....                      | 0 51  |
| 16 to 20 lbs., per lb. ....                     | 0 46½ |
| Boneless, 8 to 15 lbs., per lb. ....            | 0 52½ |
| Skinned, 14 to 18 lbs., per lb. ....            | 0 49  |
| Do., 18 to 22 lbs., per lb. ....                | 0 48  |
| BACON—  |       |
| Backs, 5 to 12 lbs., smoked. ....               | 0 61½ |
| Do., 12 to 16 lbs., smoked. ....                | 0 58  |
| Do., 10 to 14 lbs., skinned and peamealed ..... | 0 59½ |
| Do., 4 to 10 lbs., sliced .....                 | 0 61½ |
| Cottage rolls, boneless .....                   | 0 41½ |

**Cooked Meats Advance**

**Winnipeg.**  
COOKED MEATS.—Cooked meats advanced about three cents a pound and the supply is much greater than the demand.

COOKED MEATS—

|                                      |            |
|--------------------------------------|------------|
| Ham, best quality, skinned, lb. .... | 0 67½ 0 70 |
| Do., roast, lb. ....                 | 0 67½ 0 69 |
| Boiled shoulders .....               | 0 49 0 51  |
| Head Cheese, in 1-lb. tins. ....     | 0 21       |
| Do., in 6-lb. tins, lb. ....         | 0 18       |
| Jellied Pork Tongue, lb. ....        | 0 68       |
| Jellied Beef Tongue, lb. ....        | 0 68       |
| Baked Luncheon Loaf, lb. ....        | 0 24       |

**Butter Has Advanced**

**Winnipeg.**  
BUTTER.—During the week creamery butter advanced two cents a pound. The market is very firm and further advances are expected. Dairy receipts are only fair.

Creamery, best table grade. .... 0 58

**PRUNE CROPS ARE LOOKING SPLENDID**

Chas. Shields, Queen St. West, Toronto, has returned from a six weeks' trip to Winnipeg, Vancouver, Seattle, Oregon and California. Mr. Shields stated that the prune crops in Oregon and California are looking splendid and that growers are anticipating a big crop, with prices ranging on a par with last year. Mr. Shields spoke encouragingly of the crop prospects throughout the Western Provinces, and stated that although business at the present time is fairly quiet, the merchants are looking forward to business booming this coming fall and winter.

**TONS OF CHERRIES ARE EXPORTED TO NEW YORK**

St. Catharines, Ont., July 21.—Cherries literally by the ton are being shipped from this district to the canning factories of New York state. Recently a truck was so heavily laden with cherries that the authorities at the Queens-ton Bridge insisted that the driver unload part of it and make two trips across. The fruit was being forwarded from the local cold storage plant to Middleport, N.Y.

There is great danger of quantities of cherries going to waste. Purchasers who are willing to pick their own cherries can purchase them at the orchards for little or nothing this week.

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

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

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

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

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

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

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

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

## The William Davies Co., Limited

Packers and Provision Merchants

**TORONTO**

**MONTREAL**

**HAMILTON**

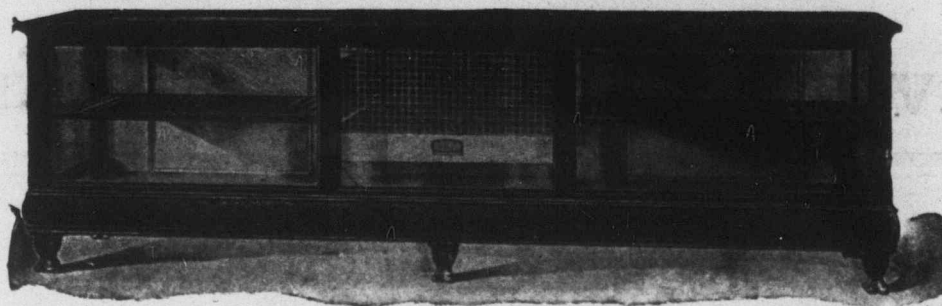
Please send me a supply of your illustrated folders advertising “Saving Without Sacrificing,” which I shall be pleased to distribute among my customers.

Name .....

Address .....

# ARCTIC

## REFRIGERATORS for GROCERY STORES



We can promptly supply upright refrigerators in the sizes found most suitable for Grocery Store use. The Counter Refrigerator illustrated is a very popular type that keeps goods fresh and appetizing.

Write for our catalogue which illustrates the different styles of refrigerators and gives the details of construction and sizes.

### John Hillock & Co., Limited

Office, Showrooms and Factory: 154 George St., Toronto

Agencies: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa  
J. McMillan, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.



Salt Plant, Windsor, Ontario.  
**THE CANADIAN SALT CO., LIMITED.**  
Windsor, Ontario.

Our ever-increasing trade is built on manufacturing only the best. Your trade must be built on selling the best.

The quality of our salt gives you a reputation which brings confidence and custom.

We make the following famous salts:—

**WINDSOR TABLE SALT**

(For general household use)

**REGAL TABLE SALT**

(Free running - sold in cartons)

**WINDSOR DAIRY SALT**

(The butter-makers' favorite)

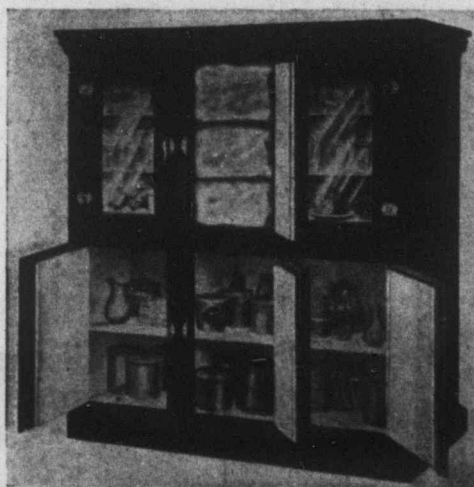
**WINDSOR CHEESE SALT**

(The Prize Winner)

NOTED FOR SUPERIOR QUALITY.

Made in Canada.

### HANSON'S GROCER OR INSTITUTION REFRIGERATORS



#### Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

**The J. H. Hanson Co., Ltd.**

244 St. Paul St. West

**MONTREAL**



27-28c. lb.  
**PURE LARD**

Open Kettle Rendered Quality

GUARANTEED NO. 1 STOCK

Schneider's  
**Guaranteed Bacon**

This bacon is delicious for breakfast and other meals—tasty and appetizing. Recommend it to your customers during their purchases.

**J. M. SCHNEIDER & SON, LIMITED**  
KITCHENER, ONTARIO

*Drop us a Card for Sausage and Smoked Meat Quotations.*

*Satisfaction guaranteed on all mail orders*

**H.A. COOKED MEATS**

Your sales during the warm weather will *not* go down if you carry a line that has a ready call. Picnics and Motor Trips are popular and consequently there is always a demand for cooked meats. H. A. BRAND COOKED MEATS are all they are represented to be—wholesome and appetizing.



Remind your customers of this delicious summer food by keeping a complete stock on hand. We feel sure you will find profit in handling H. A. Brand products and customer satisfaction.

**THE HARRIS ABATTOIR COMPANY, Limited**  
TORONTO, CANADA

Remember this—that  
you make your profit  
on quick-selling goods.

The longer a product  
stays on your shelves, the  
less money there is in it  
for you.



The reason DEL MONTE Products are  
such good profit-makers is because they  
keep moving off the shelves almost as fast  
as you take them in stock. Their well-known  
high quality and our extensive advertising  
assure you steady, easy sales and quick  
turn-overs.



## JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

## CONFECTIONERY MARZIPAN CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal  
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



“Quick sales! That’s the way to cut down expense! Certainly get ’em with Gunns Easifirst. Strongly advertised. And any housewife who once tries it is a steady customer.”

Phone Junction 3400  
for your supplies

**Gunns Limited**  
West Toronto



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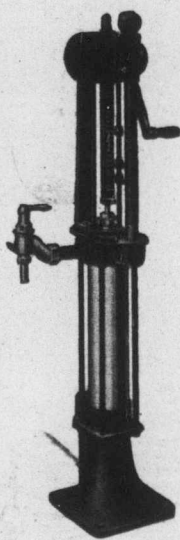
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“The Greatest Seller of Its Kind in the World”  
**MORRIS & COMPANY, Chicago, U.S.A.**

CANADIAN DISTRIBUTORS:

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

**JAS. DALRYMPLE & SON**  
Montreal and  
Province of Quebec



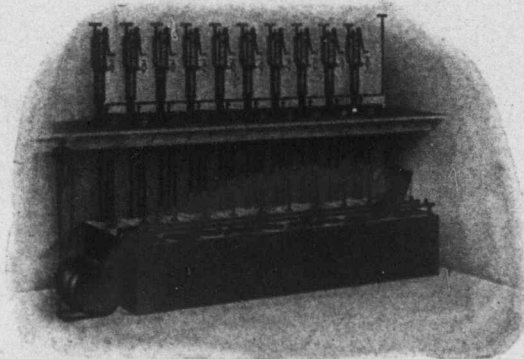
**BOWSER**  
ESTABLISHED 1895

## Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



**S. F. Bowser Company, Limited**

66-68 Fraser Ave. - Toronto, Canada

Branch Offices  
in all Centres

Representatives  
Everywhere

Why You Should Feature

**KING GEORGE'S**  
**NAVY**

**has an extra good flavor**

Which accounts for the ever-increasing circle of tobacco users who use this palatable chew.

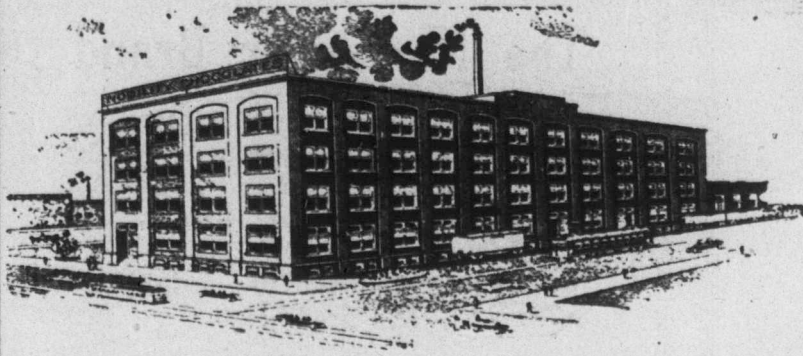
There are a number of men in your community who will come to your store onte they know you sell King George's Navy.



Rock City Tobacco Co., Ltd.

Quebec  
and  
Winnipeg





# Nobility Chocolates

*"Worthy of the Name"*

will

**Build Up Your Candy Trade**

Your customers will like "NOBILITY" Chocolates because they are right. The same can be said of our line of creams and pan candies.

The above illustration is that of the "home" of Nobility Chocolates.

May we send you quotations.

**Nobility Chocolates, Limited - St. Thomas, Ont.**

*Selling Agents:*

Edgar F. Fisher, 12 Hurndale Ave., Toronto  
Maclure & Langley, Limited, Montreal, Winnipeg

***They WANT it  
when they SEE it***



*Put Gold Dust packages  
where your customers can  
see them.*

Gold Dust is a Canadian product that Canadian women want. Our advertising has created the demand.

Let the women see Gold Dust on your shelves and the turnover will take care of itself.

**THE N.K. FAIRBANK COMPANY**

LIMITED  
MONTREAL

# BAGS

AND COTTON LINERS



## The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners—in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

# E-PULLAN

6 Maud Street, Toronto

## The Norcanner Brand



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

## Bravo Brand Sild Sardines

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



Your jobber can supply you

**NORCANNERS, LIMITED**  
STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

C. B. Hart Reg.  
Montreal

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

Donald H. Bain Co.  
Winnipeg

# N. B. Egg Carriers

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

*Prompt Shipment.*

**WALTER WOODS & CO.**  
HAMILTON AND WINNIPEG

## A Regular Seller



People who buy Marsh's Grape Juice once will find it an inviting selection again and again. Made from the pure Concord Grapes. Display a few bottles, at least, to assist you in profitable sales.

**The Marsh Grape Juice Company**

NIAGARA FALLS - ONT.

Agents for Ontario, Quebec and Maritime Provinces

**The MacLaren Imperial Cheese Co., Limited**  
Toronto, Ont.

**The  
Custard that  
brings trade**

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

**Quick Sellers are Profitable.**

**Garton's**  
**CUSTARD**

Sole Agents:

**W. G. PATRICK & CO., Ltd.**

Toronto Montreal

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

- 1.—Grimble's Malt Vinegar is pure.
- 2.—Grimble's Malt Vinegar keeps in any climate.
- 3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.  
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd.,  
11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.  
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building  
Vancouver.



**'O.K.'**  
**SAUCE**

FINALITY IN  
FRUIT SAUCE

as palate pleasure  
and true digestive

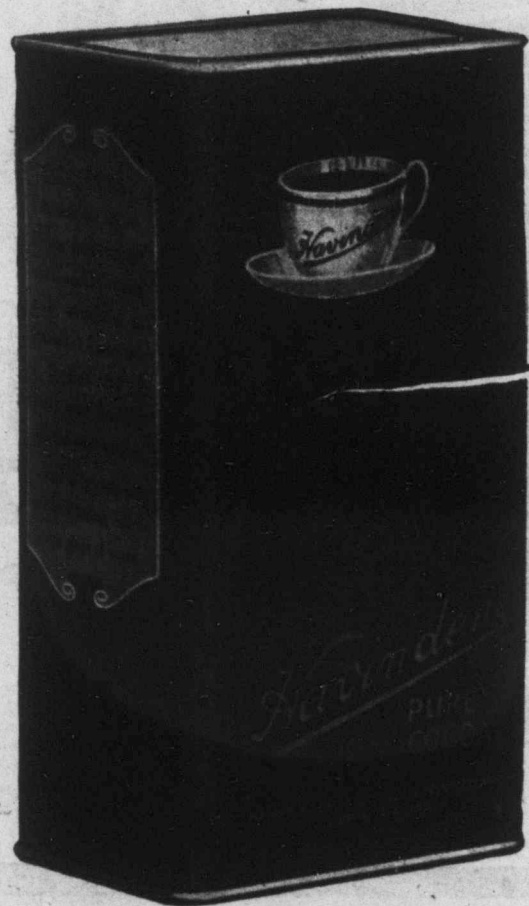


Sole Proprietors:-

**GEORGE MASON & CO. LTD., LONDON, ENGLAND.**

Sales Agents:

Vancouver Winnipeg St. John's, Nfld. Halifax N.S.  
David Brown F. Manley Bowring Bros. J.W. Gorham  
167 Cordova St. W. 323 Garry Street & Co. & Co.



# Nearly 1100 Meals a Year!

And in nearly every one of them the housewife is wondering how she can supply the element of variety, so important for health.

Do your customers really appreciate the high nutrition value of macaroni? Tell them. Suggestions sell goods.



Remind them it contains more energy units than meat or eggs and you can sell it for half the price of choice meat cuts.

Sole Selling Agents:

**Sainsbury Bros.**

Toronto, Vancouver, Winnipeg, Montreal, Halifax

## Superior Brand Macaroni

The Superior Macaroni Co., Ltd., Toronto, Ont.



# THE NATIONAL DESSERT OF CANADA

**NO HOME SHOULD BE WITHOUT IT**



THE BETTER CLASS CUSTARD FOR THE BETTER CLASS PEOPLE.

**CREAMY — DELICIOUS & NOURISHING**

EXCELLENT FOR CHILDREN AND INVALIDS

AND FOR FLAVOR, nourishment and genuine Value there is no Preparation sold on the Canadian Market to Compare with this delicious Double Cream Custard.

It is extensively advertised in best Canadian Homes and preferred to all other Makes by the best and majority of Consumers.

**THE HARRY HORNE CO., LTD., TORONTO, CAN.**



Possess a tempting flavor. From the waters of NORWAY come CROWN BRAND Sardines. The price is moderate and your cus-

tomers will like them. Summer luncheons easily and quickly prepared. A stock on hand will help your profits.

Consult your wholesaler

Canadian Agents

**John W. Bickle & Greening**  
Hamilton Ontario

# APROL

## SELLING IDEA No. 9



Have your wife bake a nice layer cake, and show your customers the results of

# APROL

Let them taste it. Then the sale follows.

**APROL** is made from pure fruits, and is nutritious and healthy.

Be sure you try these ideas. They are producers.

Are you handling all sizes.

*Order from your wholesaler*

**W. J. BUSH & CO.**  
(CANADA) Limited

National City, California  
Montreal Toronto

# A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

**Canadian Grocer, 153 University Ave., Toronto, Ont.**

# "You Must Keep Books"

To obtain full benefit of your insurance.

To make a clear statement to your banker.

To make a correct income tax return.

To have your business at your finger tips.

Have your buying, expenses, sales and retail credit tabulated monthly.

It saves time and worry.

It builds confidence in your ability.

In fairness to yourself, and in justice to others, Keep Books.

*Price \$12.50 for a Ten Years System  
On and after Aug. 1st, \$15.00*

## SANDERSON-YORKE SYSTEM

26 Manchester Avenue, Toronto, Ont.

# Thirsty Days

There is not a day in the Summer months when your customers don't want some of O'Keefe's refreshing beverages. If you carry a good stock and feature them on your shelves, you build up a profitable Summer trade which will continue throughout the year.

*O'Keefe's*  
**BEVERAGES**

have no equal for purity, quality and refreshing tang. Our Soft Drinks and Imperial Brews provide for every taste and requirement. The following are in constant demand. Imperial Brews:—Ale, Lager and Stout. Soft Drinks:—O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola, Lemonade, Etc.

**IMMEDIATE DELIVERY OF ORDERS.**

**O'KEEFE'S -- TORONTO**

**Phone: Main 4202**



*The Ideal  
Summer Food*



*Cooked  
Ready to Serve*

## **CHICKEN (Lily Brand) HADDIES**

Firm, delicious, nourishing —  
Chicken Haddies are a food greatly  
in demand at this season.

Packed before they have lost an  
atom of their fresh, ocean flavor,

under conditions of scrupulous  
cleanliness, they are everywhere  
recognized as the ideal sea-food for  
all occasions.

Order for the summer season now.

*Packed at Canso, N.S., by the*

**MARITIME FISH CORPORATION, Limited**

General Office: MONTREAL

*Packers of the celebrated Maple Leaf Brand Codfish Flakes*



## **Champagne de Pomme**

*A Delicious Beverage*

Made from the Juice of  
Canadian Apples

Can be sold in all parts of Canada without a license

Packed 2 doz. and  
4 doz. to the case

Order your supply to-day

**CIE. CANADIENNE D'IMPORTATIONS**

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

### Start This Endless Chain



Mrs. Smith is delighted with the Mapleine you recommended to her. It makes such delicious maple-tasting frostings and dainty desserts she tells neighbors and friends about her "find." What happens? These same neighbors and friends come to you for their bottle of

## Mapleine

Because it's a treat for maple-loving people, one sale brings an endless chain of sales.

Order of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto**  
**Mason & Hickey Box 2949 - Winnipeg**  
 M-578



## BONNE SANTE

THE NEW SELF-RISING FLOUR

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

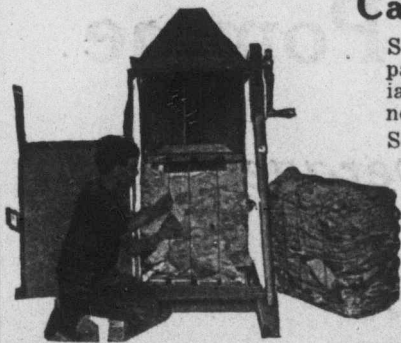
Finest Package on the Market

**Bonne Sante Products Ltd.**

9 Iberville St. Montreal

AGENTS WANTED

## Sell Your Waste Paper, Cardboard, etc.



Serious shortage of paper making materials. Very high prices now.

Send for catalog of

**"Climax" Steel Balers**

Made in 12 sizes.

**Climax Baler Co.**  
 HAMILTON, ONT.

## S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating  
 Packed in attractive 5 lb. boxes

**TURKISH DELIGHT S.&M. Brand**

The most delicious European Confections

Packed in wooden 10 lb. boxes

WRITE US FOR PRICES

Sole Canadian Distributors

**Dominion Sales Company**

229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie  
 Halifax, N.S.  
 Reliance Agency  
 St. John's, Newfoundland

L. E. Whittaker  
 St. John, N.B.  
 Chadwick & Co.  
 Toronto, Ont.

## QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

|                                   |        |
|-----------------------------------|--------|
| Screw Vac. Top Glass Jars, 16 oz. |        |
| Strawberry                        | \$5.15 |
| Currant, Black                    | 5.05   |
| Pear                              | 4.40   |
| Peach                             | 4.40   |
| Plum                              | 4.20   |
| Apricot                           | 4.50   |
| Cherry                            | 4.35   |
| Gooseberry                        | 4.50   |

"AYLMER" PURE ORANGE MARMALADE

|  |      |
|--|------|
| 12 oz. Glass, Screw Top, 2 doz. in case      | 3.25 |
| 16 oz. Glass, Screw Top, 2 doz. in case      | 3.95 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case   | 3.95 |
| 2's Tin, 2 doz. per case                     | 6.15 |
| 4's Tin, 12 pails in crate, per pail         | 1.00 |
| 5's Tin, 8 pails in crate, per crate         | 1.25 |
| 7's Tin or Wood, 6 pails in crate            | 1.74 |
| 30's Tin or Wood, one pail in crate, per lb. | 0.24 |

**PORK AND BEANS**  
 "DOMINION BRAND"

|   |          |
|---|----------|
| Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case  | \$0.85   |
| 1s Pork and Beans, Flat, Plain, 4 doz. to case  | 0.92 1/2 |
| 1s Pork and Beans, Flat, Tom. Sauce, 4 doz. to case   | 0.95     |
| 1s Pork and Beans, Tall, Plain, 4 doz. to case  | 0.95     |
| 1s Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case  | 0.97 1/2 |
| 1 1/2s (20 oz.), Plain, per doz.  | 1.25     |
| Tomato or Chili Sauce   | 1.27 1/2 |
| 2s Pork and Beans, Plain, 2 doz. to the case  | 1.50     |
| 2s Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case  | 1.52 1/2 |
| 2 1/2s 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.**

|                          |      |
|--------------------------|------|
| 1/2 Pts., Aylmer Quality | 1.80 |
| 12 oz., Aylmer Quality   | 2.55 |

Per jug  
 Gallon jugs, Aylmer Quality \$1.65

Per doz.  
 Pints, Delhi Epicure \$2.75  
 1/2 pints, Red Seal 1.25  
 Pints, Red Seal 1.90  
 Quarts, Red Seal 2.40  
 Gallons, Red Seal 6.45

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

**CONDENSED MILK**  
 Terms—Net 30 days.  
 Eagle Brand, each 48 cans \$12.50  
 Reindeer Brand, each 48 cans 12.00  
 Silver Cow, each 48 cans 11.60  
 Gold Seal, Purity, ea. 48 cans 11.85  
 Mayflower Brand, each 48 cans 11.35  
 Challenge Clover Brand, each 48 cans 10.60

**EVAPORATED MILK**  
 St. Charles Brand, Hotel, each 24 cans \$7.90  
 Jersey Brand, Hotel, each 48 cans 7.90  
 St. Charles Brand, tall, each 48 cans 8.00

|  |      |
|--|------|
| Jersey Brand, tall, each 48 cans       | 8.00 |
| Peerless Brand, tall, each 48 cans     | 8.00 |
| St. Charles Brand, Family, 48 cans     | 7.00 |
| Jersey Brand, Family, each 48 cans     | 7.00 |
| Peerless Brand, Family, each 48 cans   | 7.00 |
| St. Charles Brand, small, each 48 cans | 3.70 |
| Jersey Brand, small, each 48 cans      | 3.70 |
| Peerless Brand, small, each 48 cans    | 3.70 |

**CONDENSED COFFEE**

|  |        |
|--|--------|
| Reindeer Brand, large, each 24 cans        | \$7.50 |
| Reindeer Brand, small, each 48 cans        | 8.00   |
| Cocoa, Reindeer Brand, large, each 24 cans | 6.25   |
| Reindeer Brand, small, 48 cans             | 6.50   |

**W. B. BROWNE & CO.**  
 Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case \$6.00  
 98-lb. jute bags, per bag 8.00  
 98-lb. jute bags, with 25 3 1/2-lb. printed paper bags enclosed, per bag 8.50

**HARRY HORNE & CO.**  
 Toronto, Ont.

**Per case**  
 Cooker Brand Peas (3 doz. in case) 4.20  
 Cooker Brand Popping Corn (3 doz. in case) 4.20  
**COLMAN'S OR KEEN'S MUSTARD**

**Per doz. tins**  
 D.S.K., 1/4-lb. ....  
 D.S.F., 1/4-lb. ....  
 D.C.F., 1-lb. ....  
 F.D., 1/4-lb. ....

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

**KLIM**  
 8 oz. tins, 4 dozen per case \$12.50  
 16 oz. tins, 2 doz. per case 11.50  
 10 lb. tins, 6 tins per case 25.00  
 Prices f.o.b. Toronto.

**THE CANADA STARCH CO., LTD.**  
 Manufacturers of the  
 Edwardsburg Brands Starches  
 Laundry Starches—

**Boxes**  
 40-lb., Canada Laundry \$0.12 1/4  
 100-lb. kegs, No. 1 white 0.12 3/4  
 200-lb. bbls., No. 1 white 0.12 3/4  
 40-lb., Edwardsburg Silver Gloss, 1-lb. chrome pkgs. 0.14 1/4  
 40 lbs., Benson's Enamel, (cold water), per case 4.30  
 Celluloid, 45 cartons, case 5.20  
 Culinary Starch  
 4 lbs., W. T. Benson & Co.'s Celebrated Prepared 0.14  
 40 lbs., Canada Pure or Challenge Corn 0.13  
 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. 0.16  
 (20-lb. boxes 1/4c higher, except potato flour.)

**LILY WHITE CORN SYRUP**  
 2-lb. tins, 2 doz. in case \$6.80  
 5-lb. tins, 1 doz. in case 7.75  
 10-lb. tins, 1/2 doz. in case 7.45  
 20-lb. tins, 1/4 doz. in case 7.40  
 (Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. 0.09  
 Half barrels, about 350 lbs. 0.09 1/4  
**CROWN BRAND CORN SYRUP**  
 2-lb. tins, 1 doz. in case 6.25  
 5-lb. tins, 1 doz. in case 7.15



# Coffee

Candidly we are putting out a very fine article in our Monarch Coffee. People who are drinking it think that there is nothing that will compare in quality. We know of cases where dealers after handling it and have succumbed to the blandishments of fluent salesmen for other kinds, have displaced it with brands said to be just as good and which would show a little more profit, pestered continually by their customers for the Monarch brand, and actually compelling them to get back into the Monarch Coffee groove which always leads to satisfaction.

After all a satisfied customer is one of the best assets a dealer can have for any line—but when it comes to Coffee, a satisfied customer is worth more to you than perhaps for any other article, for the average drinker does remember a good cup of Coffee and thinks of the next one that he is going to have.

|                        | Cost | Sell |
|------------------------|------|------|
| 1/2 and 1 lb. Tins - - | 50   | 60   |

*Send us a trial order*

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**  
 CHURCH STREET & ESPLANADE TORONTO

# HOLBROOKS

Imported  
**WORCESTERSHIRE SAUCE**



Made and Bottled in England

Your customers' desires for something tasty may be satisfied by your recommendation of **HOLBROOKS** Imported **WORCESTERSHIRE SAUCE** when purchasing Ham, etc.

Display "Holbrooks," a meat sauce that cannot be surpassed.

Try it!

**Holbrooks, Ltd.**  
Toronto and Vancouver

|  |        |
|--|--------|
| 10-lb. tins, 1/2 doz. in case..  | 6 95   |
| 20-lb. tins, 1/4 doz. in case....  | 7 60   |
| (5, 10, and 20-lb. tins have wire handles.)  |        |
| <b>GELATINE</b>  |        |
| Cox's Instant Powdered Gelatine (2-qt. size), per doz....                          | \$1 00 |
| <b>INFANTS' FOOD</b>   |        |
| <b>MAGOR, SON &amp; CO., LTD.</b>  |        |
| Robinson's Patent Barley— Doz.   |        |
| 1-lb. ....   | ....   |
| 1/2-lb. ....   | ....   |
| Robinson's Patent Groats—  |        |
| 1-lb. ....   | ....   |
| 1/2-lb. ....   | ....   |
| <b>BLUE</b>  |        |
| Keen's Oxford, per lb. ....  | 0 27   |
| In cases, 12 12-lb. boxes to case  | 0 27   |
| <b>NUGGET POLISHES</b>   |        |
| Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each .....              | \$1 25 |
| White Cleaner (liquid) .....   | \$2 00 |
| Card Outfits — Black, Tan, Toney Red, Dark Brown ..                                | 4 60   |
| Metal Outfits — Black, Tan, Toney Red, Dark Brown...                               | 5 60   |
| <b>IMPERIAL TOBACCO CO. OF CANADA, LIMITED</b>                                     |        |
| Black Watch, 10s, lb. ....   | \$1 20 |
| Bobs, 12s .....  | 1 13   |
| Currency, 12s .....  | 1 13   |
| Stag Bar, 9s, boxes, 6 lb. ...   | 1 08   |
| Pay Roll, thick bars .....   | 1 30   |
| Pay Roll, plugs, 10s, 6-lb. 1/4 caddies .....                                      | 1 25   |
| Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. ....                           | 1 25   |
| Great West Pouches, 9s, 8-lb. boxes, 1/2 and 1-lb. lunch boxes .....               | 1 30   |
| Forest and Stream, tins, 9s, 2-lb. cartons .....                                   | 1 44   |
| Forest and Stream, 1/4s, 1/2s, and 1-lb. tins .....                                | 1 50   |
| Master Workman, 2 lbs. ....  | 1 25   |
| Master Workman, 4 lbs. ....  | 1 25   |
| Derby, 9s, 4-lb. boxes .....   | 1 30   |
| Old Virginia, 12s .....  | 1 70   |
| Old Kentucky (bars), 8s, boxes, 5 lbs. ....  | 1 35   |
| <b>THE COWAN CO., LTD., Sterling Road, Toronto, Ont. COCOA AND CHOCOLATE COCOA</b> |        |
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. ....                         | \$6 25 |
| Perfection, 1/4-lb. tins, doz. ...   | 1 70   |
| Perfection, 1/2-lb. tins, doz. ...   | 3 25   |
| Perfection, 10s size, doz. ....  | 1 25   |
| Perfection, 5-lb. tins, per lb.  | 0 45   |
| Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box doz. ....                | 3 50   |
| Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. ....                 | 0 30   |
| <b>UNSWEETENED CHOCOLATE</b>   |        |
| Supreme Chocolate, 12-lb. boxes, per lb. ....                                      | 0 47   |
| Supreme Chocolate, 10c size, 2 doz. in box, per box. ....                          | 2 35   |
| Perfection Chocolate, 10c size, 2 doz. in box, per box. ....                       | 2 00   |
| <b>SWEET CHOCOLATE</b>   |        |
| Eagle Chocolate, 1/4s, 6-lb. boxes .....   | 0 38   |
| Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case. ....                         | 0 38   |
| Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case                      | 0 38   |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case                        | 0 38   |
| Diamond Crown Chocolate, 28 cakes in box .....                                     | 1 30   |
| <b>CHOCOLATE CONFECTIONS</b>   |        |
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. ....                            | \$0 49 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...                        | 0 49   |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. ....                            | 0 49   |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. ....                          | 0 49   |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. ...                       | 0 49   |
| Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. ...                        | 0 49   |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...                      | 0 49   |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. ...                        | 0 45   |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. ...                      | 0 45   |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...                      | 0 45   |
| No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...                   | 0 45   |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. ...                      | 0 42   |
| Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. ....                          | 0 45   |

|  |        |
|--|--------|
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. ....  | 0 60   |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. ...  | 0 60   |
| <b>NUT MILK CHOCOLATE, ETC.</b>  |        |
| Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box .....                                | 2 85   |
| Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box .....                                | 2 35   |
| Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. ....  | 0 47   |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box. .... | 2 45   |
| Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. ....                    | 0 47   |
| Fruit and Nut Milk Chocolate Slabs, per lb. ....   | 0 47   |
| Milk Chocolate, Slabs, with Assorted Nuts, per lb. ....  | 0 47   |
| Plain Milk Chocolate Slabs, per lb. ....   | 0 47   |
| <b>MISCELLANEOUS</b>   |        |
| Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. ....   | 6 25   |
| Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. ....   | 3 35   |
| Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. ....  | 6 25   |
| Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. ....  | 3 35   |
| Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. ....  | 4 50   |
| Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. ....  | 4 50   |
| Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box .....                                   | 2 05   |
| Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box .....  | 2 05   |
| Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box .....                                    | 2 05   |
| Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross .....  | 1 15   |
| 20—1c Milk Chocolate Sticks, 60 boxes in case .....  | 0 80   |
| <b>6c LINES</b>  |        |
| Filbert Nut Bars, 24 in box, 60 boxes in case, per box. ...  | \$0 95 |
| Almond Nut Bars, 24 in box, 50 boxes in case, per box. ...   | 0 95   |
| Ginger Bars, 24 in box, 60 boxes in case, per box. ....  | 0 95   |
| Fruit Bars, 24 in box, 60 boxes in case, per box. ....   | 0 95   |
| Active Service Bars, 24 in box, 60 boxes in case, per box. ...   | 0 95   |
| Victory Bars, 24 in box, 60 boxes in case, per box. ....   | 0 95   |
| Queen's Dessert Bars, 24 in box, 60 boxes in case, box. ...  | 0 95   |
| Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box .....  | 0 95   |
| Royal Milk Cakes, 24 in box, 60 boxes in case, per box. ...  | 1 00   |
| Cream Bars, 24 in box, 50 boxes in case, per box. ....   | 0 95   |
| We pack an assorted case of 60 boxes of bars.  |        |
| <b>Maple Buds—</b>   |        |
| 6c display boxes .....   | ....   |
| 6c pyramid packages, 4 doz. in box .....   | ....   |
| 6c glassine envelopes, per box .....   | 1 90   |
| Queen's Dessert, 10c cakes, 24 cakes in box, per box. ....   | 2 00   |
| <b>W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.</b>  |        |
| <b>The Waxtite Line</b>  |        |
| Kellogg's Toasted Corn Flakes  | 4 15   |
| Kellogg's Toasted Corn Flakes Ind. ....  | 2 00   |
| Kellogg's Shredded Krumbles  | 4 35   |
| Kellogg's Shredded Krumbles Ind. ....  | 2 00   |
| Kellogg's Krumbled Bran ...  | 2 25   |
| Kellogg's Krumbled Bran, Ind. ...  | 2 00   |
| <b>BRODIE &amp; HARVIES, LTD.</b>  |        |
| 14 Bleury St., Montreal.   |        |
| XXX Self-Rising Flour, 6 lbs. packages, doz. ....  | \$6 40 |
| Do., 3 lbs. ....   | 3 24   |
| Superb Self-Rising Flour, 6 lbs. ....  | 6 20   |
| Do., 3 lbs. ....   | 3 15   |
| Crescent Self-Rising Flour, 6 lbs. ....  | 6 30   |
| Do., 3 lbs. ....   | 3 20   |
| Perfection Rolled Oats (55 oz)   | 3 00   |
| Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz. ...  | 1 60   |

# New Apples

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

## California Bartlett Pears

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

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

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

# CALIFORNIA FRUITS

Peaches Plums Apricots

Canteloupes Cherries

Now arriving freely—Include some in your next order.

## WATERMELONS

Fresh cars every week—Large average.

## NEW POTATOES

Very fine quality and prices right.

## NEW VERDELLI LEMONS

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

*The House of Quality*

## Hugh Walker & Son

Guelph Established 1861 Ontario

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

# G. Washington's COFFEE

ORIGINATED BY MR. WASHINGTON IN 1909

Distributed by Grocers Specialty Company

169 William Street, Montreal



# COSGRAVE'S PURE Malt Vinegar



Recommend Cosgrave's when your customers want the highest quality in malt vinegar.

Cosgrave's has the purity, strength and flavor that will give them the greatest satisfaction.

Sold in sealed bottles, the full strength is retained. It is also easier, cleaner and more profitable for you to handle.

Well advertised as being sold by all good grocers at standard prices, 25c and 15c per bottle.

Ask your Jobber for Cosgrave's.

**Toronto Vinegar Works**  
Toronto

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

## LEMON BROS.

OWEN SOUND - - ONTARIO

Advertising to Buyers is one way to surely make Advertising Pay

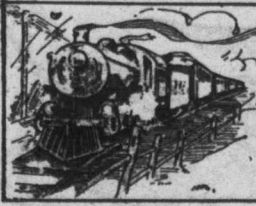
Advertise Your Product in Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE JARS

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

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



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

60-62 JARVIS STREET  
TORONTO SALT WORKS

GEO. J. CLIFF

### WHITE-COTTELL'S

Best English Malt Vinegar

### QUALITY VINEGAR

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

Agents:

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

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

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

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

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound.

### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### THE CHARLES MUELLER COMPANY Limited

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

Waterloo - - - Ontario

### THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

### FREIGHT RATES TO BE INCREASED

Freight rates are to be increased 30 per cent. in the very near future. This increase will naturally mean that many lines of commodities can also be expected to advance to take care of the increased freight rates. It looks as though some lines will bear an increase of 60 per cent. For instance the freight on grains would be increased 30 per cent. in transporting to the mills and products of these grains would again bear the increased freight in transporting to the various distributing centres. Whether manufacturers will partially absorb this increase, nothing can be learned with definiteness. However, there is one thing positive, and that is that a large portion of the increase in freight rates will be added to the cost of the goods.

### REFINED SUGAR

### PROMPT SHIPMENT

Write for Prices

### JOHN GARVEY & SONS

Wholesale Grocers

LONDON, ONT.

### GROCERS

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

### C. A. MANN & CO.

LONDON, ONT.

Phone 1577

**RAMMANTLES**  
THE STANDARD BY WHICH MANTLES ARE JUDGED  
GAS and GASOLINE MANTLES  
FOR ALL STYLES OF LIGHTS  
ASK FOR SAMPLES and QUOTATIONS.  
R. M. Moore & Co. Ltd. Vancouver B.C.  
PACIFIC COAST MANTLE FACTORY.

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

SARNIA, ONT.

Manufacturers of:

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

These one-inch spaces only \$2.20 per insertion if used each issue in the year.

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

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

If You Want  
TOP MARKET PRICES  
for your shipments of  
DAIRY BUTTER  
EGGS AND LIVE POULTRY

ship to

Crescent Creamery Co.  
Limited

WINNIPEG - MANITOBA  
Correct Weights - Daily Remittances

# Wanted

## Rates For Classified Advertising

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

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

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

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

### WANTED

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

**FOR SALE—GENERAL STORE IN COUNTRY** village. Old-established business. No competition. Turnover 35 to 40 thousand. Truck on road. Average 75 to 100 cases eggs a week. Good country trade. Advancing age reason for selling. Box 200, Canadian Grocer, 153 University Avenue, Toronto, Ont.

**WANTED—REPRESENTATIVE WHOLESALE** jobbers to take our line of Chocolates and Candies in Toronto, Winnipeg, Edmonton, Calgary and Vancouver. Must be reliable. Apply Canadian Candy Co., Ltd., chocolate and candy manufacturers, Quebec.

**WANTED—GROCERY BUSINESS IN GOOD** town or small city, stock around \$5,000. Full particulars first letter. Box 192, Canadian Grocer, Toronto.

**WANTED EXPERIENCED** Traveller with connection by old established Packing House for ground between Toronto, Ottawa and Montreal, and the Ottawa Valley. Apply to box 190, Grocer, Toronto.

### CATSUP THAT WILL KEEP IS MADE FROM PARKE'S CATSUP FLAVOR AND PRESERVER

A concentrated extract of spices which makes the tastiest catsup, with the bright red color of the ripe tomato.

**NO ADDITIONAL SPICES REQUIRED**

Retail price 25c per bottle  
One bottle is enough for a bushel of tomatoes.

Wholesale Price \$2.25 per Doz., \$27.00 per Gross

**PARKE & PARKE, LIMITED**  
McNab St. and Market Sq., HAMILTON, ONT.

**WANTED—EXPERIENCED MANAGER FOR** established wholesale grocery. Must be shrewd buyer and be well recommender. State salary. Box 194, Canadian Grocer, 153 University Ave., Toronto, Ont.

### SPLENDID OPPORTUNITY

Excellent Chance for Energetic Man Acquainted with Grocery and Jobbing Trade in Manitoba and Saskatchewan.

A position open with a well-known organization marketing a long established line. A vigorous sales and advertising campaign is to be instituted in Manitoba and Saskatchewan. To qualify, you must have had sales experience in this territory; must be a top-notch salesman and possess sufficient executive ability to organize and direct other salesmen under your supervision.

The position is permanent and it will pay a good salary. Write immediately, giving qualifications in full. All replies will be treated confidential. Box 371, Canadian Grocer, 153 University Ave., Toronto.

### FOR SALE

**FOR SALE—BUTCHER AND GROCERY BUSINESS** in Toronto. \$5,000. Turnover \$65,000. Stock about \$3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

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

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

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

### COLLECTIONS

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

PLEASE MENTION THIS  
PAPER



**RID-OF-RATS**  
Warm Weather is the Breeding  
Time for Rats  
and Mice

**RID-OF-RATS** prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us

Price, small box—15 cents. \$1.00 per lb. in bulk.

**BERG & BEARD MFG. CO., Inc.**

100 Emerson Place,

Brooklyn, N.Y.



You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency. Write us for illustrated catalog, and details of Arnett Service for your store.

**Thomas Lewis Arnett,**  
Souris, Man.

# Suggestions

## for Campers' Trade

It is not always convenient for campers to obtain a regular supply of fresh meat—nor have they the facilities for keeping it. That is why

# Swift's Premium Ham

meets so many holiday requirements. It keeps well where fresh meat is impracticable, and provides a variety of delightful meals in handy form.

The most profitable way for you to handle hams is to *sell them whole*—this is also the most economical way for consumers to *buy them*—for they can *bake the butt, boil the shank, and broil or fry the centre slices*—without waste to them or you.

Make a prominent display of Swift's Premium Ham during the holiday season—it will pay you.



*Order from our Salesman or Direct*

**Swift Canadian Co.**  
Limited

Toronto      Winnipeg      Edmonton



## Our "Cut Tobacco" Ads.

These advertisements are representative of the series we are running on "Cut Brier" and "British Consols."

Everybody who smokes Macdonald's, appreciates its exceptional quality, and we have introduced these two lines in response to the many requests for the old favorite brands in cut form.

### *Selling Agents:*

Hamilton—Alfred Powis & Son.  
London—D. C. Hannah.  
Manitoba and North-West—  
The W. L. Mackenzie and Company, Limited, Winnipeg.  
British Columbia—The W. L. Mackenzie and Company,  
Limited, 1314 Standard Bank Bldg., Vancouver.  
Quebec—H. C. Fortier, Montreal.  
Nova Scotia—Pyke Bros., Halifax.  
New Brunswick—Schofield & Beer, St.  
John.  
Kingston—D. Stewart Robertson & Sons.  
Ottawa—D. Stewart Robertson & Sons.  
Toronto—D. Stewart Robertson & Sons.

**W. C. MACDONALD REGD.**  
INCORPORATED  
**MONTREAL**